

Karrin Lindow/Nevis Lumber – Success Story

Karrin Lindow, owner/operator of Nevis Lumber, located in Nevis, Minnesota has been providing quality service and products to the building and home improvement industry of Nevis and Central Minnesota. Nevis Lumber specializes in End Match, V-Groove and Pine Log Siding. Nevis Lumber also has a line of fully assembled sheds.



Karrin's father purchased Nevis Lumber in 1981, Karrin, nine years old at the time, the youngest of four, started helping out the family business by cleaning the toilets. At that time, Karrin made \$0.25 an hour and ended the day with a pop for her hard work. Several years before moving to Nevis in 1981, her family used to vacation there. Karrin's father was in the lumber industry for several years and it was his dream to own a lumberyard and live in Northern Minnesota.

Karrin didn't stop at cleaning toilets; she started getting involved in every area of the business. At the age of thirteen she worked in the panel shop and by the time she was seventeen, Karrin began managing the company's accounts payable and accounts receivable ledgers. By the time Karrin was nineteen she was committed to sales and when she hit the age of twenty-one she began estimating and figuring lumber costs for homes. At the age of twenty-two, Karrin was drawing up soft plans and pulling a load for deliveries when needed.

Karrin began buying the business from her father in 1995 and bought the business full out in 2005. Karrin said, "My father was the best mentor ever and he taught the ins and outs of the lumber industry. Since I bought the business from my father it runs very similar with a few slight differences of my own."

When Karrin took over Nevis Lumber, she knew very little about business plans and sought out the Small Business Development Center (SBDC) for assistance. "When I started, almost every decision I made was pretty much a gut feeling and now after the help and assistance from the SBDC's professional business consultants, I am better able to project the future and my vision for the business. I now have strategies, goals and thoughts written in my business plan. I have never had to complete a business plan before working with the SBDC and for me it was a huge deal and a potential money saver, because I could actually see things that would not be feasible after creating my business plan," stated Karrin.

The SBDC's professional business consultants assisted Karrin with financial projections and taught her how to work with the lending community. "I just assumed you had to take what the bank gave you and that was the only option you got. With the assistance from my consultants, I was taught how to communicate and negotiate with the banker and in the end I saved my business a lot of money," said Karrin.

Karrin stated that her consultants were amazing and so experienced and because the SBDC's services are "no cost" to small business owners, it is truly invaluable. Karrin has worked with the SBDC for over three years and will continue to seek the SBDC's assistance in the area of marketing and strategic planning. Karrin continues to have goals for her business, and is currently working on expanding her lumberyard. Karrin also hopes to venture into owning multiple businesses in the Nevis area and will likely seek out the SBDC's assistance with her future endeavors.