



AMEP CLIENT PROFILE

The Terraces Secures Investment to Build Efficiencies

Anchorage, AK

Company Profile

The Terraces, LLC is a residential builder located in Anchorage, Alaska. The company employs 50 people.

Situation

The residential housing market in Anchorage was not affected by the subprime mortgage crisis that harmed many markets in the lower 48 states. The overall economic downturn is having a slight influence on Anchorage's residential construction market. The Terraces' president, Kaylen Lebaron, was looking for innovative ways to stay competitive by diversifying into prefabricated production methods. When he decided to prefabricate sections of new homes in a manufacturing facility, he contacted the Alaska Manufacturing Extension Partnership (AMEP), a NIST MEP network affiliate, for help.

Solution

AMEP assisted The Terraces in developing sales proposals that would move some land inventory and allow the company to ramp up production and invest in its fabrication facility. Working with the company, AMEP drafted the proposals to meet the needs of individual investors and researched fabrication plant options and economies of scale. As a result of AMEP's assistance in developing a standard proposal template, the company was able to respond to a variety of individual investor needs and move toward a prefabrication facility.

Results

- Increased revenue by \$630,000

Testimonial

"AMEP was very responsive to my needs and the needs of my investors. The proposals were so well written, I could get complicated financing details across plainly that worked for everyone."

-Kaylen Lebaron, President

Interested in learning more about how the Alaska Manufacturing Extension Partnership, Inc. can offer services to your growing business?

**We are conveniently located in mid-town at 701 Sesame St., Ste. 200, Anchorage, Alaska.
Contact us at 907.279.2637 or info@alaskamep.org.**