

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

April 6, 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.

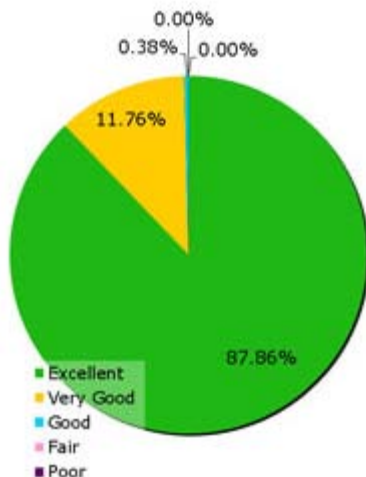
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1053
- Businesses Started	70
--- Jobs Created	265
--- Jobs Retained	261
- Loans Submitted	45
--- Loans Obtained	53

Total Capital Formation
\$21,379,985

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

The UPS Store



*Pictured: Doc Braswell (left, counselor) Justin Anders (center, owner)
Sonny Fisher (right, counselor)*

The UPS Store

Owner: Justin Anders

4820A Poplar Springs Drive, Meridian, MS 39305

(601) 453-5291

Counselors Doc Braswell and Sonny Fisher at the MSU MSBDC assisted Justin Anders in the opening of a "The UPS Store" franchise. Below Mr. Anders relates his experience with MSBDC services over the past two years leading up to the opening of his business.

"Doc Braswell and the MSBDC have been a tremendous help to me and the starting of my small business. About two years ago, I went to meet with Doc Braswell to talk to him about an idea for a business, which was a "The UPS Store" franchise. Before talking to Doc Braswell, I really had no idea about the inner workings of running a small business and what it took to be successful. When I met with Doc, we talked about the start-up capital I needed. Cash flow, taxes, employees, return on investment and everything it takes to operate a small

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

87.86% Excellent
11.76% Very Good
0.38% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **20 MSBDC Counseling Evaluation Forms with 13 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 23-29.

Questionnaire Summary

Were you in business when you came to the MSBDC?

04 Yes

14 No

If yes, how long?

01 0 - 11.9 months

01 1 - 3 years

01 4 - 7 years

02 8 - 15 years

00 15+ years

Was your request for an appointment given prompt attention?

19 Yes

00 No

How long did you have to wait?

06 0 days

01 1 day

02 2 days

01 3 days

01 4 - 7 days

01 8+ days

business. I cannot thank Doc Braswell enough for this advice and honesty while talking to me. If it had not been for Doc and the MSBDC, I really don't think I would be anywhere nearly as successful as I have been in my first sixteen months. I believe it should be mandatory for anyone thinking about opening a small business to meet with the MSBDC. I have, and will continue to highly recommend the MSBDC. More importantly, I'll recommend Doc Braswell and Sonny Fisher to anyone who asks me about starting a business. Sincerely, Justin Anders"

MSBDC wishes Justin Anders continued success and will be there if future assistance is required. Best of luck!

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

I enjoyed talking with Mr. Waller. He is very knowledgeable about information and starting a new business. He was very helpful, gave me multiple avenues to proceed with my business.

--- Shirley Tillman, Adams Co.

ECCC MSBDC

It was good. I was really pleased with the advice I was given.

--- Cecil J. Winstead, Winston Co.

It was a excellent and much needed experience. Mr. Westbrook is very professional and helpful. I learned a lot that's going to help me in my business.

--- Jeremy Hughes, Winston Co.

HCC

That Mr. Bennett was very help and gave me sound advice for all my need, and I will refer this program to other as well use it again in the future.

--- Anthony L. Woodard, Madison Co.

I gained a lot of knowledge about what it's going to take to start my business. Mr. Bennett did an outstanding job of helping me get on the right track. I'll come back here again when it is time to open my restaurant.

--- Melvin Wilson, Rankin Co.

This experience was very helpful.

--- Dusty Dear, Hinds Co.

Very good advice.

Did your counselor give you specific recommendations?

19 Yes

00 No

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

19 Yes

00 No

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

19 Yes

00 No

Would you use the SBDC program again?

19 Yes

00 No

Would you recommend the SBDC services to others?

19 Yes

00 No

Please rate the business assistance services you received:

18 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](#)
[The University of Mississippi](#)

--- *Robert E. Boykin, Rankin Co.*

JSU

My visit was encouraging. They let me know they can help.

--- *Kenneth Wilson, Hinds Co.*

It was a pleasure. And it's the beginning of a new start. Thanks.

--- *Sharika Fleming, Hinds Co.*

My counselor, Sydney Brown, was very helpful. I am so thankful for this wonderful resource!

--- *Tracey RS Evans, Madison Co.*

Experience very informative.

--- *Tricia Conner, Rankin Co.*

MSU

The experience was very helpful.

--- *Latoya Windom, Oktibbeha Co.*

My experience today was excellent. Hamp Beatty was overwhelmingly friendly and helpful and very knowledgeable with my questions about starting up a small business. I will definitely be back for more counseling as I move forward.

--- *Erin Ray, Oktibbeha Co.*

UM MSBDC

Great.

--- *Elizabeth L. Boyd, Grenada Co.*

Was AOK.

--- *K.D. Boyd, Grenada Co.*

Gulf Coast MSBDC

The counselor was very thorough with assisting us in a professional manner. He has enlightened us in a positive way and we were very pleased with this services he offered.

--- *Janice Baggett, Jackson Co.*

Great experience.

--- *Curtis Hatter, Harrison Co.*

Ms. Connie was very nice and helpful she made time for me on short notice and gave me lots of good information.

--- *Lisa Smith, Harrison Co.*

Funded in part through a cooperative agreement with the

The Mississippi Small Business Development Center Program (MSBDC) 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.

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.



Mississippi Small Business Development Center's Weekly Stakeholder Update

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