

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

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

**May 18, 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.

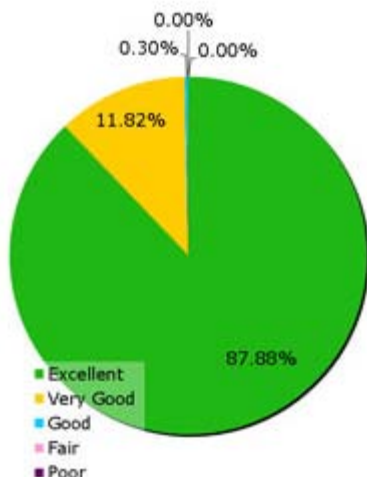
### MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1266
- Businesses Started	82
--- Jobs Created	296
--- Jobs Retained	320
- Loans Submitted	55
--- Loans Obtained	65

**Total Capital Formation**  
**\$24,559,385**

### Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

### Small Business Spotlight

1221 Grant Services LLC



*Pictured: Stephen Whitt (left, counselor) Sabrina Henriques (center, owner) Mitch McDowell (right, counselor).*

**1221 Grant Services LLC**

**Owner: Sabrina Henriques**

**1636 Popps Ferry Rd., Ste. 116, Biloxi, MS 39350**

**(228) 233-6222**

[www.1221grantservices.org](http://www.1221grantservices.org)

Counselors Mitch McDowell and Stephen Whitt assisted small business owner, Sabrina Henriques in finding a better location for her developing business. The consultation process also covered general marketing activities such as product pricing and representation. Below, Sabrina shares her experience with the Gulf Coast MSBDC.

"I visited the Gulf Coast MSBDC shortly after starting my business - 1221 Grant Services LLC. I needed help marketing my business and also wanted to move my business from my house to a reasonably priced commercial location. My business counselors, Mitch McDowell and Stephen Whitt, recommended the perfect

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

87.88% Excellent  
11.82% Very Good  
0.30% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **15 MSBDC Counseling Evaluation Forms with 12 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 May 4-10.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

04 Yes  
12 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

13 Yes  
00 No

How long did you have to wait?

07 0 days  
02 1 day  
01 2 days  
00 3 days  
02 4 - 7 days  
00 8+ days

location for my new business - The Innovation Center in Biloxi, MS. My new office at The Innovation Center, a small business incubator, has provided my business with low operating expense, while at the same time increasing my visibility in the community to promote my business.

My counselors have also made available numerous networking opportunities for my business and helpful suggestions on how to present and price the various services that I offer. I am very appreciative of the services and interest that the Gulf Coast MSBDC has given my business."

--- Sabrina Henriques

MSBDC wishes Sabrina Henriques best of luck and looks forward to seeing 1221 Grant Services LLC continue to prosper.

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

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

**HCC MSBDC**

Good information.

--- Thomas E. Willard, Rankin Co.

Mr. Bennett was really helpful.

--- Tom Moran, Hinds Co.

I visited with Mr. James Bennett and he was very helpful in assisting with me starting my business. Thank you so much!!!

--- Michael Mettze, Rankin Co.

**JSU MSBDC**

Informative, professional, excellent experience.

--- Sheryl Malone, Rankin Co.

My experience was great. I was informed by my counselor about my request at hand.

--- Marc, Rankin Co.

My experience was above excellent. Mr. Brown provided me with great information. Thanks!!!

--- Sagittarius Corley, Pike Co.

I had a great experience. Counselor gave good advice/recommendations and referrals. Will continue to

Did your counselor give you specific recommendations?  
☒ 15 Yes  
☐ 00 No

Did your counselor have the skills needed to advise you or did the counselor make an appropriate referral?  
☒ 15 Yes  
☐ 00 No

Did the counselor give you enough time to express your business concerns?  
☒ 15 Yes  
☐ 00 No

Would you use the SBDC program again?  
☒ 15 Yes  
☐ 00 No

Would you recommend the SBDC services to others?  
☒ 15 Yes  
☐ 00 No

Please rate the business assistance services you received:  
☒ 13 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](#)

use the service of SBA and Sydney Brown.

--- *James Gee.*

I was very pleased with the information SBDC pride, for my business. It was very helpful and informative.

--- *Sheryl Malone, Rankin Co.*

The counselor was very professional and knowledgeable. I received a lot of good information.

--- *Phillina Lofton, Copiah Co.*

"Doc" Braswell is knowledgeable. He understood my concerns and pointed me in the right direction. He is the best of the best, supportive and aware of the needs of the industry.

--- *Barbara Joseph, Lauderdale Co.*

IT was good. Feel good to know that I have a chance at something. I've been waiting for a long time.

--- *Cedric Henry.*

#### **MSU MSBDC**

It was wonderful. I learned so much. He answered a lot of questions and concerns I had.

--- *BJ McCarter, Clay.*

#### **UM SBDC**

The session was very helpful and informative.

--- *Adam O. Hawkins, Lafayette Co.*

#### **Gulf Coast SBDC**

It was a great meeting. My counselor took time to listen to my business concerns and suggested specific solutions. I look forward to attending workshops.

--- *Ellaine Carr Harrison 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.*

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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](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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