

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

August 3, 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.

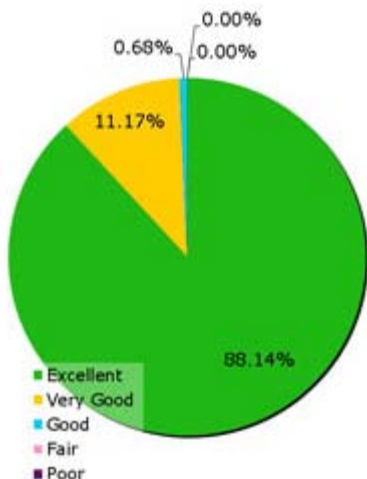
MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1646
- Businesses Started	125
--- Jobs Created	501
--- Jobs Retained	589
- Loans Submitted	74
--- Loans Obtained	87

Total Capital Formation
\$32,380,315

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

Integrity Financial Associates Inc.



Pictured: Henry Thomas (left, counselor) Aletha Washington (right, owner).

Integrity Financial Associates Inc.

Owner: Aletha Washington

1866 Raymond Road, Jackson, MS 39204

(601) 922-0921

www.integrityplus3.com

Henry Thomas, Director at JSU MSBDC, worked with Aletha Washington, owner of Integrity Financial Associates Inc. on a long term basis for the continued development and progress of her business. Over the last three years

Henry Thomas has assisted Mrs. Washington in developing more effective marketing strategies and techniques as well as providing consultation on other managerial areas such as hiring.

Below are her comments regarding her experience with MSBDC services, highlighting MSBDC's ability to assist existing businesses.

"Over the past couple of years our organization has been

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

88.14% Excellent
11.17% Very Good
0.68% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **25 MSBDC Counseling Evaluation Forms with 23 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 July 20-26.

Questionnaire Summary

Were you in business when you came to the MSBDC?

07 Yes
18 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

25 Yes
00 No

How long did you have to wait?

12 0 days
04 1 day
02 2 days
01 3 days
04 4 - 7 days
00 8+ days

fortunate to benefit from the services offered through the JSU Small Business Development Center. The information and resources are invaluable to small businesses in the Hinds County area. Mr. Thomas and the group provide practical advice necessary to running a business effectively and efficiently. I highly recommend that anyone who wants to start or expand their business visit the JSU SBDC. In my opinion, the small business has a greater chance for success if it uses this resource. Thank you."

Aletha Washington
Integrity Financial Associates Inc.

MSBDC wishes Aletha Washington continued success and steady progress with Integrity Financial Associates Inc. We look forward to providing any future assistance and feel honored to be relied on as a long term source of small business improvement.

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

I was very grateful to have found someone who could help me with all my questions and/or concerns. This meeting was very helpful to me.

--- Erica Smith, Lincoln Co.

ECCC MSBDC

Very professional approach. Mr. Westbrook has great knowledge of business conditions/climate in MS and was thorough in questions my current business plan. He gave great insight.

--- Charles Scott Engle, Newton Co.

Ron, was very informative and answered specific questions needed.

--- Scott Coleman, Attala Co. .

I have found the service to be very informative the experience was very excellent.

--- Joe Cain, Attala Co.

Mr. Westbrook was very knowledgeable about the assistance I need. He gave me the specifics about making a business plan and giving me hope that there is a possibility that he can help get the things working.

--- Bertha Farbrough, Winston Co.

Did your counselor give you specific recommendations?

25 Yes

00 No

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

25 Yes

00 No

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

25 Yes

00 No

Would you use the SBDC program again?

25 Yes

00 No

Would you recommend the SBDC services to others?

25 Yes

00 No

Please rate the business assistance services you received:

22 Excellent

02 Very Good

01 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](#)

Mr. Westbrook was informative and he gave me advice and points on what I need to do.

--- *Michelle Shields, Winston Co.*

JSU MSBDC

My experience today was very informative. The counselor made some great recommendations and I look forward to working with SBDC in the future.

--- *Jessica White, Rankin Co.*

The counselor was very skilled and informative w/the info provided. I would recommend him to others and also come back for additional info or assistance.

--- *Tiffany Fisher, Holmes Co.*

The information that was given is vital to the success of my venture.

--- *Elmina Johnson, Hinds Co.*

HCC MSBDC

My visit with Mr. James Bennett enlightened me greatly in my quest for business ownership, without his guidance and the guidance of the SBA (what led me to him) I would not have the courage to go through with my dream. Thanks!

--- *Johnnie R. Williams, Madison Co.*

All information that was given to me was very helpful. I am looking forward to continuing this experience until my business is open.

--- *Patricia Harris, Rankin Co.*

The information that I received was more than expected and the counselor had knowledge of every aspect of my business concerns. I feel very excited about my new business adventures after meeting with the counselor.

--- *Joel Crunk, Lamar Co.*

Excellent knowledgeable.

--- *Michael McGuffee, Madison Co.*

Mr. James was a great help to me, he knowledge was most helpful.

--- *Kevin Dear, Rankin Co.*

Mr. Bennett was very helpful in helping me with my P&L sheet and general business questions. He showed me many different aspects that I was not aware of. I would recommend Mr. Bennett's services to anyone.

--- *Eric Tucker, Rankin Co.*

MSU MSBDC

It was wonderful. He was very knowledgeable and gave me more information. I left feeling motivated and exited.

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 or call our toll free number (MS only. Area codes 662 601 and 228) 1-800-725-7232 .

--- *Lisa Leach, Oktibbeha Co.*

Mr. Hamp Beatty greeted my brother and myself with a warm smile and eagerness to answer every question we had to the full extent of his ability. His and the SBDC's services have proven to be an invaluable resources in assisted us in starting our business.

--- *James Parker Stewart, Oktibbeha Co.*

UM MSBDC

The business plan outline was a great help.

--- *Tammy Quades, Lafayette Co.*

Cleaned up my main questions for launching my new business.

--- *Linda Alexander, Lafayette Co.*

It was great and helpful.

--- *Darron Thomas, Marshall Co.*

My visit was great and I learned so many new things that will help me in my future.

--- *Erika Wright, Alcorn Co.*

Gulf Coast SBDC

Very well organized and demonstrated sincere thought of assistance.

--- *John Whitaker, Harrison Co.*

Ms. Whitt really help me a lot and thank her very much.

--- *Arvie Seals, Harrison Co.*

Felt very welcome from the moment I stepped in the door. Connie answered all questions without hesitation and with very thorough response. Can't find enough good things to say about the entire staff.

--- *Ashton Johnson, Jackson Co.*

My counselor was extremely knowledgeable and explained a number of subjects I was wanting answers to. I am looking forward to working with my counselor on my business ideas.

--- *Anthony Schlueter, Jackson Co.*

The sessions and meeting were extremely helpful.

Everyone was knowledgeable and very willing to assist.

--- *Natalie Mitchell, Jackson Co.*

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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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