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Baruch SBDC Client Success Story: Vent Bike Tech



When most people think of motorcycle culture, New York City isn't the first place that comes to mind. Nestled just off the Cross-Bronx Expressway, Vent Bike Tech is a motorcycle service shop defying that perception. Pedro Ventura has worked with bikes since 1979 and has worked for more than 32 years in NYC's largest motorcycle repair shop. Attaining mastery, local renown, and a high-profile clientele base for the quality of his work, Pedro was ready to open up a shop of his own. So in 2011 he worked with Advisor Alek Marfisi from the Baruch SBDC to plan a successful launch.

Vent Bike Tech offers repair services to a broad range of sport, cruiser, and crossover bikes as well as memorabilia and accessories attuned to biker culture. In the Fall of 2013, he resumed working with Alek to finance the expansion of his facility in the South Bronx. Pedro and Alek worked together to build-out robust estimates of the opportunity to operate in a larger space and include a wider assortment of services, such as small-engine repair and off-season storage. Working with Yuri Schmidt at New York Business Development Corporation, Vent Bike Tech received a \$109,000 loan, the first made from NYBDC's The Bronx Opportunity Fund.

With the help of the services of the SBDC and the loan from NYBDC, Pedro was able to expand his services and grow the business. "Working with Alek and his team at SBDC has been paramount to start and help expand my business and it would not have been possible without their knowledge", says Pedro.