

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

*"Transforming Mississippi One Small Business at a Time"*

**January 19, 2011**

As part of our commitment to provide you with information that may enhance the effectiveness of your important leadership efforts, we are pleased to deliver this report about our activities on behalf of Mississippi Small Business.

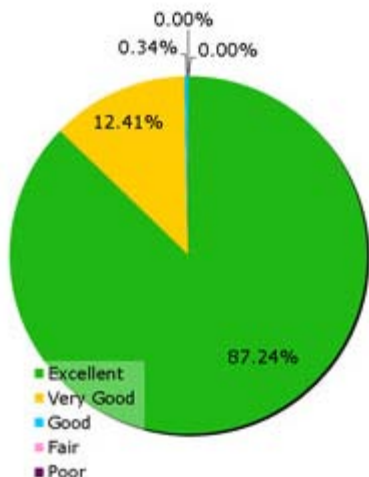
### MSBDC Economic Impact Involvement

Since October 1, 2010

|                      |     |
|----------------------|-----|
| Counseled Clients    | 617 |
| - Businesses Started | 46  |
| --- Jobs Created     | 193 |
| --- Jobs Retained    | 123 |
| - Loans Submitted    | 26  |
| --- Loans Obtained   | 33  |

**Total Capital Formation**  
**\$10,340,697**

### Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

### Small Business Spotlight

Blair's Fire and Water Clean Up Inc.



**Blair's Fire and Water Clean Up Inc.**

**601-954-8094**

**5631 Terry Road, Byram MS, 39212.**

James Bennett, counselor at the Hinds CC MSBDC was contacted by Mr. and Mrs. Blair to assist them in the beginning stages of starting their business, a water and fire damage cleaning service. Mr. Bennett worked with the Blairs in guiding them through the start-up process which included creating a business plan, financials and business structure.

Mr. Blair had the following to say about their experience with MSBDC services.

"James Bennett assisted us with financial projections and also helped us form our corporation. This information was invaluable in securing a loan for the business. I recommend that anyone desiring to start a business get help from the Hinds CC Small Business Center."

*- Christian Blair*

The MSBDC wishes Mr. and Mrs. Blair best of luck and

**Rating for the Year:  
Since October 1, 2010**

87.24% Excellent  
12.41% Very Good  
0.34% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **31 MSBDC Counseling Evaluation Forms with 26 comments by First Time Clients** after their initial counseling session.

**Mississippi Client  
Evaluation of  
Services**

To help the MSBDC improve our services and to better meet the needs of our clients, we ask them to complete the following questionnaire. These are the results of the questionnaires received between the dates of Jan 5-11.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

08 Yes

17 No

If yes, how long?

02 0 - 11.9 months

04 1 - 3 years

03 4 - 7 years

00 8 - 15 years

01 15+ years

Was your request for an appointment given prompt attention?

31 Yes

00 No

How long did you have to wait?

08 0 days

06 1 day

02 2 days

04 3 days

01 4 - 7 days

01 8+ days

looks forward to seeing Blair Fire and Water Clean Up Inc. succeed.

**Our Clients want our Stakeholders to know...**

*\*All comments are direct quotes from first time clients.*

**CLCC MSBDC**

Mr. Waller was very knowledgeable on the subjects we discussed, and definitely gave me sage advice towards starting my business.

--- *David Ray, Pike Co.*

I received lots of information and direction about financing options; I plan on utilizing SBDC services again.

--- *Kevin Boyd, Amite Co.*

**JCJC**

Counselor is very knowledge and I feel 100% more confidence in starting my own business after our meeting.

--- *Alex J. McGowan, Covington Co.*

**JSU**

I think after my 1st initial visit I have more of a understanding on the steps that I need to move forward in starting a successful business.

--- *Rodney Butler, Hinds Co.*

My visit was very helpful and the counselor was pleasant and professional.

--- *Larry W. White, Yazoo Co.*

Mr. Thomas was attentive and open-minded. He asked insightful questions and provided valuable feedback. He also offered ideas that I had not considered. The guidance was valuable and I intend to continue working with Mr. Thomas and JSU SBA. Wonderful Resource!

--- *Jhoanna Franklin, Madison Co.*

**MSU MSBDC**

Doc Braswell & Sonny Fisher were helpful in giving embellish all the tools in starting and running a business successful! We were given a Business Plan Worksheet which was great!

--- *Aimee Tramontana, Lauderdale Co.*

Doc did a fabulous job! Very educational.

