

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

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

**June 15, 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.

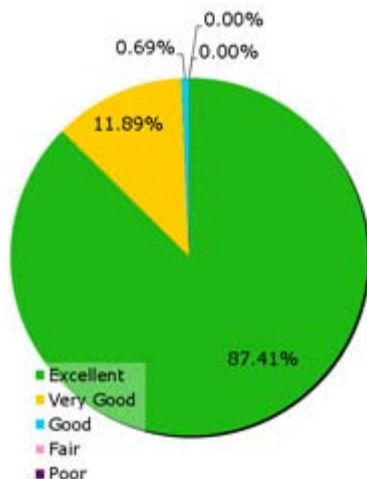
### MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1384
- Businesses Started	97
--- Jobs Created	350
--- Jobs Retained	332
- Loans Submitted	59
--- Loans Obtained	69

**Total Capital Formation**  
**\$25,996,530**

### Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

### Small Business Spotlight

Shawn's Petit Bois Liquors



*Pictured: Mitch McDowell (left, counselor) Shawn Guider (right, owner)*

#### Shawn's Petit Bois Liquors

**Owner: Shawn Guider**

**240 Eisenhower Dr., Biloxi, MS 39531**

**(228) 207-4000**

Shawn's Petite Bois Liquors closed its doors in August 2005, following 13 years of continuous service, after it was hit by a tornado spawned by Hurricane Katrina. For the next five years, Shawn Guider, owner of Shawn's Petite Bois Liquors, worked a variety of jobs to make ends meet. During this time, she maintained the expectations of reopening her liquor store one day. With the help of an SBA loan from Community Bank, Shawn reopened the doors to Shawn's Petite Bois Liquors on December 28th, 2010 at 10:00 am, fulfilling a 5 year quest to rebuild her vision. Shawn's Petite Bois Liquors is located at 240 Eisenhower Driver, near Edgewater Mall in Biloxi, MS and boasts a fine selection of liquors and wines, all provided with friendly customer service.

In her own words, Shawn Guider relates her experience with MSBDC services.

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

87.91% Excellent  
11.81% Very Good  
0.28% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **18 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 June 1-7.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

02 Yes  
15 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

18 Yes  
00 No

How long did you have to wait?

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

"In the process of getting approved for my SBA loan to reopen Shawn's Petit Bois Liquors, I was told by my lender that I needed Technical Assistance to complete my loan application. I was put in contact with Mitch McDowell, Business Counselor, with the MSBDC. Mitch reviewed my business plan, cash flow projections, business structure, bookkeeping system, insurance and other items related to reopening my business. In addition, Mitch put in me in contact with a first-rate sign company and someone to help manage my inventory system. I would like to say that I really value the services and support provided by the Mississippi Small Business Development Center."

--- Shawn Guider

MSBDC wishes Shawn Guider best of luck and is happy to have been a part in the restoration of her business. Our services will continue to remain available for any long term goals and future needs. .

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

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

**CLCC MSBDC**

Mr. Waller was very knowledgeable and helpful. I am thankful to have someone to talk to that will help me through this process. I would again like to say thank you, for having this services available.

--- Glenda Bales, Lincoln Co.

I walked into the SBDC will a million questions and a discouraged possible business owner. Mr. Waller listened to my plans as well as my frustrations. He had answers as well as possible solutions. I now have a tract to run on and a support system " what a blessing!

--- Melnee Berry, Lincoln Co.

**ECCC MSBDC**

Mr. Westbrook was very helpful with all of my questions and concerns. I believe this service will be pivotal in the success of our business.

--- Joshua Jacobs, Newton Co.

Did your counselor give you specific recommendations?

18 Yes

00 No

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

18 Yes

00 No

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

18 Yes

00 No

Would you use the SBDC program again?

18 Yes

00 No

Would you recommend the SBDC services to others?

18 Yes

00 No

Please rate the business assistance services you received:

12 Excellent

03 Very Good

03 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](#)

#### HCC MSBDC

Mr. Jim Harper has been a great help to us in getting us on the right road to starting our business. He gave us all the steps we needed to take and the right people to contact. We are now ready we have to continue to work with Mr. Jim in the future.

--- Jennifer Penley, Warren Co.

#### JCJC MSBDC

I was greeted with a warm smile from the counselor. The visit was very enlightening â€œ I was directed in a caring and knowledgeable manner in order to direct me in the right direction. .

--- Amanda Campbell, Jones Co.

I was given information on how to start a business my counselor explaining everything step by step. She encouraged me to ask questions. I think she will be helpful and encouraging.

--- Cassle Myers, Forrest Co.

#### JSU MSBDC

All of my questions and concerns were addressed in this meeting. I was pleased with the answers and would gladly use the MSBDC again.

--- Jacqueline Castleberry, Hinds Co.

My counselor was very informative knowledgeable, and patient.

---- Dianna Whenten, Hinds Co.

Mr. Henry Thomas was an excellent source of information. Thank you very much.

--- Tammy Cole, Madison Co.

The counselor provided much information. He did an excellent job.

--- Harold Jeffries, Marshall Co.

My counselor was very familiar with the ins and out of small business development to include business plans, financing, and availability of resources in the state that I would like to conduct business.

--- Louise Vaughn, Copiah Co.

I had a great experience working with Mr. Sidney Brown, his services and his willingness to listen to my concerns were wonderful. I had not idea until now that such services were available. Thanks to Sidney and whomever else!!

--- Charles L. Rogers, Hinds Co.

Mr. Thomas was very helpful.

--- Donna Walton, Hinds 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](http://www.mssbdc.org).

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.

My counseling session was very helpful and informative. I will definitely recommend the SBDC to friends and loved ones. A big thanks to Sidney Brown for all his help.

--- Zachary Milton, Hinds Co.

The information given was very helpful.

--- Sharon Stiff, Hinds Co.

#### UM SBDC

Katie Drewry were very helpful to me. She took her time and answer my questions to the point that I understood what she was saying. She gave me very good information to help me get started.

--- Josephine Estes, Tippah Co.

#### Gulf Coast SBDC

My overall experience was very productive for me and it was a good learning experience. My confidence level with the SBDC, and my counselor is very high. Thank you for providing this service â€" much appreciated and very beneficial.

--- Nemour Phillips, Hancock Co.

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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