

FIDANZA PERFORMANCE

Going from contract worker to owner of the business is a success story for anyone. Fidanza Performance builds lightweight aluminum flywheels, performance clutches and adjustable cam gears for the racing and performance car industry. In fact, Fidanza is the world leader in lightweight aluminum flywheel production.

Mr. Jenkins started with the company in 2003 as an independent contract salesperson. Within three months, he was offered a full-time sales position with the firm. By 2007, he was the Sales Manager/Vice President of all sales. In 2010 the owner of the company came to him, asking him to take over as the company President and help turn around its declining profits.

Mr. Jenkins' plan was to solidify their core products and eliminate under-performers. Then the biggest surprise came when the owner of the company came to him in 2012, offering to sell the company to him. That's when Mr. Jenkins came to the Small Business Development Center. Although not in his plans, Mr. Jenkins was very much interested in the offer and was looking for assistance in how to make it happen.



The SBDC counselor looked over the financials of the firm and a business plan put together by Mr. Jenkins. He suggested some changes that would strengthen the company's position and make it easier for him to find financing to purchase the company. He worked on the plan, reduced the company's debt and improved their profits. When Mr. Jenkins had completed those changes, he came back to Mr. Gareau. Mr. Gareau then started making some phone calls to local banking industry representatives to discuss possible financing of the purchase. He found a bank and banker willing to work with Mr. Jenkins in making his dream come true, Allen Weaver and Lake National Bank. In addition, Mr. Gareau put Mr. Jenkins in touch with the new Lake County Economic Development Fund program. With the financing from Lake National Bank and the Lake County Commissioners, Mr. Jenkins successfully purchased Fidanza Performance.



He can't stress enough how important and useful the support, encouragement and direction he received not only from the SBDC but also from his local banker, were to him. The whole process of purchasing the business was less stressful and

much easier because of that assistance. When challenges came his way, he received the support and guidance he needed from the SBDC and Mr. Gareau. "I wouldn't have been able to do it without the tremendous, prompt support and strong endorsement of the SBDC," said Mr. Jenkins. "It bordered on the unbelievable."

He encourages other entrepreneurs to not let go of their dream and to be willing to put the time and effort into achieving their goals. "Go after support," says Mr. Jenkins. "Impossible things can happen...just don't give up."