

Cass County Economic Development  
Corporation  
Phone: 218.947.7522



## Backwoods Furniture of Pillager March 24, 2014

Dear Cass County,

Backwoods Furniture's owner, Kyle Stanish, contacted us in 2013 for professional business counseling. He wanted to develop a new line of bedroom furniture. This would be a new style using a darker stain and finer edges. It is very different from the up north style they have been manufacturing at their factory located near Pillager.

We provided assistance in determining a cost of goods sold and a sales price for the new product. We worked with Kyle to develop a cash flow projection for the next two years including the new line.

Stanish began manufacturing the new bedroom pieces in January. The furniture is made from local wood, grown and sawed in Cass County.

"Thank you very much for the time and effort (the EDC) put forth in helping Backwoods Furniture complete a revised business plan," stated Stanish. The new line will be offered to his 65 wholesale customers.



*How does this fit our mission? As a Small Business Development Center Outreach Site, we provide counseling for existing business to make them stronger and to create new jobs in the future.*

These folks care about creating new jobs in Cass County...

Northern Sales and Manufacturing, LLC (Ice Castle, PR), Reed's Family Outdoors Outfitters, Neal and Julie Hofius and Bayside Cabins and Resort.


Thank you, new EDC members!

Do you know someone with a business needing to expand?

Tell them to contact the Cass County EDC.

**We Have the Tools to Help Them Grow.**

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