

Computer consulting firm earns kudos

Computer Works Inc., a Monroe computer consulting firm, was among a dozen companies statewide to receive a regional "Best Small Business Award" from the Michigan Small Business & Technology Development Center (MI-SBTDC).

The business was among 14,115 companies the agency provided with confidential counseling and training last year. The companies recognized were chosen from 12 MI-SBTDC regions on the basis of their success in terms of sales, employment, business strategy, economic impact and the MI-SBTDC's role in providing assistance.

Owners Robert and Kevin Dahm used the Monroe County Industrial Development Corp. MI-SBTDC Satellite Office hosted by Eastern Michigan University to revise and develop a business plan that included acquiring

a building.

Tim Lake, MI-SBTDC business consultant, reviewed their plan and provided them with information regarding Small Business Administration loan programs while helping them develop their loan packaging. They then were able to get a \$620,000 loan to buy the building at 859 N. Telegraph Rd.

The company also has added 10 employees and this past year sales reached \$670,000, a 50 percent increase. The company also recently developed a new product for which they are writing a business plan in order to finance the new venture.

Begun in 2000, Computer Works provides training, Web site design, software development, computer repair and business-networking services.