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SBDC AT BEAR PAW DEVELOPMENT CORPORATION
-HAVRE, MT-

When Evelyn Johnson decided to sell her business and retire, her daughters couldn't bear to see it sold. Carla Steckel and Cassie Holt were determined to find a way to purchase New Wine Christian Books and Gourmet Coffee (now The Press) in Havre, Montana from their mom and continue the ministry it had become known for. Having worked at New Wine for a combined 21 years, Cassie and Carla felt confident that they could continue the success of New Wine and bring new ideas to the business as well. They enlisted the help of Joe LaPlante, Director of the SBDC at Bear Paw Development Corporation, to help them with the planning and financing necessary to complete the purchase. Joe worked with Cassie and Carla to develop a business plan and complete fash flow projections. Carla Steckel had said about working with the SBDC, "We had a vision for buying the store from Mom, as well as a vision for expansion...Mom suggested we go to Bear Paw Development and consult with Joe and the SBDC. They were so positive and helpful. It was like they could see our vision, and wanted it to succeed as badly as we did." After becoming the official owners of New Wine last year, Cassie and Carla used a portion of the financing from Bear Paw Development Corporation to relocate the business across the mall and into a larger store. With more space, Cassie and Carla have expanded store offerings: in addition to gourmet coffee and fresh squeezed juice, cookies are fresh-baked each morning and a variety of healthy granola bars are for purchase. They also changed the name from New Wine to The Press. "We wanted to simplify our old name," said Cassie, "yet still represent the same scripture…'The Press' ties into the three products we offer via the coffee press, juice press, and the printing press.

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