

Newsletter

Container Business Leverages the 504 Program to Expand Training Solutions for Fire Departments

SBA 504 Effective Rates for April 2025

25-year - 6.43% / 6.46% Refi ~ 20-year - 6.45% / 6.48% Refi ~ 10-year - 6.34% / 6.37% Refi



Founded by Taylor Rowan in Spokane, WA, Taylor'd Systems has grown from a small operation into an industry leader in transforming shipping containers into innovative, versatile solutions. With a commitment to exceptional design, quality craftsmanship, and top-tier customer service, the company has seen significant growth, particularly in its work with fire departments across the U.S.

Before the pandemic, Taylor'd Systems primarily served commercial clients, selling 15-20 custom containers weekly. However, when the pandemic hit, demand dropped drastically. In response, Taylor Rowan pivoted to meet a growing need in the fire services sector.

Taylor quickly recognized the demand for more affordable, flexible fire training solutions after receiving requests from local fire departments. One department wanted a quote for a new training facility, while another sought a more cost-effective alternative to traditional burn towers. This led Taylor to develop a patent-pending fire training prop—a mobile, customizable structure that accommodates 10 different training scenarios, including confined space drills, forced entry, window entry, and rescue training.

These fire training props are much more cost-effective and flexible than large, permanent burn towers, offering fire departments a portable, budget-friendly option for realistic, hands-on training. This new direction proved to be a major success. In April 2022, Taylor'd Systems showcased its fire training props at the Fire Department Instructors Conference, where its innovative designs drew attention from fire officials across the U.S. Following the event, Taylor'd received nearly 200 requests for quotes, confirming the strong demand for these training solutions.

As the orders continued to grow, Taylor'd needed to scale its operations. To manage the increased demand, Taylor recognized the need for a larger, more consolidated location. The SBA 504 program became key in this expansion, offering favorable financing to purchase commercial real estate. Taylor used this program to combine his two locations—a warehouse and an office—into one centralized, more efficient facility, streamlining operations and controlling costs.

Thanks to the SBA 504 program, Taylor'd Systems secured a fixed monthly payment plan, allowing the business to grow without the risk of unpredictable rent hikes or rising costs. This has laid the foundation for continued growth, enabling Taylor'd Systems to keep innovating and providing life-saving training solutions to fire departments worldwide.

**Thank you to our Lending
Partner on this Project:**

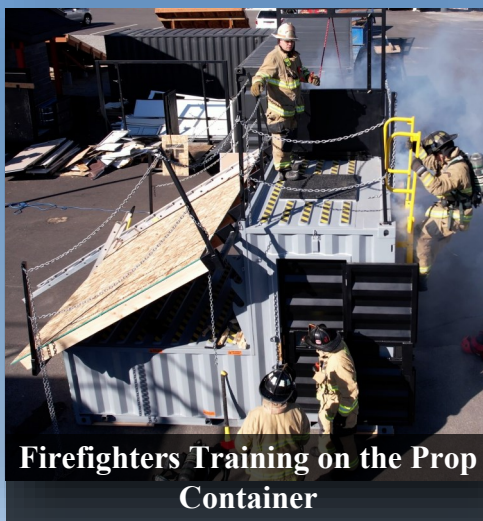
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Continued on page 2...

Serving Washington, Oregon, and Idaho

Continued from page 1...

Today, Taylor'd Systems remains committed to transforming shipping containers into valuable training tools for fire services and other industries. With increasing demand for their fire training props, Taylor Rowan and his team are well-positioned to continue their success, helping fire departments improve their preparedness with innovative solutions.



Firefighters Training on the Prop Container

"The Northwest Business Development Association (NWBDA) played a crucial role in the growth and expansion of Taylor'd Systems by assisting with the purchase of our current facility. With their support, we were able to secure the space we needed to meet increasing demand and scale our operations. This investment proved to be a turning point for our company. Prior to the facility purchase, we operated with just six employees and limited fabrication capacity. Since acquiring the new space, we've grown to a team of 23 and have seen a substantial increase in our output and overall efficiency. The facility has allowed us to bring in new equipment, streamline production processes, and take on larger, more complex projects.

Most importantly, this growth has allowed us to better serve first responders—especially firefighters—by delivering more of our life-saving training products. As a result of NWBDA's support, Taylor'd Systems has become one of the leading suppliers of firefighter training apparatuses. We are now able to meet the growing demand for our products, ensuring that fire departments across the country are better prepared for real-world emergencies. Thanks to NWBDA's partnership and belief in our mission, we are proud to play a key role in supporting those who risk their lives to protect others."
-Taylor Rowan, Owner

Visit the Taylor'd Website: <https://www.taylord.com/>

March's Loan Fundings

NWBDA funded **3** new projects for a total amount of **\$13,284,000**

March's Loan Approvals

NWBDA approved **5** new projects for a total amount of **\$9,311,609**

In the month of March, NWBDA helped **create 7 new jobs** in its local communities

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