

Heppner Landscape Services, Inc.

After working for 22 years in the lawn care and landscaping industry, Mark Heppner had the desire to launch a business of his own. Even with his vast experience and reputation, he recognized the need for outside assistance. In September 2003, Mark approached the MI-SBTDC, hosted by Washtenaw Community College, with an idea to start Heppner Landscape Services, Inc. Over the following months, he worked with MI-SBTDC Business Consultant, Phil Tepley to ensure a January 2004 opening. The MI-SBTDC assisted Heppner Landscape Services with developing a business plan, calculating financial projections, conducting human resources planning, creating a marketing plan, setting up an accounting system, and refining the bidding process.

Heppner Landscaping Services, Inc. was successfully launched in January 2004. As a result of careful preparation with the MI-SBTDC, financial projections for the first year were exceeded by five percent. In addition, six new jobs were created and \$120,000 was acquired in financing. Mark continues to set goals for the year 2005 which include obtaining a line of credit, achieving 25 percent growth, adding two more employees, and providing additional services.



Heppner Landscape Services, Inc.
Paul Schweiger, Mark Heppner,
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region 12

