

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

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

**February 16, 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.

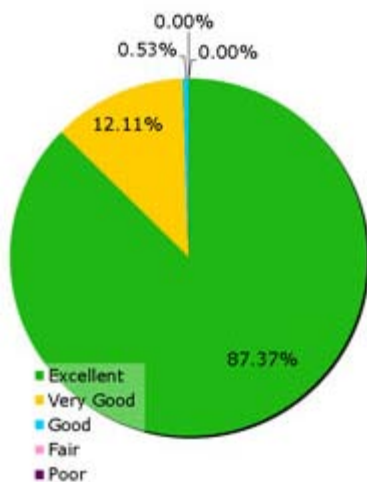
### MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	797
- Businesses Started	52
--- Jobs Created	204
--- Jobs Retained	217
- Loans Submitted	32
--- Loans Obtained	39

**Total Capital Formation**  
**\$19,007,047**

### Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

### Small Business Spotlight

U/B Tax Service



*Pictured: Hamp Beatty (left, counselor) Ethel May (right, owner).*

**U/B Tax Service**

**404 N. Church Ave.,**

**Louisville MS, 39339**

**(662) 771-9000**

Hamp Beatty, counselor/director at the MSU MSBDC assisted Ethel May in the startup of her own tax services business. Together they went over the first steps of business startup, financing information, and estimating cash flow. Ethel May has over 26 years of experience in tax preparation in addition to an excellent reputation in her area, making the future look bright for U/B Tax Service.

Ethel May made the following comments regarding her experience with MSBDC services.

"Mississippi Small Business Development Center of MSU campus - Starkville, MS, assisted me in applying for a small business loan for startup of my new business. Mr. Hamp Beatty was very helpful during this process and I gained much knowledge about the startup of a new

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

87.37% Excellent  
12.11% Very Good  
0.53

% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **23 MSBDC Counseling Evaluation Forms with 16 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 Feb 2-8.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

11 Yes  
09 No

If yes, how long?

03 0 - 11.9 months  
00 1 - 3 years  
03 4 - 7 years  
02 8 - 15 years  
04 15+ years

Was your request for an appointment given prompt attention?

23 Yes  
00 No

How long did you have to wait?

09 0 days  
03 1 day  
01 2 days  
01 3 days  
06 4 - 7 days

business."

- *Ethel May*

The MSBDC wishes Ethel May, owner of U/B Tax Service much success, and will be there for any future assistance.

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

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

**CLCC MSBDC**

Mr. Waller was extremely knowledgeable and helpful. I feel that I have a much better understanding of opening a business. He gave me a lot of information to weigh out the pros and cons.

--- *Regina Walker, Copiah Co.*

**JCJC**

It was a great experience. Mr. Suddith really helped me out. I understand how to start a business and run a business more creatively.

--- *Curtis Hatten, Covington Co.*

**JSU**

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

--- *Jacqueline Wells, Rankin Co.*

The time I arrived on the premises I got professional service and adequate time to express my goals.

--- *John W. McCoy, Hinds Co.*

Excellent, I was given excellent guidance and a course of action to accomplish my business objectives.

--- *Jim Griffith, Hinds Co.*

**UM MSBDC**

Put me on what I need to do get start on business plan.

--- *Barnell Maxwell, Washington Co.*

Mr. Carden is a very knowledgeable resource to have when learning how to successfully put together a business. He spent the morning discussing my specific business and helped provide specific directions to work on before our next meeting. This is a great service and I am eager to see Mr. Carden again.

00 8+ days

Did your counselor give you specific recommendations?

23 Yes

00 No

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

23 Yes

00 No

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

23 Yes

00 No

Would you use the SBDC program again?

23 Yes

00 No

Would you recommend the SBDC services to others?

23 Yes

00 No

Please rate the business assistance services you received:

21 Excellent

01 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](#)

--- *Danielle Maack, Lafayette Co.*

I learn a lot about establishing a business and how a business structure ran. The different opportunities /advancement within a business.

--- *Angelic Flowers Maxwell, Washington Co.*

#### **Gulf Coast MSBDC**

The advice I received was simple and to the point "it will save me many hours especially when writing the business plan. The counselor was courteous and very knowledgeable

--- *Edgardo A. Rabel, Harrison Co.*

As a small business owner that is just beginning, I was not certain that I was/am getting into. Mitch was thorough and efficient in guiding my business into a "workable" direction. Having this information made me truly evaluate my resources, and I am grateful for this service.

--- *Emily Dickens, Stone Co.*

Very helpful and appreciate Connie and Mitch's help.

--- *Jacqueline Moore, Harrison Co.*

They were a great resource for me. I'm very happy to have this service.

--- *Sabrina Henriques.*

Great information to assist in obtaining business license, tax ID, and Secretary of state info.

--- *Ricardo G. Rosonet, Jr., Harrison Co.*

I was given a lot of specific information on starting my business and making business contacts in my community.

--- *David Baldenecker, Harrison Co.*

The counselor was most helpful, encourageing and eager to assist me with getting my business operating smoothly in Mississippi.

--- *Michael Sullivan, Lafayette Co.*

Mr. McDowell & Ms. Whitt were extremely helpful! I (my business partner and I) are very grateful for the assistance and looking forward to future counseling.

Thanks!

--- *Dianne Taylor, Jackson Co.*

*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.*

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.



Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
P.O. Box 1848  
122 Jeanette Phillips Drive  
University, MS 38677

Our telephone:  
(662) 915-5001

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