



The Advisor

Providing assistance for new and established businesses

University of South Carolina SBDC

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Success Stories—Sippin' Cow Café Bluffton, SC

Lyndee Simoneaux met with Business Consultant Pat Cameron, of the USCB-Small Business Development Center in January 2001 to discuss the startup of an ice cream and coffee shop. Lyndee and her husband Adam thought that the growing area of Bluffton, and particularly the downtown area, needed and could support a specialty coffee shop. They identified the ideal location.... next to a busy supermarket and video store. They envisioned an eclectic atmosphere that would create a fun and comfortable setting and attract a diverse customer base. They wanted to be known as a fun place to go for something quick and good to eat. The menu offerings would be simple yet diverse enough to appeal to a wide range of age groups. Their initial menu offerings in-

cluded: sandwiches, salads, specialty coffee drinks and home made ice cream.

Ms. Cameron worked with Lyndee and Adam to develop a business plan. Both Adam and Lyndee had retail experience and knew they would have to work long hours to make this business successful. They presented their business plan to Palmetto State Bank and successfully secured a loan for their startup costs and working capital. In April 2001, after almost six months of planning and anxious anticipation, Lyndee and Adam opened their new business, the Sippin Cow Café, in the heart of downtown Bluffton.

They exceeded

their initial sales projection for their first year and sales have increased each year since.

In August 2004 the Sippin' Cow Café was mentioned in an article in Southern Living Magazine; the article suggested, to those touring historic Bluffton, to start the tour with a visit to the Sippin' Cow Café.

The business is open five days a week: 7 am to 4 pm Tues - Fri, 8 am to 3 pm Saturday, closed Sunday and Monday.



Lyndee and Adam Simoneaux at the Sippin' Cow

Economic Impact Of SBDC Services 2nd Quarter 2005

Business loans obtained by clients.	17
Value of loans obtained.	\$4,119,438
Client equity generated.	\$1,686,819
Jobs created	38
Jobs saved	42
Contract awards obtained by clients	206
Value of contract awards	\$8,001,457

Upcoming Events

Seminars and Workshops

Area offices offer seminars and training courses on numerous topics important to business owners.

Details and Registrations, [click here](#).

South Carolina Competitiveness Conference

This conference will aid you in evaluating your business strategy, marketing your products and services and in better preparing you to take advantage of opportunities to do business with government and private sector entities.

Details and Registration, [click here](#).

South Carolina Business One Stop—SCBOS

South Carolina entrepreneurs now have an option to running around town, or around the state, to get many of their registrations, licenses and permits processed. The new online service of SCBOS allows for electronic "one-stop-shopping" for South Carolina businesses (especially small business with fewer hours and less manpower to spare) to register and obtain permits and licenses, and pay various fees in one transaction. Tutorials are available online to help in navigating the system and identifying information needed to complete transactions.

Access the web site at <http://www.scbos.com>.

"SBDCs are a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities."

About us:

The University of South Carolina Small Business Development Center (SBDC) operates in conjunction with the Frank L. Roddey Small Business Development Center to aid in the growth of existing small business and start-up ventures. The goal is to meet small business needs for managerial and technical assistance at little or no cost to the existing business or entrepreneur. This goal is accomplished through one-to-one consulting services and technical assistance, continuing education programs, and resource referral. [Visit our website](#).

