

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

March 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.

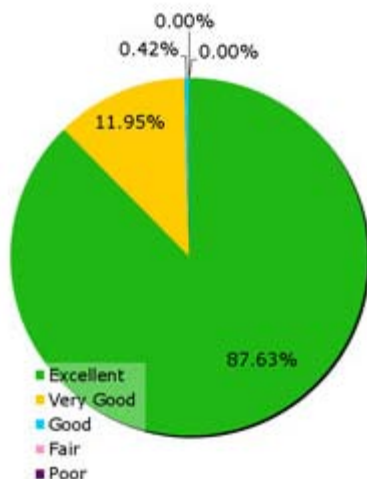
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	955
- Businesses Started	56
--- Jobs Created	228
--- Jobs Retained	242
- Loans Submitted	36
--- Loans Obtained	43

Total Capital Formation
\$19,508,047

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

C & S Cleaning Service



Pictured: Chalonda Reed (left, owner) Rick Schneider (right, counselor)

C & S Cleaning Service

(901) 283-8290

[E-mail C&S Cleaning Service](#)

Through a small business initiative program, counselors at Mississippi Small Business Development Center in conjunction with those at the WIN Job center, were able to assist and facilitate helping Ms. Reed obtain both counseling and funding to see her dream business become a reality.

Owner, Chalonda Reed related the following story about her business start-up and experience with MSBDC services.

"For 20 years I have worked for other people cleaning offices, buildings and homes. I love doing the work," said Chalonda Reed, the owner of a very new C & S Cleaning Services, LLC, in DeSoto County. "While I would clean I would dream about having my own business and working for myself."

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

87.63% Excellent
11.95% Very Good
0.42% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **24 MSBDC Counseling Evaluation Forms with 22 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 March 2 - 8.

Questionnaire Summary

Were you in business when you came to the MSBDC?

06 Yes
18 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

22 Yes
00 No

How long did you have to wait?

11 0 days
04 1 day
02 2 days
01 3 days
03 4 - 7 days
00 8+ days

"Everyone at the small business center was so helpful. They walked me through how to start a business and the things I should do to be sure I got it right. I was so excited I would go home from a meeting and get on the telephone or computer and do the things I had learned about in the meeting. The first day I went right home and applied for an employee identification number. Two days later I filed for an LLC. I wasn't even sure I could do that before I had the business started. I called my counselor, Rick Schneider, and he told me I sure could. He was excited for me and told me I was racing along. Each day I would be sure I completed something from the check list I had been given in the First Steps seminar. I did things like go to the equipment supply companies and get prices and compare products."

"I would call," Ms. Reed continued, "and say, 'am I doing right?'" "The answer was always encouraging. If I got a little ahead it was never slow down, but instead, 'you might want to think about this before you do that.'"

Reed continued, "When the funding was official and Mr. Schneider brought me a sign for my truck I just started crying. I just couldn't believe it had happened. I told him 'now you have to help me find some business.'"

MSBDC looks forward to seeing Ms. Reed's business continue to grow and succeed. Should any future assistance be needed, MSBDC will fulfill its role as a long term partner of small business.

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

I'm not a college graduate and need assistance in starting a business. Mr. Waller has been very helpful in giving me information to get me started. This is a great program to have and to use in our Community Colleges.

--- Donna D. Wallace, Lincoln Co.

Mr. Westbrook did a great job and was very informative.

--- Donna Boyanton, Jasper Co.

ECCC MSBDC

Mr. Westbrook and the staff were very professional, - pleasant and genuinely interested in helping me with my dream of owning my own business. He provided sage advice and appropriate direction. I look forward to a positive and successful working relationship and a well thought out small business venture.

--- Luddie M. Chapman, Scott Co.

Did your counselor give you specific recommendations?

24 Yes

00 No

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

24 Yes

00 No

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

24 Yes

00 No

Would you use the SBDC program again?

24 Yes

00 No

Would you recommend the SBDC services to others?

24 Yes

00 No

Please rate the business assistance services you received:

22 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](#)

My experience today was very positive. Mr. Westbrook explained and answered everything that we needed. I would recommend this for anyone looking to make their business better..

--- *Brenda Trim, Leake Co.*

HCC MSBDC

Today meeting with Mr. James Bennett gave me much knowledge in writing my business plan. Mr. Bennett is very knowledgeable about writing Business Plan with emphasis on finances. It is my goal to continue to work with Mr. Bennett to gain the most knowledge for my business plan.

--- *Melissa White, Hinds Co. .*

My experience today with SBD Center at Hinds was outstanding. I will certainly use them again.

--- *John Anderson, Rankin Co.*

Very pleased with service from Mr. Harper.

--- *Martinez Lyles, Hinds Co.*

Mr. James Bennett was a great help to me. He helped me very much so. His attitude was so great. I would definitely recommend anyone who is in the market for a business to go and give him a visit. They would not be disappointed.

--- *Gregory Edmond, Warren Co.*

Mr. Bennett was very helpful and knowledgeable in assisting me in putting together my business plan.

--- *Tony Engels, Hinds Co.*

Mr. Bennett was very professional. He provided very good information for me to get started. I am looking forward to working with him further on my endeavors.

--- *Farmika Gilmore, Copiah Co.*

JCJC MSBDC

It's was great and very help.

--- *Roy Conner, Jones Co. .*

Was mind-opening, I should have first considered all right movements in business.

--- *Christopher B. Mason, Forrest Co.*

JSU

It was an abundant amount of information given to me. It was just what I have been looking for. I appreciate the opportunity given to me by SBDC; to gain knowledge in my business area. Thank you for providing me with this service.

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.

--- *Romond Smith, Madison Co.*

MSU

I am very excited and ready to move forward with my business after my appointment with the counselor.

--- *Contina McDonald, Lauderdale Co.*

"Doc" Braswell is an incredible resource and decided asset to MSBDC.

--- *St. Lawrence, Lauderdale Co.*

Today Mr. Braswell helped greatly in the aspect of assisting us in a business venture.

--- *Daniel Starks, Lauderdale Co.*

Was very educational. Friendly.

--- *Titania "Nikki" Page, Hinds Co.*

UM MSBDC

The course provided me with the necessary materials inâ€¦ phone numbers, addresses, etcâ€¦ for important financial and tax info. Needed when starting a business which was a big help.

--- *Grey W. Segroves, Lafayette Co.*

Gulf Coast MSBDC

My experience with SBDC was great they pointed me in the right direction they also explained and sorted out all of my concerns. Thank you very much!

--- *Alexandria Bannister, Harrison Co.*

I had a wonder, knowledgeable, and educational experience with Ms. Connie Whitt. As she took the time to carefully explain and counsel me. I feel very comfortable with this assistance.

--- *Harrison E. Hall, Harrison Co.*

Very friendly staff. Much information that I did not know.

--- *Jim Meints, Harrison Co.*

Good. I got more information than I learn was about how to open this level of business. From work or business project thru cashflow.

--- *Heavenlia Antonio, Harrison Co. .*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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