Mountain Colors Yarn

Corvallis, MT



Diana McKay and Leslie Taylor started Mountain Colors Yarn in 1992. They decided to start with yarn products they thought they could sell while creating flexible hours for other moms and themselves. Their business took off, and they enjoyed building it over the years and participating in the fiber arts community. In 2022, after surviving 2020 and 2021 with COVID 19 related challenges, Diana and Leslie decided to sell their business and the building out of which it operated.

After receiving an email about the SBDC, they reached out to Regional Director Jennifer Stephens at the Missoula SBDC for support. Jennifer gave Diana and Leslie lots of information along with strategies for selling. After connecting routinely for a few weeks, Jennifer provided feedback and suggestions for Diana and Leslie's "Mountain Colors Sell Packet." With the packet completed, Jennifer helped them find a professional to appraise the business. She also helped brainstorm ways to get the information to interested people.

With Jennifer's help, Diana and Leslie were able to analyze Mountain Color's financial performance to select an appropriate asking price that was attractive to buyers and beneficial for the seller. Later when the business sold at a price the owners were happy with, Jennifer provided an attorney referral for the transaction paperwork at a reasonable fee. Diana and Leslie said, "Jenn was extremely knowledgeable and helpful to us."

"We wish we had found Jennifer 10 years ago. She was knowledgeable, logical, easy to talk to, and encouraging."

Diana McKay and Leslie Taylor, Owners

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