--- *Summer Hines, Neshoba Co.*

Great " enjoyed meeting.

--- *LaJune Evans, Newton Co.*

Did your counselor give you specific recommendations?

31 Yes

00 No

Did your counselor have the skills needed to advise you or did the counselor make an appropriate referral?

31 Yes

00 No

Did the counselor give you enough time to express your business concerns?

31 Yes

00 No

Would you use the SBDC program again?

31 Yes

00 No

Would you recommend the SBDC services to others?

31 Yes

00 No

Please rate the business assistance services you received:

27 Excellent

04 Very Good

00 Good

00 Fair

00 Poor

[Find Training Events in your Area!](#)

[Find your local MSBDC counselor!](#)  
[International Trade Questions?](#)  
[Inventor Assistance Help](#)

**We would like to recognize our host institutions!**

[Copiah-Lincoln Community College](#)  
[East Central Community College](#)  
[Hinds Community College](#)  
[Jackson State University](#)  
[Jones County Junior College](#)  
[Mississippi State University](#)  
[The University of Mississippi](#)

Extremely knowledgeable and helpful. He helped quite a lot. Good program.

--- *Troy Coward, Kemper Co.*

#### UM MSBDC

I learned a lot of things in one on one class. So far, it makes me inspired to get started for all classes. I want to learn in business especially in loan. Mr. Rick Schneider do a good job for my 1st class and I learn a lot how to start in getting business idea, especially in salary business projections.

--- *Baby Josephine Granada, Desoto Co.*

I was very pleased with the instructions, and the information provided. He answered all questions and pointed me to the right direction on everything he didn't know.

--- *Keenan Purnell, Desoto Co.*

I have started several businesses over the last seven years, but I had never created a written business plan. With the help of MSBDC, I have started a plan and believe I can franchise my business and make it a long term success.

--- *Nathan Yow, Lafayette Co.*

It was very informative, and I look forward to growing a relationship with our counselor. I believe he has a lot to offer us and will help us achieve our goal.

--- *Ashley Lindsey, Lafayette Co.*

It was very helpful, ceded my expectations. Excited to get started and meet again.

--- *Ben Lindsey, Lafayette Co.*

The meeting with Mr. Carden was very informative. Manny issues were discussed, particularly legal structure that I found especially enlightening.

--- *MacKenzie, Milam, Lafayette Co.*

#### Gulf Coast MSBDC

The counselor, Mitch McDowell, was very knowledgeable. He answered all of my questions promptly and offered valuable recommendations.

--- *Katarina Ford, Harrison Co.*

This is a great use of tax payers dollars and will contribute greatly to the growth of the state.

--- *Delores W. Bounds, Harrison Co.*

Mitch informed on the options I had to get financed, gave me specific names of people to call to show me how to work Quickbooks, and thoroughly explained and showed me how to do a cash flow sheet.

The Mississippi Small Business Development Center Program (MSBDC) - headquartered at the University of Mississippi School of Business - provides free one-on-one, confidential counseling and training to Existing, Start-Up, and Pre-Venture small businesses. Extensive reports, comprehensive training resources, and valuable videos designed to help individuals pursue their entrepreneurial dreams are available to all Mississippians through the [MSBDC website](#).

Contact a local counselor or register for a workshop via the MSBDC website [www.mssbdc.org](http://www.mssbdc.org) or call our toll free number (MS only. Area codes 662 601 and 228) 1-800-725-7232.

Thank You.

--- *Jamie King, Jackson Co.*

Excellent people and very informative. They are thorough and to the point. I will frequent (visit) them more as time permits.

--- *Levonti Everett, Harrison Co.*

This was a amazing experience. Ms. Connie was friendly, thoughtful, a wealth of information. I will return often and bring anyone I think might be interested. I could not have gotten this information in this lovely manner in Chicago.

--- *Tommie E. Ray, Harrison Co.*

The counselor was very informative, knowledgeable, helpful, all the way around. They know where to go too, who to talk to, how to get started with the information needed to get started.

--- *Beverly Ray, Harrison Co.*

My experience was good, friendly service, answered my questions and for me a joy to talk with . Look forward to future business.

--- *Steve Hudson, Harrison Co.*

Mr. Martin was very informing as he is in the seminars. He answered every question of my concern in much detail and expertise. I appreciate Mr. Mitch experience and knowledge in helping me prepare for my business. He is a great counselor.

--- *Darrenda Plainer, Jackson Co.*

She did a very good job.

--- *Donnie Edwards, Harrison Co.*

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*Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
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