

2010 BUSINESS RECOGNITION

HOSTED BY
Dixie State College,
St. George SBDC



Business Details

OWNER
Beth Lock
NATURE OF BUSINESS
Lighting Effects

CITY
Hurricane
COUNTY
Washington
PHONE
435-635-0239
WEBSITE
www.fxlight.com

BUSINESS STRUCTURE
Corporation
BUSINESS BEGAN
1984
EMPLOYEES
12 full-time, 1 part-time

SBDC CONSULTANT
Len Erickson

jobs

revenues

growth

Special FX Lighting, Inc.



When it comes to lighting, Beth Lock is a star. Lock, president and part owner of Special FX Lighting, has been involved with making specialty lighting filters and gels for more than 20 years at her Hurricane, Utah, company. She is an expert in high-temperature, color glass filters, low-temperature, color polymer filters, color polycarbonate sleeves and high-temperature theatrical gels.

Unfortunately, looming loan deadlines threatened the business she had been cultivating for two decades. The two Wells Fargo loans she had on her property had balloon payments due. The bank wanted money that Lock could not pay. Unsure of where to go, she came to Len Erickson, St. George Small Business Development Center director, at the advice of the bank.

Erickson worked hard to put together a complete recovery package, including financial forecast, marketing plan, operating plan and milestones. With the creation of a realistic, complete plan, Wells Fargo agreed to extend the loans. Now Lock faces a brighter future, and Special FX Lighting is on the road to recovery.

The company not only provides lighting for a wide range of customers like Disney, Broadway productions, the Panama Bridge, Dollywood and the Jefferson memorial, but it continues to innovate in the lighting industry. Special FX is working on technology to meet non-lighting demands for applied coatings on thin plastic films and other plastic substrates. The company also wowed others in the industry when they unveiled a recently developed hard coating process at a trade show in May.

With new technology and a new business path, Special FX Lighting anticipates increased sales and continued success.

"I greatly appreciated Len Erickson from the SBDC that gave to my company during a time of great need. He was able to put together a financial package to present to the banker to extend my finance arrangement with the bank."

Beth Lock, Owner

Secret to Success

"Developing unique light products for customers throughout the world. We can do the impossible to a very demanding product segment. This is a small industry worldwide and everyone knows everyone else so we must be successful every time."

--

The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.

