

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

June 1, 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.

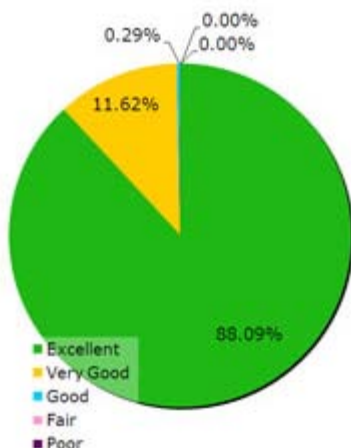
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1316
- Businesses Started	87
--- Jobs Created	330
--- Jobs Retained	329
- Loans Submitted	57
--- Loans Obtained	67

Total Capital Formation
\$25,018,885

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

Long Branch Company, Inc.



Pictured: Hamp Beatty (left, Counselor), Edward F. Todd Jr. (right, Owner)

Long Branch Company, Inc.

Owner: Edward F. Todd, Jr.

1014 Industrial Access Rd., West Point, MS 39773

(662) 295-2420

www.lbcfabrication.com

Long Branch Company Inc. is a steel producing facility capable of an output of 150 tons of fabricated steel per month, for both medium and light weight steel components.

As listed on their website some of their principle operations include fabricated structural steel, duct work, sheet metal components, and more. Hamp Beatty, Director at the MSU MSBDC assisted owner

Edward F. Todd Jr., with steps to improve the day-to-day operations of his business. Following are the comments Mr. Todd expressed about his experience with MSBDC services.

"With the economic downturn the last several years, the financial concerns of a small business are difficult and

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

88.09% Excellent
11.62% Very Good
0.29% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **21 MSBDC Counseling Evaluation Forms with 17 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 18-24.

Questionnaire Summary

Were you in business when you came to the MSBDC?

06 Yes
13 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

21 Yes
00 No

How long did you have to wait?

05 0 days
08 1 day
04 2 days
01 3 days
00 4 - 7 days
00 8+ days

challenging to manage, even after more than 30 years in business. To meet these concerns, it was suggested I contact Hamp Beatty, MSU-MSBDC Director. Mr. Beatty's understanding of the complexities of the financial works of my business was instrumental in directing me to apply for an SBA working capital loan. The MSBDC program and Mr. Beatty's sponsorship resulted in Long Branch receiving a loan that stabilized our day-to-day operations.

The services provided by MSBDC to comprehend and assess the viability of a company's needs are invaluable to our economic development by strengthening small businesses and growing its workforce."

--- Edward F. Todd, Jr.

MSBDC wishes Mr. Todd continued success and will continue to stand by if future assistance is needed.

Our Clients want our Stakeholders to know...

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

HCC MSBDC

With the tools provided, we are excited about taking the next steps in our venture. Mr. Bennett gave us an action plan that included concrete steps to progress. We look forward to more in-depth help in the next appointment.

--- Latisha Sallender, Hinds Co.

We received a list of items to consider before going forward in any plans. We pared down or dream to something feasible and doable. I am encouraged to know that I have a starting point with possible results.

--- Faye Powell, Rankin Co.

This has been a relaxing and apprehensible experience. The counselor was well read in business development.

--- Mari Parr, Madison Co.

Mr. Harper was very helpful in giving me the proper steps to start my process in starting my business. He provided me with all the necessary tools to get started. I look forward to working with him.

--- Jennifer Penely, Warren Co.

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

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

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

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

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

Please rate the business assistance services you received:
☒ 20 Excellent
☐ 00 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](#)

forward to more in-depth help in the next appointment.

--- *Latisha Sallender, Hinds Co.*

Mr. Harper was wonderful and he very knowledgeable. He's very easy to understand and went step by step with us.

--- *Tammy Tilloston, Warren Co.*

JSU MSBDC

Very good experience. Knowledgeable counselor. We'll recommend to others.

--- --- *Emily A. Bishop, Rankin Co.*

Mr. Brown gave fundamental key in starting a successful business.

--- *Marrissa Sims, Hinds Co.*

It was very informative.

--- *Joshua McGee, Hinds Co.*

I feel that this is a great program to help businesses.

--- *Timothy Toombs, Rankin Co.*

Mr. Thomas being very knowledgeable in the area that I need for business start up and other areas of concern.

--- *Rex Thompson, Madison Co.*

UM SBDC

I enjoyed the meeting. It brought to light some very good thoughts and opportunities. The meeting was at last what I was looking for, a direction to go.

--- *Darrel Hoss, Desoto Co.*

This was a very helpful experience, I feel very positive about my small business plan.

--- *Joey McBride, Desoto Co.*

I was impressed. I am so thankful that you have made these services available. It has helped me to understand and direct our business goals to begin again today.

--- *Tiffany Hoss, Desoto Co.*

I had a great experience with Katie. She was very helpful in answering our questions and assisting us. She was knowledgeable and very professional.

--- *Regina Cummings, Tishomingo Co.*

Gulf Coast SBDC

Connie was excellent and with helping me and I learned a lot from here, and will let other people know about this.

--- *John Fenwick, Harrison 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.

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.



Mississippi Small Business Development Center's Weekly Stakeholder Update

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