



Arkansas Small Business Development Center

University of Arkansas - Monticello
College of Technology
P.O. Box 747
McGehee, AR 71654-0747
(870) 222-4900

www.uamont.edu/McGehee/SBDC/SBDChome.ntm

The University of Arkansas - Monticello SBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration through a partnership with the University of Arkansas at Little Rock and the University of Arkansas at Monticello - College of Technology, McGehee. The University of Arkansas - Monticello is committed to the policy of providing equal opportunity for all persons and does not discriminate in employment, admissions, programs, or any other educational functions and services on the basis of sex, age, disability, race, national origin, color or religion.

Client Success Story

Arkansas Small Business Development Center University of Arkansas - Monticello



The Gift Shaker Karl and Shelley Clampit

As a child, Shelley Clampit would get so excited at the sight of a brightly wrapped gift that she couldn't wait to touch and shake it to guess what was inside. Her parents called her the little "gift shaker". The Gift Shaker, now a registered trademark, is owned by Karl and Shelley Clampit. Shelley operates the store which offers contemporary gifts and toys for all ages. Excitingly colorful, free gift wrap features a bow that jingles.

Customers in Monticello describe The Gift Shaker as happy and upbeat, even voting it "best gift shop" in a community newspaper poll. Since opening in June 2004, store growth had been financed in short term stages. At the recommendation of a local bank, Shelley contacted Kathryn Peacock, Center Director of the UAM College of Technology-McGehee Small Business Development Center, for planning assistance.

Peacock worked with the clients and their accountant to project future sales, inventory levels, and expense guidelines for effective cash management. Peacock then prepared an SBA 7(a) guaranty application for a loan to refinance with appropriate terms. They met with Dave Dickson of Union Bank in Monticello, who approved their loan and a seasonal line of credit for Christmas purchases. The project retains an excellent five member service team. Online selling is under construction at www.giftshaker.com.