

Best Small Business

Margret Hunters, LLC

Patricia Steele had over 30 years of retail experience when she decided to enter the world of entrepreneurship with her business Margret Hunters, LLC, a retail store specializing in high-end women's apparel. She came to the Livingston County MI-SBTDC Satellite Office, hosted by Lansing Community College, in 1991 while in search of a location for her future company. Business Consultant Dennis Whitney worked with Patricia in researching available locations and preparing a business plan, while providing networking resources for accounting, legal and banking requirements. Patricia received a \$105,000 loan from LaSalle Bank in addition to an SBA loan to purchase the building, while also contributing \$90,000 of her own private owner investment capital. Margret Hunters, LLC officially opened on October 5, 1992 and became a leader in the revival of the Brighton Main Street shopping area.

In 2005, Patricia approached the MI-SBTDC concerned about her position and viability in the marketplace. With assistance, she was able to continue and enhance her relationship with her banker, revise her marketing to target core customers and realign staffing to provide a consistent service level. Today, Margret Hunters, LLC has over \$400,000 in sales, has increased its employee base and has launched a website in response to the increasing number of statewide customers.



Patricia Steele and Dennis Whitney