

## ECTC...Bakery Café

Thomas and Elynne Cunningham, owners of the ECTC...Bakery Café in East Lansing, provide fine, full- service dining and a retail bakery where all food is made from scratch. When the Cunningham's approached the MI-SBTDC, hosted by Lansing Community College, they were in the process of creating a business plan that would help them to obtain adequate bank funding. Regional Director, Bo Garcia assisted with outlining the plan, as well as providing examples, resources and projection software. In addition to drafting a business plan, the next obstacle was finding financing. The MI-SBTDC supplied Thomas and Elynne with a list of lenders in the Lansing area to ensure that their business plan landed in the right hands.

As a result of the MI-SBTDC's assistance, a \$741,000 loan was obtained. Also, 50 new jobs have been created and a product mix and advertising strategy was formed to generate more business.

ECTC...Bakery Café has seen continual growth in their business and look forward to increasing sales in 2005.



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