

SBDC Free Assistance Becomes Ultimate Bargain For Female Owned Small Business



Showroom Floor

Who can resist a good bargain? In a society pillared by currency, it's hard to imagine anyone who would object to spending less money. While bargain shopping is an economical strategy to some, it is more of a favorable past time to others. These hobbyists may know better than most, the pleasure of receiving a great deal. From garage sale to flea market, bargain shoppers are no strangers to the feeling of pure satisfaction experienced when the perfect piece is found after an adventurous Saturday morning treasure hunt. While this is a hobby to many, it has been a lifestyle for Michelle Alley, owner of Pieces Fine Furniture Consignment.

Having furnished every apartment she's lived in with gently used furniture, it seemed only natural for Michelle to do the same for her first house. While shopping for her new home, Michelle joked with a friend, "This is the ideal job... yard sales." While joking at the time, Michelle's entrepreneurial spirit later turned her joke into a business plan and she visited the Small Business Development Centers (SBDC) at Summit Medina Business Alliance for assistance.

The SBDC reviewed Michelle's business plan and assisted her with market and industry research. The SBDC also examined Michelle's Cash Flow and Profit and Loss Statements and assisted her with obtaining a start up business loan. Through her efforts and SBDC assistance, Michelle opened Pieces Fine Furniture Consignment on July 1, 2007.

Pieces Fine Furniture Consignment is a second hand furniture store that is situated on a spacious 4,500 square foot showroom floor in Cuyahoga Falls, Ohio. Employing six staff members, Pieces Fine

Furniture Consignment has turned over several times since its inception in 2007. With a uniquely devised discounting system, the store has experienced continuous growth and opened a second store one year after opening the first.

Michelle offers this advice to those starting out, "Do your homework first. The SBDC is a resource with years of experience in every area of business." When asked if the SBDC is a resource she would recommend new entrepreneurs to, Michelle emphatically stated, "I already do."



Michelle Alley cuts ribbon at store opening.

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