



Southwest Idaho

Turning a dream in to owning a business, a reality

2018



Terri's Cafe

Terri Haeckl
Meridian, ID
Started: 2017

Terriscafeidaho.com

“If not for the expertise of my SBDC consultant and her willingness to work with me on the important aspects of purchasing a business, the purchase of the cafe would have never happened.”

Terri Haeckl worked as a server and manager at Steve's Café's in Montana for many years. When the manager role opened at their newest location in Meridian, Idaho, Terri relocated for the position. Soon after, the owner considered selling the Café, and approached Terri about purchasing the business. She decided to fulfill her dream of owning her own restaurant and began taking steps to purchase the café.

Terri worked with the Idaho SBDC to complete a valuation, negotiate the purchase of the business, create a business plan and develop financial projections, obtain financing, and engage the services of an attorney and a CPA. In December of 2017 Terri completed the purchase and started her new business, Terri's Café. Terri's is a Breakfast and Lunch Café serving made-from-scratch favorites like Huckleberry Stuffed French Toast, 7-days a week from 6:30 am to 2:30 pm.

Terri continues to work with the SBDC on financial management, operational performance, and marketing planning and sales growth. In the spring of 2018, Terri worked as part of the BSU Marketing Planning Applications Capstone Class working with student teams who created marketing plans for her business.



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