

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

June 22, 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.

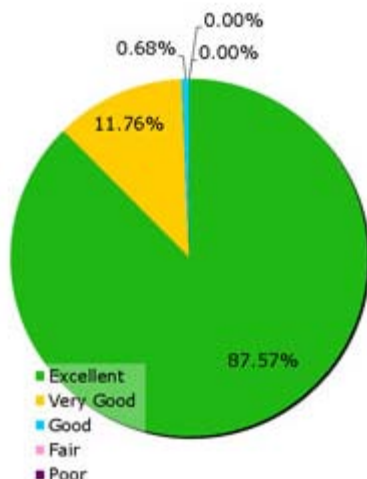
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1425
- Businesses Started	104
--- Jobs Created	420
--- Jobs Retained	486
- Loans Submitted	60
--- Loans Obtained	73

Total Capital Formation
\$26,373,530

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

Ross Family Dental Clinic



Pictured: Dr. Andrew Ross (left, owner) James Carden (right, counselor)

Ross Family Dental Clinic

Owner: Dr. Andrew Ross

127 Heritage Dr., Oxford, MS 38655

(662) 234-2722

Dr. Andrew Ross, visited James Carden, director at the UM MSBDC for assistance with the startup phase of his family dental clinic. Together they worked through a business plan, Proforma, financials and discussed marketing along with other details essential for starting a business.

Below Dr. Ross tells us a bit about his story and his new business venture.

"As a lifelong Oxford resident and Ole Miss graduate (two times), I have returned to Oxford after graduating from the University of Mississippi's School of Dentistry to open my medical dentistry practice. Opening our doors on 1/3/11, the Ross Family Dental Clinic offers complete dental care and treatment for the entire family, from

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

87.57% Excellent
11.76% Very Good
0.68% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **17 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 June 8-14.

Questionnaire Summary

Were you in business when you came to the MSBDC?

06 Yes
10 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

17 Yes
00 No

How long did you have to wait?

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

infant to octogenarian, from baby teeth to the latest orthodontics and dentures. The Ross Family Dental Clinic serves a growing clientele and is open 6 days a week, from Monday, through Saturday, to provide convenient access for Oxford's families and students. "

--- Andrew Ross D.M.D

MSBDC wishes Dr. Ross best of luck with his new business, and would like to add that should any future assistance be needed the MSBDC will continue to work towards the growth and development of his business.

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

The visit was very helpful. All my questions were answered and everything was explained very well. Thank you!

--- Gigi Johnson, Adams Co.

Jeff Waller offers a wealth of expertise that I would not possibly attain on my own. He is open-minded, positive, supportive, and very professional. I look forward to working with him!

--- Bridgett Lowe, Pike Co.

ECCC MSBDC

Meeting with Mr. Westbrook was very enlightening. He was able to open my eyes to the big mistake of owning and operating my own business.

--- David W. Schitoskey, Neshoba Co.

HCC MSBDC

Very good. Mr. Harper was very knowledgeable and enjoyed working with him. Look forward to any future meeting.

--- Donny Clark, Warren Co.

Mr. Bennett was enthusiastic, very knowledgeable and helpful. It was a great experience for someone new to business. I would recommend it to anyone with a new business need.

--- Nancy Goldman, Hinds Co.

Did your counselor give you specific recommendations?

17 Yes

00 No

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

17 Yes

00 No

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

17 Yes

00 No

Would you use the SBDC program again?

17 Yes

00 No

Would you recommend the SBDC services to others?

17 Yes

00 No

Please rate the business assistance services you received:

16 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](#)

JCJC MSBDC

I was greeted with a warm smile from the counselor. The visit was very enlightening â€” 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

Mr. Brown was very knowledgeable and helpful with advice for me on how I would go about starting a new business.

--- *Cynthia Cook, Warren Co.*

We received very good suggestions and was informed of things to consider about our business venture.

--- *Gloria Daniels, Hinds Co.*

Very informative and professional.

--- *Zira Washington, Hinds Co.*

The representative I met was very professional and gave out very good information that I think will be very helpful my future business experience.

--- *Terry Fletcher, Holmes Co.*

MSU SBDC

I very much appreciate the useful information that was given to me. I was very pleased.

--- *Rachel Owens, Lauderdale Co.*

Gulf Coast SBDC

Mitch did a great job answering our questions and providing information requested.

--- *Linda McCleary, Hancock 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.

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.



Mississippi Small Business Development Center's Weekly Stakeholder Update

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