

## CHECKERS

### Wolf Point Regional Success Story



“The SBDC helped us with cash flow projections. Their advice saved our business.”

-Janette McCollum,  
Owner

#### PROBLEM

Janette McCollum owns Checkers, a drug testing and collection service business in Sidney. Janette began to experience growth since buying out her partner in 2008, making monthly billing challenging. Additionally, as clientele has grown, so has the need for staff, requiring the company to pay wages that compete with oil field wages. Janette called the SBDC for help.

#### SOLUTION

The Wolf Point SBDC assisted Checkers with budgeting, cash flow projections, market research, and planning, as well as assistance in writing the business plan and providing worksheets to keep track of expenses.

#### IMPACT

With help from the SBDC, Checkers has added four new service locations. All locations will eventually be offering DOT/Non-Dot Medical Physicals, Drug and Alcohol testing and TSA Services. They have created 16 full time and 23 part time jobs in the area.

“Checkers has a great reputation for their fast and efficient services while providing a vital service to the area.” -Lorene Hintz, Wolf Point Regional Director



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