Apricot Lane Boutique

Billings, MT

Apricot Lane is a well-known boutique franchise that's been in Billings since 2011. In November 2023, Katherine Howland came to the Billings SBDC with her desire to purchase the franchise from the current owner. She was unsure of what she needed to provide to the lender for financing, needed assistance with a business plan and understanding cash flow projections.

The SBDC provided a business plan template, spread historical financials, helped with the projections and got Katherine ready to visit her lender. Her experience as the manager and buyer for the business strengthened her credibility with the lender and led to financing.

Katherine bought the business and inventory for $440,000, was awarded a $440,000 loan from Yellowstone Bank and brought $100,000 of her own funds for franchise fees and working capital. A grand reopening was held in March to celebrate new ownership and recently celebrated the 13th anniversary of the Billings location.

Apricot Lane Boutique has positively impacted their local community. With their high-quality outfits for an affordable price in the Billings area, they provide timeless and fun clothing to make women of all ages feel confident and proud.

Lorene Hintz the Regional Director, stated, "Katherine was a joy to work with! She is very knowledgeable about fashion and the financials of business, as well as being coachable and smart."



"It was great to meet with Lorene at the SBDC as a jumping-off point. She led me in the right direction and kept the process from being overwhelming!"
Katherine Howland, Owner

BIG SKY ECONOMIC DEVELOPMENT

Lorene Hintz Regional Director
Kayla Vokral Training Manager & Business Advisor