

# HAWAII'S SBDC SUCCESS STORY - O'AHU CENTER



## LS Automotive Repair & Transmission

Lester and John are the owners of LS Automotive Repair and Transmission, LLC located in Waipahu, HI. They service most major makes and models serving all customer segments and providing about 95% of all automotive maintenance and repair services. While their competitors are new and used car dealerships in addition other independent shops, they frequently do business to business transactions because of their transmission expertise and efficient service turnover times.

They were referred to the SBDC from HawaiiUSA FCU, and needed a business plan and financial projections so they could apply for a loan and purchase a fee simple location. Their vision includes a larger space so they can increase the commercial and fleet vehicle service, along with performing state safety inspections, along with installing tire mounting and balancing equipment.

We worked diligently on their business plan and financial projections. This resulted in approval for a \$1 million loan to purchase a fee simple location in Leeward Oahu. SBDC is currently assisting with locating a suitable space and strategic planning their operations in regards to employees and services.

LS Automotive was recently voted one of Hawaii's best independent automotive shops for 2017. There are some 110 Yelp! reviews since 2011 with an overall rating of 4.9 out of 5 stars. In addition they have a BBB A+ rating.