

**FOR IMMEDIATE RELEASE: April 9, 2019****CONTACT**  
Stacy Potter  
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Carolyn Engel  
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RAYMOND -- Operating inefficiently from three separate locations, Stacy Potter, owner of Larkman Construction, saw the opportunities of consolidating and relocating to one location in Racine County. Now, Potter and her husband and General Manager, Daniel, are thriving at their new Raymond location.

"Increasing the services we provide also meant increasing the space we need to operate," said Potter. "Moving to Racine County allowed us to consolidate our operations and increase efficiency, while also leaving space for us to grow."

Larkman Construction is a family-owned and operated business founded in 1989 by Potter's father, Ray Knapp. Larkman provides a variety of utility services, including directional boring, trenching, grading, concrete slab work, utility conduit, and manhole work. They are one of three companies in Wisconsin licensed for manhole work.

Larkman Construction purchased two adjacent sites in Raymond, located at 12000 Highway G and 1596 122nd Street. The two sites include ample warehouse and office space, which allows the company to grow as they continue to service Wisconsin and Northern Illinois.

Utilizing the Racine County Revolving Loan Fund, provided by services through Business Lending Partners in partnership with Commerce State Bank, Potter was able to finance 90 percent of the purchases, reducing the cash equity required, reserving funds to grow the business. Vice President of Commercial Lending for Commerce State Bank, Evan Gilmore now oversees the loan provided to Potter.

"This was our first time working with Business Lending Partners and it was a pleasure working with them," said Gilmore. "Because of the services they provide and the reliability of the staff, we look forward to partnering with them on future deals."

The financial assistance provided, along with the consolidation of locations, will help create six new jobs.

## **About Larkman Construction**

Larkman Construction is a family-owned utility excavating contractor in the Milwaukee area proudly doing business in Wisconsin since 1989. Their services include, but are not limited to, directional boring, trenching, grading, asphalt paving and concrete slab work. They place products including utility conduit and cable, underground concrete utility vaults, residential water lines, electrical lines, drain tile, culverts, and buried downspouts.

For over twenty-five years the majority of Larkman's business has been contracted with AT&T, with whom they maintain a successful relationship. After purchasing the company, Potter decided to diversify and began to include residential projects as well as other utility work despite continued work with AT&T. Potter is the sole owner and operator of Larkman Construction and her husband Daniel is General Manager.

## **About BLP**

Business Lending Partners (BLP) is a U.S. Small Business Administration (SBA) Certified Development Company (CDC) specializing in processing and servicing SBA 504 loans throughout the State of Wisconsin. BLP is headquartered in Southeast Wisconsin and has been certified since 1985. As a division of the Racine County Economic Development Corporation (RCEDC), BLP has knowledge and access to local, State and Federal partners to successfully assist you in completing your project.

For more information about this project and how your company may be eligible for similar incentive programs, contact Carolyn Engel at 262-898-7420 or visit [blp504.org](http://blp504.org).

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