

SUCCESS STORY

Rocky Mountain Martial Arts

BUTTE, MT



BACKGROUND

Sara Lightner, martial arts instructor, wanted to purchase Rocky Mountain Martial Arts (RMM) school. The owner, Master Miller, was ready to retire, but still wanted the school to remain vibrant since RMM's mission is to become the recognized local leader for providing martial arts instruction. Sara wanted to keep the mission alive, but needed some help from the Butte SBDC to get started.



ASSISTANCE

Sara's biggest problem with the purchase was a lack of equity and working capital. Julie Jaksha, Butte SBDC Director, worked with Sara to complete her business plan, cash flow projections and marketing ideas. Sara received counseling for over 10 months and put together a successful plan that allowed Headwaters RC&D Area, Inc. to loan her the money to purchase the business she worked hard to own.



IMPACT

Sara's purchase ultimately saved RMM and 2 jobs at the school. It continues to give children and adults alike the opportunity to continue their martial arts education and, as the school describes, "support of the worth, dignity, potential and uniqueness of each individual." Butte SBDC helped make their success a community success.



"Sara is dedicated to her students and very proud to be a women entrepreneur in the community."

-Julie Jaksha,
Butte SBDC Director

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