**Tracy Baker**
Regional Director
**Sarin Hoppe**
Business Advisor/COVID Specialist

**Miles City Regional SBDC**

# Kenitzer Concrete Pumping

Miles City, MT



"Tracy Baker was a pleasure to work with and if it wasn't for her, I wouldn't have been able to create the business plan and financial projections in order to receive the loan. She is awesome!"
**Victor Kenitzer, *Owner***

Victor Kenitzer was a concrete laborer with a local construction company in Eastern Montana when he realized that there was a lack of concrete trucks with long booms in the region. The closest cement pumper truck with a long boom was in Billings, which was more than two hours one-way in travel time to most Eastern Montana towns. Knowing the importance that a long boom has on concrete work, Victor realized there was an opportunity. Determining that it was time to take the next step in his life, and ready to be his own boss, Victor decided to fill the void himself.

Victor came to the Miles City SBDC seeking assistance with a business plan. Victor knew what he wanted to accomplish, but the process of purchasing the truck with a long boom was something he needed assistance to complete. Tracy Baker, Miles City SBDC Regional Director, worked with Victor on a business plan and financial projections. While developing his plan and working with Tracy, Victor was able to secure new client commitments for 40 workdays on future projects. Market research told Tracy and Victor that they were on the right track, and the cash flow projections gave Victor reliable estimates providing him confidence to pursue lending options.

In 2019, Victor obtained a $128,000 loan to purchase the pumping truck from a local bank and a Revolving Loan Fund loan from Southeastern Montana Development Corporation. He became the only long boom concrete pumping truck business in Eastern Montana. Kenitzer Concrete Pumping was extremely busy in 2019 and 2020. At the end of 2020, he approached Tracy for assistance once more to expand his services and purchase a brand-new pumping truck. The SBDC assistance resulted in an additional loan for $418,000 to purchase a larger truck with superior capabilities in order to meet the demands of his expanding business. The vital service that Victor provides in Eastern Montana has been essential to the construction industry.