

Jim's Music

Jim's Music, located in downtown Escanaba, sells and repairs musical instruments and instructs private lessons. When owners Jim and Karen Dombrowski came to the MI-SBTDC, hosted by 1st Step, Inc., in 2001, they requested information on how to handle an employee dismissal issue. Business Consultant, Jim Beauchamp worked with the company through the dismissal process and helped them to establish proper accounting procedures including checks and balances. The MI-SBTDC's assistance focused on developing office and employee procedures, financial and cash flow assistance, which led to refinancing their debt and developing a marketing strategy.

Since counseling with the MI-SBTDC began, Jim's Music has seen many significant and positive changes. Additional assistance was provided to evaluate and then start a new store in the Marquette area. The company has experienced growth in the number of employees from three to 11 and the number of instructors has grown from six to 18. Additionally, sales have increased 50 percent in 2004.



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Jim & Karen Dombrowski

