



# Healthy Small Businesses Build Strong, Vibrant Communities

alt.Consulting  
Pine Bluff: 870.535.0011  
Memphis: 901.312.9797  
www.altconsulting.org

### 1998 - 2008

In ten years, alt.Consulting has:

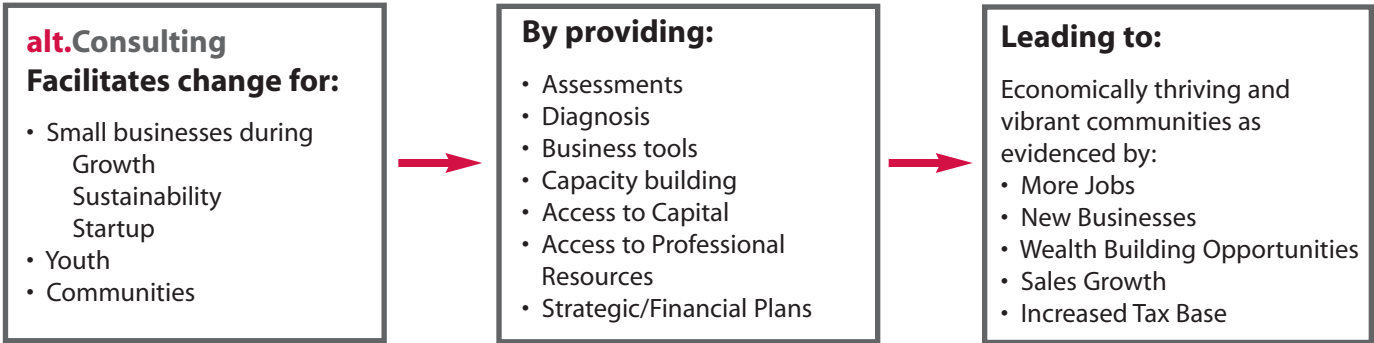
- Grown from 1 employee to 8 employees
- Served more than 60 counties in Arkansas, Mississippi, and Tennessee
- Assisted more than 1,700 businesses
- Created and/or sustained 4,000 jobs

### 2007 Output

- 183 businesses assisted
- \$600,000 in unsecured working capital loans to 35 small businesses
- First "Assistance Based Equity" investment completed
- alt.Youth launched with 3 teen starting micro businesses in the Delta

### 2007 Impact

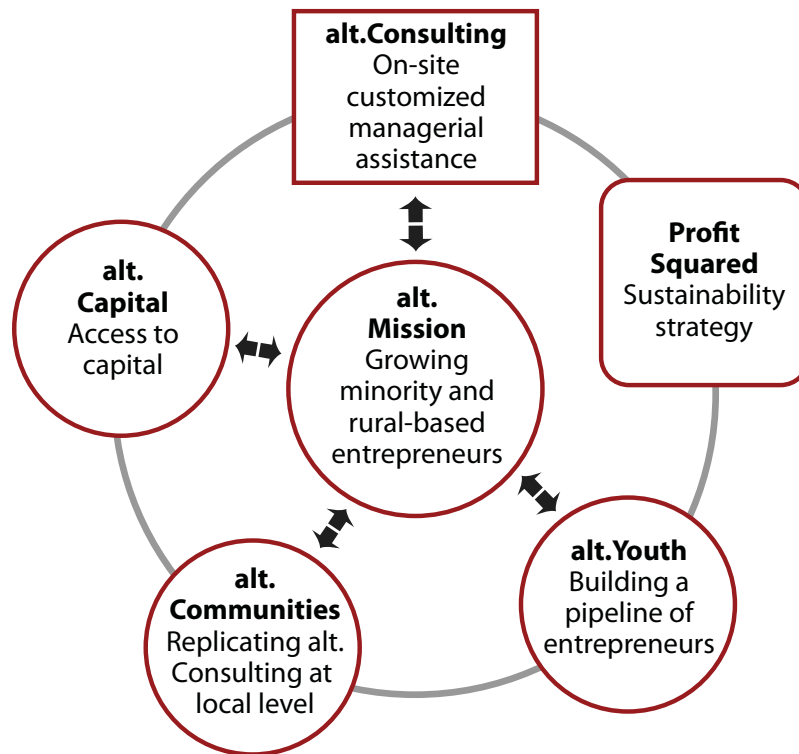
- 66 new jobs created
- 521 jobs sustained
- \$8.5 million in sales growth
- \$200,000 in additional sales tax
- Average sales growth of 14%
- 2 successful business turnarounds saved 48 jobs
- 25 startup businesses received assistance



10  
YEARS

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## Reaching the Promised Land

J & J Waste, Inc., is a residential waste management company started in 2003 as a part-time business in Memphis, TN by Ted and Jo Harris. In the fall of 2004, they incorporated the business and began to work full-time.

In 2005, knowing they needed new equipment to grow, J & J worked with alt.Consulting to implement strong financial systems, develop a business plan, and a loan package. With a loan from Southeast Community Capital, J & J purchased a new truck and doubled their sales.

When asked about their growth, Ted and Jo Carol Harris said: "alt.Consulting has given us leadership, organization and direction to help us set goals. We are on our way to the promised land."

