



2005 ANNUAL REPORT

# COMMITMENT

EXPANDING BUSINESSES • INNOVATORS

# Best Small Business

## Computer Works, Inc.

Computer Works, Inc. offers training, website design, software development, computer repair, and business networking services. With the need to move into a larger facility, they had previously developed a business plan in order to acquire a building they had in mind, but were not accepted by their bank. Robert and Kevin Dahm came to the Monroe County Industrial Development Corporation MI-SBTDC Satellite Office, hosted by Eastern Michigan University, in need of assistance with revising their business plan.

Tim Lake, Business Consultant, reviewed their business plan and provided them with information regarding SBA loan programs while also assisting in the development of their loan packaging. When they presented their plan to another bank with the SBA 504 program included, they were able to secure a \$620,000 loan to purchase a new facility located in a busy retail strip in the city. The company has also added 10 employees and is anticipating additions in the near future. This past year, sales reached \$670,000 representing a 50% increase. Computer Works, Inc. recently developed a new product which they are writing a business plan for in hopes of receiving capital to finance this new venture.



(l) Kevin Dahm and (r) Robert Dahm