

# 2021 SUCCESS STORY

DICKINSON



NORTH DAKOTA  
SMALL BUSINESS  
DEVELOPMENT CENTERS

Your Ideas - Our Expertise - Your Success

## ARC ROYALTIES

**DICKINSON** -- Shiloh Lujan always had a creative mind and a knack for working with his hands. In high school, he found that welding played to his strengths and the rest was history; he would someday have a welding business of his own.

With his end game in mind, Lujan first had to work many other jobs so that he could gain the proper experience to own a business within this field. Immediately after his high school graduation, he started working for Fisher Industries Welding where he repaired cone crushers and conveyor machines. He then began work at Steffes, welding bobcats on assembly lines before transitioning into the pipe-welding department.

Lujan states, "Although assembly line welding is incredibly repetitive and monotonous, I found it to be a humbling teacher and a critical tool for developing muscle memory and attention to detail."

With the training and knowledge that he had obtained, it was time for him to start looking into his own small business.

Lujan first heard about the ND SBDC after he opened his business bank account. He did not hesitate. The very first thing he did after opening

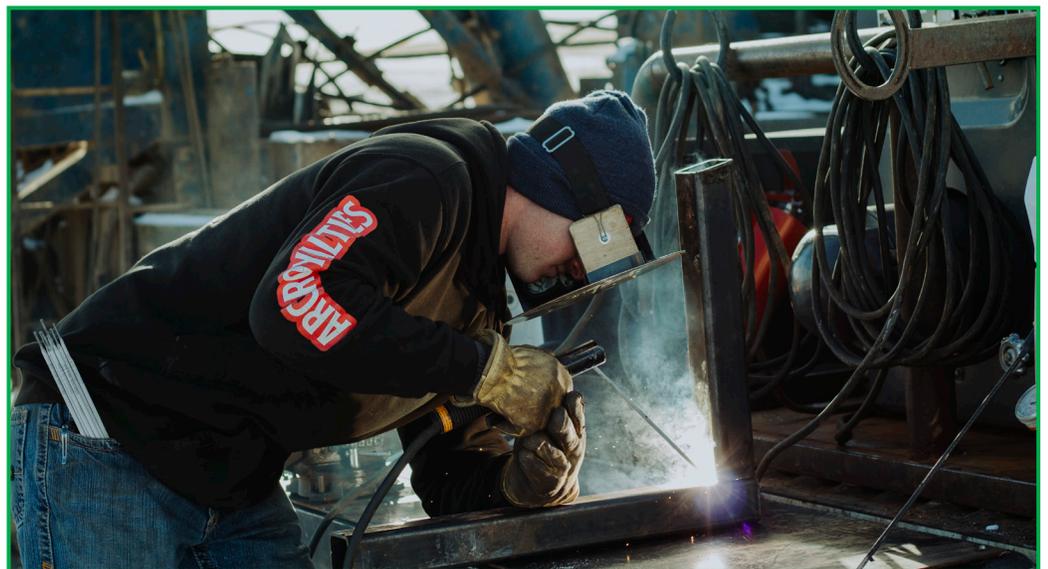
this bank account was to walk across the street and immediately seek assistance from Dickinson business advisor, John Diem. Lujan is thoroughly pleased that he did. John helped him understand business entities, insurance, as well as how to develop a fitting business plan.

Lujan shared, "If you are unsure or overwhelmed with the processes of starting a business, I 100% recommend starting your journey at SBDC. The information, guidance, and professionalism come at no cost to you whatsoever. Take advantage of the opportunities that are available to you and find success."

The combination of Shiloh's hard work and John's assistance resulted in Arc Royalties opening for business. Arc Royalties provides portable welding and fabrication services to several oilfield companies throughout the Bakken area of North Dakota.



Even with much success in his first year, there have also been a few hardships. One challenge has been finding consistent work for his welding truck. However, the relationships that he has formed within his community and the freedom to work when he wants are worth every bit of labor that he must put in. Lujan also enjoys the fact that he gets to choose which jobs he wants to take on, and those that are the most suited for him. In the future, he hopes to expand his services beyond the Bakken area of



North Dakota and even to surrounding states.

Shiloh's journey to small business ownership has taught him many things. One of his realizations is: "If you have an idea that you genuinely think is a good one, and you think others can benefit from, do it!" He is a firm believer that starting up a business may take time and energy, but it is worth it in the long run.

"It's important that what you choose to do is something you truly enjoy. This is vital to your mental health, your personal well-being, and the growth of your business."

