

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

April 20, 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.

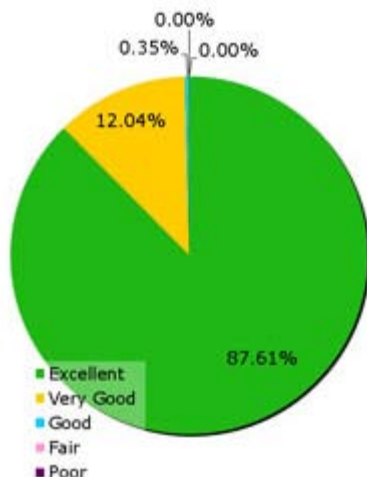
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1147
- Businesses Started	77
--- Jobs Created	286
--- Jobs Retained	278
- Loans Submitted	50
--- Loans Obtained	60

Total Capital Formation
\$23,102,385

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

Fulmer's General Store



Fulmer's General Store

Owner: Jeanette Fulmer

510 A Wingate Road, Beaumont MS 39476

(601) 964-8220

Twenty two years ago the Fulmer Family began the annual Mississippi Pecan Festival. This event, held the last week of September is now one of the fastest growing festivals in the South, drawing over 23,000 people for a three day event. The theme of the festival has been to bring people of all ages together to celebrate our traditions, preserve our culture, and learn about our heritage. Their passion for farm life has led them to share their farmstead with the public year round. It is a living history of life experiences, also including educational workshops for children and school classes.

During the festival many people asked if they could buy the items available at three day event during the rest of the year. This led Jeanette Fulmer and her son Carey, to visit the Mississippi Small Business Development Center at Jones County Junior College to determine if opening a full time, year round general store was feasible. Pro forma

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

87.61% Excellent
12.04% Very Good
0.35% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **36 MSBDC Counseling Evaluation Forms with 30 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 April 6-12.

Questionnaire Summary

Were you in business when you came to the MSBDC?

09 Yes
26 No

If yes, how long?

02 0 - 11.9 months
04 1 - 3 years
00 4 - 7 years
02 8 - 15 years
01 15+ years

Was your request for an appointment given prompt attention?

36 Yes
00 No

How long did you have to wait?

11 0 days
07 1 day
03 2 days
01 3 days
05 4 - 7 days
00 8+ days

report benchmarking was used to determine if their ideas and predictions would produce a positive cash flow, and they did. The MSBDC then assisted the Fulmer family in preparing reports for their lender and guided them through the process.

Now the store is in operation, offering year round the products featured during the festival. This includes a deli, bakery and general store items including spices. Different types of wheat, gluten free products, locally produced pasteurized milk, and seeds are also sold at the store along with many traditional items such as walking canes, baskets, straw hats, and horse tack. They are distributors of Pioneer Equipment, featuring a variety of horse drawn wagons, plows, cultivators, and more. This equipment, as well as the horse tack are all Amish products not normally found in this region of the country. During a recent visit the Fulmers shared that business had exceeded their initial expectations. We look forward to Fulmer's General Store becoming a great promoter of traditional farming skills and lifestyles, in the Pine Belt, for a long time to come.

Owner, Jeanette Fulmer added the following remark regarding her experience with MSBDC services.

"The help with the loan process was great. Not only did it prepare us for the banks questions, it also educated us to the needs we would have in the future of our business. Gary made us aware of a lot of pitfalls along the way, and was a source of encouragement."

- Jeanette Fulmer

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

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

CLCC MSBDC

Very professional, very informative, was able to answer "all" my questions.

--- Mechelle Hines, Jefferson Co.

ECCC MSBDC

Great meeting. Looking forward to the next one. It was a positive experience for me and my future.

--- Shawn , Neshoba Co.

HCC MSBDC

Mr. Bennett's knowledge and experience was very valuable and greatly assisted us in understanding the process we need to follow with our business issues.

Did your counselor give you specific recommendations?

35 Yes

00 No

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

35 Yes

01 No

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

36 Yes

00 No

Would you use the SBDC program again?

36 Yes

00 No

Would you recommend the SBDC services to others?

36 Yes

00 No

Please rate the business assistance services you received:

30 Excellent

06 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](#)

--- Donald K & Mary Lynn McArthur, Hinds Co.

JCJC MSBDC

Mr. Suddith was real good explaining everything to me.

--- Evelyn J. Waller, Jefferson Davis Co.

Mr. Suddith was extremely helpful and informative. He helped alleviate many of my concerns and I really enjoyed my visits with him. He is extremely nice and very easy to talk to..

--- Cindy Mosley, Wayne Co.

I was very pleased at the assistance I received and knowledge of business planning and procedures to go through in order to obtain my dream.

--- Dee Ethridge, Smith Co.

My experience was very good, the counselor was very experienced , and made every detail understandable.

--- William C. Davis, Marion Co.

JSU MSBDC

I was given the opportunity to express all of my business concerns, and provided with the necessary information I needed to know in order to satisfy these concerns. I am very pleased with the services.

--- Arthur B. Jefferson, Hinds Co.

I was very helpful. We learned a whole lot.

--- Trelva Harvey, Lincoln Co.

Today I received consultation from Mr. Sydney Brown. Mr. Brown was very patient, informative and professional. I was very happy with my visit and would recommend this service to others seeking to start a business.

--- Jackqulin Buchannan, Hinds Co.

It was great, counselor inform me on what avenues to take to obtain business legal aspect.

--- Marvin Berry, Hinds Co.

MSU MSBDC

Excellent service.

--- Kevin Caldwell, Lauderdale Co.

Very good.

--- Howard Koehn, Kemper Co.

UM SBDC

Mr. Schneider was very easy for me to talk to. I enjoyed the time , as I was really "not wanting to do this" kinda feeling.

--- Sue Anne M. Winters, Desoto Co.

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.

It was very informative. I left with a better knowledge about what I needed in the business.

--- Darla Jones, Humphreys Co.

It was very helpful.

--- Travis Jones, Humphrey Co.

Very educational experience. Left with a lot of knowledge and questions answered. Will refer to others and come back for more info.

---Jennifer Clancy, Lafayette Co.

Taxes & LLC help.

--- Johnson Grey, Lafayette Co.

Had a great experience.

--- Lakendrick Clancy, Lafayette Co.

The representative was very knowledgeable about my concerns, answered all questions and made me feel free to contact them further if I have any other concerns.

--- Alfred Morgan, Tate Co.

Seeking advice on starting a business useful information was given and was put to use with concerns I had about items.

--- Amye Durham,

This is a great, invaluable resource for individuals interested in starting his/her own business.

--- Daryl Finley, Alcorn Co.

Great!

--- Chris Curtis, Alcorn Co.

I was very interested in some details of getting a business started. Exampleâ€¦ contractors business insurance, etc. ...

--- Richard B. Burks, Washington Co.

Mr. Schneider was very cooperative and informed me of all the information I need to get started.

--- Likita Johnson, Desoto Co.

Gulf Coast MSBDC

This was a very good experience for me. I should have come a long time ago. The staff is very knowledgeable about business. I will recommend this service to others. I definitely will be back.

--- Michael Davis, Harrison Co.

Very experienced, well-spoken counselor. (Mitch McDowell)

--- Earl Ray Parrish, Jackson Co.

Mr. McDowell was very helpful and knowledgeable in directing me through the beginning phase of my business

plan and helping me identify the personnel that can help me along the road. I am very happy to have found these services.

--- *Landon Jordan.*

Very helpful information was provided and I feel much better about the state of my business after discussing it with Mr. McDowell.

--- *Thomas Hays, Harrison Co.*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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