

2019 SUCCESS STORY

FARGO

NORTH DAKOTA
SMALL BUSINESS
DEVELOPMENT CENTERS

Your Ideas - Our Expertise - Your Success

FETCHERS

FARGO - Working in construction management after college, Jack Lelwica and his wife, Ashley got their first dog, a Brittany named Mazie. Little did they know, this hunting dog would change their career, if not their lives, forever.

Jack first realized his passion for dogs and training when some of his friends began to take notice of how obedient Mazie was in just a few short months. He started training other dogs on the side as a part-time job. Not long after, Jack and Ashley together pursued dog boarding, training and later

breeding as their full-time career and opened Prairie Peak Kennels out of a renovated barn at their home near Alexandria, MN. "This is where my passion and calling in life is," shared Jack. "I would love to see a dog's life flourish and see the owners get the most out of their relationship with their dog. We train dogs to be obedient and, in turn, teach their owners how to get them exercise so they are happy with their life."

grow Prairie Peak Kennels and had their sites set on the Fargo/Moorhead community. They were referred to Paul Smith at the ND SBDC who assisted the couple with business planning, market research, financial projections and funding. After a thorough market and competitive assessment, Jack and Ashley decided to expand their business to Fargo.

Jack and Ashley wanted to build a state-of-the-art facility with both indoor and outdoor play areas for dogs to get the exercise and socialization they need. Their biggest challenge? Finding the necessary financing to make the project possible and affordable. The SBDC recommended looking at the



Challenge/Solution

After a few years with business booming in the Alexandria area, Jack and Ashley began looking at how they could continue to

SBA 504 loan program – a small business loan with a lower down payment, fixed market interest rates, and multiple term options. By working with Gate City Bank



and Dakota Business Lending, they were able to purchase the land and construct the facility they needed at terms they could afford.

In August, 2018, Fetchers boarding, daycare and grooming opened its doors for business. “Paul was great to work with, responsive, and provided answers that we needed in order to move forward with our project,” said Jack. “We are so relieved that this SBDC service is available to us.”

Impact

Since then, Jack and Ashley’s business has continued to thrive in Fargo with a passionate, animal loving team building the client base, promoting the wide range of dog related services, and continuing to help facilitate a win-win-win situation for all. “It’s been an absolute blessing and it’s everything we’ve hoped for,” Jack said. “We’re humbled and grateful to be able to make this dream a reality with the help of the SBDC and the other team members that put this deal together.”



Today, Fetchers works with local businesses to offer different packages and promotions that are helping working families maintain a harmonious relationship with their dogs. Due to their success and growth, Fetchers has been featured in the local Fargo newspaper and on local TV news for their positive impact in the community.

When asked for a few words of advice in starting up a new business venture, Jack’s suggestions were simple: do your research, stick to your values, and go for it. He noted the importance of creating a realistic business plan.

“If you have the drive and ambition to start a business, make sure the business plan is accurate and it shows that it’s possible to make a profit. If that happens, take the plunge and go for it! Your passion and faith will help you with the rest.”

For more information on the company, visit fetchersfm.com.

Information and photos courtesy of Dakota Business Lending.

