

Robbie Betts - Betts Powersports LLC

Client of the Angelo State SBDC



Business Expansion

2 Jobs

Commercial Loan

Owner Investment

Robbie Betts is a four-year veteran of the United States Air Force. In 2016, Robbie decided to put to use his experience in small engine repair by opening an ATV repair shop capitalize on the growing demand for that service.

Due to his quality workmanship and customer service, his business outgrew the old two-bay gas station he leased for his business. He wasn't able to accept vehicles for repair until he had one or two of the ones already in the shop repaired and out the door. Additionally, as a one-man shop, he was limited with how quickly he could turn out repair jobs.

The fear of losing business due to space concerns led him to look for and locate a building in town that was large enough to accommodate multiple work stations and have storage areas for ATVs waiting for repair. He and his wife Erin contacted their lender at Commercial National Bank of Brady for a loan to fund the purchase. They were referred to James Leavelle, Senior Business Advisor with the ASU Small Business Development Center.

James worked with Robbie and Erin on creating a business plan with pro forma financials the showed the lender how the business would cash flow and be able to service the loan. According to the Betts, "James Leavelle has been a wonderful source of information for our growing business. The need for growth took us by surprise and James kept us grounded and looking in the right direction." Additionally, they said the business plan, "was outstanding and thorough. I really feel that the process of purchasing our new commercial property was expedited because of James help and expertise. I look forward to working with James in the future!"