

DCM Associates, LLC

DCM Associates, LLC of Mt. Pleasant designs, develops and distributes highly interactive workforce skills for regulatory areas (HazMat, OSHA) through online training courses. Owner Debby Marmarelli first sought assistance from the MI-SBTDC, hosted by Mid Michigan Community College, for help with writing her business plan. Marie Elliott, MI-SBTDC Regional Director worked with Debby on several occasions making modifications and suggestions for her business plan. Mary Sue Cary-Hoffman, Technology Business Consultant also met with her to discuss intellectual property issues, such as a non-compete agreement imposed by her former employer.

Since counseling began, DCMA has grown from one to seven part-time employees and is projected to grow to 21 full-time employees by 2007. Also, DCMA has won two Federal (NIH) SBIR Phase I grants, bringing \$200,000 in development funds into the area. In addition, DCMA was the first company in Michigan to receive a MI-TTC SBIR matching grant of \$15,000. As DCMA continues to grow its business, the company plans to remain active with the MI-SBTDC as a service provider.



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region 4

