AMERICA'S SBDC MONTANA

Guiding Montana Businesses to Success

Spotted Bear Spirits

Kalispell Regional Success Story

"John Balsam and the SBDC were **invaluable resources** from the beginning of my planning process. **They were there when I really needed help.**"

-Lauren Oscilowski, Owner

PROBLEM

Lauren Oscilowski was a distiller for four years at Glacier Distilling Company (GDC) and dreamt of starting her own distillery in Whitefish. She had experience in product development, inventory control, and much more from GDC, but needed help launching a new business.

SOLUTION

John Balsam at the Kalispell SBDC helped Lauren develop a business plan and cashflow projections, provided market research, and taught her finance training through the Profit Mastery class. These efforts enabled Lauren to attract a serious financial investor, and the attention of several banks.

IMPACT

With $200,000 in investments and $350,000 in loans, Lauren opened her doors in December 2015. When fully operational, the company will hire up to eight people. Currently the distillery is focusing on creative new spirits in a small, friendly facility. Congratulations Lauren and John!

"Lauren's **patience, persistence, and perseverance** guided her business. She has incredibly strong will and **determination.**" - *John Balsam, Kalispell Regional Director*

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