Jennifer Stephens
MBA, SBDC Regional Director

UNIVERSITY OF MONTANA

Missoula Regional SBDC

Spartans Vehicle Repair & Tuning



"Jennifer put together recommendations and meetings with individuals that were willing to help and get everything rolling. I am very impressed by her knowledge and ability to guide an individual to success."
Milt and Jennifer Itskos, Owners

Milt and Jennifer Itskos have a successful vehicle repair business in Missoula with an impeccable reputation. Spartans has such a good reputation that clients are often willing to wait for service rather than work with another vehicle repair business. The high demand was exceeding the human resources and physical capacity of the existing repair facility. Milt and Jennifer contacted the Missoula SBDC for assistance in scaling their business.

Jenn Stephens, Missoula Regional Director, assisted Milt and Jennifer with financial projections and business planning guidance for their initial plan to build a new vehicle repair shop. When Milt and Jennifer found an existing vehicle repair center that was for sale, Jenn helped identify SBA loans that they qualified for and assisted them through the lending process.

With the help from their local SBDC, Milt and Jennifer were successful in securing $1,209,000 in total financing for the purchase of the existing facility. The new, larger location has allowed Spartans to retain four jobs and create an additional two. As of January 2019, revenues for Spartans are exceeding projections by 35% to 40%. Milt and Jennifer continue to grow their business by providing superior customer care and consistent vehicle repair services to their clients.