

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

February 2, 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.

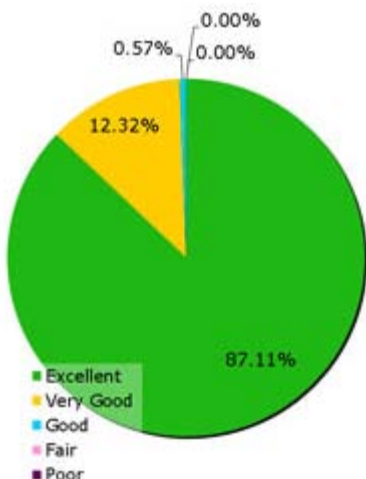
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	703
- Businesses Started	98
--- Jobs Created	200
--- Jobs Retained	212
- Loans Submitted	31
--- Loans Obtained	37

Total Capital Formation
\$18,875,547

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

Not Your Average Foods



Pictured: Dorothy Pittman (left, owner) Katie Drewry (right, counselor).

Not Your Average Foods

901-283-8290

[E-mail Not Your Average Foods](#)

Mrs. Pittman came to MSBDC with a wonderful family recipe for remoulade source and a desire to start her own business. It has been exciting to assist Mrs. Pittman as she and her daughter have worked together to make their vision a reality. What impressed me about this client is her tenacity. Mrs. Pittman has overcome many challenges in order to mass produce her recipe while still maintaining the quality of her remoulade. She has completed extensive training and certification processes in order to comply with all FDA regulations. Throughout the process, she has handled every obstacle with a positive attitude and a great sense of humor. As a result, the newly-formed company, Not Your Average Foods, has just filled its first order for 150 jars of Not Your Average Remoulade Sauce. Several grocery stores have expressed interest in retailing this product, and Mrs. Pittman and her daughter plan to add a jalapeno relish and a pimento cheese to

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

87.11% Excellent
12.32% Very Good
0.57% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **22 MSBDC Counseling Evaluation Forms with 19 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 19-25.

Questionnaire Summary

Were you in business when you came to the MSBDC?

05 Yes
13 No

If yes, how long?

01 0 - 11.9 months
02 1 - 3 years
01 4 - 7 years
00 8 - 15 years
03 15+ years

Was your request for an appointment given prompt attention?

22 Yes
00 No

How long did you have to wait?

03 0 days
02 1 day
02 2 days
02 3 days
05 4 - 7 days
00 8+ days

their brand line in the coming months. It will be very rewarding to see Not Your Average Foods in the grocery stores and to watch this new company grow in the future.

Article courtesy of Katie Drewry, counselor for UM MSBDC.

In addition, Mrs. Pittman made the following statement about her experience with MSBDC services.

"Katie Drewry has been exceptionally helpful."

- Mrs. Dorothy Pittman

The MSBDC wishes Mrs. Pittman best of luck and is proud to have been of assistance in the creation of Not Your Average Foods.

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

My experience with Mr. Westbrook was very eventful. He answered all of my questions and concerns in a timely manner and he also advised me on certain situations.

--- Velvet Spears, Leake Co.

He is very often and direct more than helpful and he is more than willing to help to inform. I would recommend him to everyone.

--- Gilmore Elly, Jasper Co.

I enjoyed meeting with Mr. Westbrook. He gave me some good information and helped out a lot.

--- Brandi Griffin, Scott Co.

I enjoyed the experience. The frankness and reality of the conversation was very much appreciated and is helping to make an informed decision.

--- Todd Thibeault, Scott Co.

Mr. Westbrook was very helpful in the info of a business plan. I will look forward to working with him in the future.

--- Tammy Jones, Newton Co.

This was a very valuable use of my time and I was helped in the marketing area that I really needed help in. Even though I have been in business 27 years I still need to learn. ECCC is a great asset to our community and Ron Westbrook is a great asset to ECCC.

--- Steve Wilkerson, Neshoba Co.

HCC

Wonderful experience. Great advice. Mr. Bennett has

Did your counselor give you specific recommendations?

22 Yes

00 No

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

22 Yes

00 No

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

22 Yes

00 No

Would you use the SBDC program again?

21 Yes

01 No

Would you recommend the SBDC services to others?

22 Yes

00 No

Please rate the business assistance services you received:

20 Excellent

02 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](#)

definitely been helpful. We look forward to more appointments & great advice. I feel like we are on the right path.

--- *Melanie M. Mann, Rankin Co.*

I learned a great deal about LLCs and S corporations, he gave us contacts to help us advertise our businesses more effectively. He will also be helping us revise our operating agreements. It was a great meeting and I look forward to the next meeting.

--- *Robert B. Mann, Rankin Co.*

Was informative and full of ways to get started in my business..

--- *Betty B. Smith, Simpson Co.*

He was outstanding and cannot thank Mr. Bennett Enough.

--- *Kristina Gamberini-Garland, Rankin Co.*

Mr. Bennett was very knowledgeable. He told me what I needed to do and how to do it. Great counselor!

--- *Walisha Brown, Madison Co.*

The Representative was very knowledgeable and offered a great deal of assistance and brought out points that we had not considered. Also help us improve on the information we already had.

--- *Felicia Scott, Madison Co.*

JSU

My visit was extremely beneficial. I left with a wealth of knowledge about starting a small business. Additionally, my counselor was polite and knowledgeable of many aspects of concern for starting my new business.

--- *Roshondra Sipp, Hinds Co.*

I was assisted well and received concise instructions on how to conduct my business plan process.

--- *Jacqueline Wells, Rankin Co.*

UM MSBDC

Mr. Carden has helped me in organizing and given order to my thinking process as it relates to getting in to a business of my own. I will definitely be back to see him in the future.

--- *Scott Willand, Lafayette Co.*

This was the answers to my prayers. My counselor told me the things I needed to hear. This was the best thing I could have done, was to speak to Mrs. Clayberne who in return turn me on to Mr. J. Carden.

--- *Eric Craine, Marshall Co.*

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 or call our toll free number (MS only. Area codes 662 601 and 228) 1-800-725-7232.

Thank You.

Gulf Coast MSBDC

It was very informative, the counselor Connie Whitt was very professional and provided excellent customer service.

--- *Michael T. Saunders, Harrison Co.*

This is a wonderful service for anyone opening a business. Thanks.

--- *Sheri Krause, Harrison Co.*

It was great. Very informative. Gave me a sense of direction.

--- *Deborah, Mingo Palmer, Lafayette Co.*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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