

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

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

**August 10, 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.

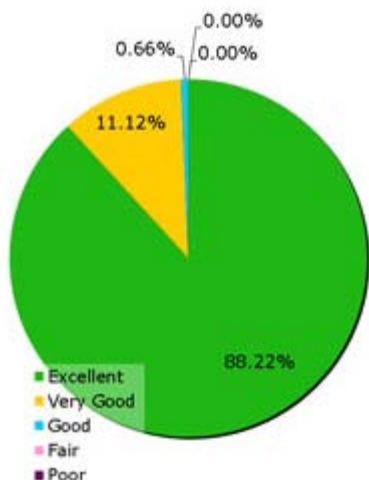
### MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1676
- Businesses Started	124
--- 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

Fenn's Grocery



*Pictured: Elfadil Abdalla (left, owner) Jeff Waller (right, counselor).*

**Fenn's Grocery**

**Owner: Elfadil Abdalla**

**188 McNair Road, Meadville, MS 39653**

**(601) 348-0485**

Mr. Abdalla came to the CLCC MSBDC at Natchez to obtain assistance with a business plan to expand his existing business. Mr. Abdalla wished to move the business from downtown Bude, MS to a location approximately half way between Summit, MS and Bude on Hwy 98. Fenn's Grocery had been closed for over 6 months and was available for purchase, a plan was made with the goal of purchasing the store and surrounding land.

Fenn's Grocery is a convenience store with fuel sales and a small deli located in the building. Mr. Abdalla is experienced in convenience store operations and had decided to purchase, remodel and re-open Fenn's Grocery to allow the community access to fuel and groceries without having to drive 20 miles in any direction.

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

88.22% Excellent  
11.12% Very Good  
0.62% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **31 MSBDC Counseling Evaluation Forms with 27 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 27- August 2.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

03 Yes  
28 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

31 Yes  
00 No

How long did you have to wait?

06 0 days  
09 1 day  
03 2 days  
01 3 days  
03 4 - 7 days  
00 8+ days

Below is Mr. Abdalla's comment regarding his satisfaction with MSBDC services.

"I am very happy with the help given by the SBDC and Jeff Waller. I will use their services more."

--- Elfadil Abdalla

MSBDC wishes Mr. Abdalla and Fenn's Grocery best of luck and hopes to see the business thrive in the coming years. We will remain available should any further assistance be requested.

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

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

**CLCC MSBDC**

This is a wonderful service. We as Americans know that small businesses has carried our economy and all the support that can be given to the success of a small business is necessary. Planning is the key to success.

--- Cherie Norton, Lawrence Co.

**ECCC MSBDC**

Mr. Westbrook brought up some good points that I hadn't thought of. Very informative. Helped me to think about whether to start a business was feasible or not. Good counselor for starting a business.

--- LaShondra Bradford, Scott Co.

The information provided was very helpful. Mr. Westbrook gave insightful information and explained terms and practices very well. He is very knowledgeable of the business field.

--- Michelle Ringo, Scott Co.

Excellent use of information. Looking forward to more information to come.

--- Jack Warner, Jr., Winston Co.

**HCC MSBDC**

It was a great experience, excellent resource.

--- Melody Donald, Hinds Co.

We met this very nice gentleman by the name of James Bennett. He was very helpful. If it was not for him, we would have never got on the right track.

--- Sylvester Jones, Holmes Co.

I feel more confident in my decision to start a small

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?

31 Yes

00 No

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

31 Yes

00 No

Would you use the SBDC program again?

31 Yes

00 No

Would you recommend the SBDC services to others?

31 Yes

00 No

Please rate the business assistance services you received:

28 Excellent

03 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](#)

business because of the knowledge I received during my appointment.

--- *Mesha Hays, Scott Co.*

I was very pleased with all the help I received.

--- *Kelley Armstrong, Rankin Co.*

Great job! James Bennett helped me full out paperwork and get me ready for my small business. Great consulting service. I would recommend it to others.

--- *Laura Pickard, Rankin Co.*

Excellent service â€" professional. Mr. Harper did an excellent job explaining my options.

--- *Simon Hall.*

Great experience, would recommend this to anyone who is considering starting any type of business. Jim was very knowledgeable.

--- *Jared Lloyd, Hinds Co.*

Excellent service â€" Mr Harper did a wonderful job. I left knowing exactly what our next step is supposed to be.

--- *Orthur Johnson, Hinds Co.*

I was very impressed with Mr. Harper and he conducted himself in a very professional manner.

--- *Robert Hall, Warren Co.*

#### JCJC MSBDC

I was very pleased with the assistance I was given by Crystal. She explained everything very well.

--- *Linda Carruth, Covington Co.*

#### JSU MSBDC

Mr. Sydney L. Brown was very informative. The staff was courtesy. I would defiantly recommend services.

--- *Shameka Johnson, Hinds Co.*

I was very pleased with the service rendered.

--- *Joe Mack, Hinds Co.*

Very good and informative meeting. Looking forward to more meetings.

--- *William Ware*

#### MSU MSBDC

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

--- *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

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** .

assisted us in starting our business.

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

#### **UM MSBDC**

I received great information on how to startup my business and my business plan. These were many things I didn't know where to start but the counselor was very helpful.

--- *Pam Inman, Lafayette Co.*

I've learned a lot and have a logn way to go and it helps me a lot.

--- *Jerry Joyner, Desoto Co.*

My counselor as knowledgeable about the steps necessary to starting a business. He gave me some very useful information in terms of planning and marketing.

--- *Casey Stauber, Lafayette Co.*

The help was highly appreciated. The information provided to me is now a valuable tool I will use towards my success in starting my own business. All of the services have exceeded all of my expectations!

--- *Phyllis Miller, Lafayette Co.*

James Carden is very knowledgeable and willing to help. Today the most important thing we discussed for me was the order of events. I have been jumping the gun and need to take a couple steps backwards before I fall on my face.

--- *Rebecca Kelley, Lafayette Co.*

The main reasons and questions I had for coming to day were answered (or at least further direction given) formation of my company for legal and tax, how to do a business plan and loan information.

--- *Alison Tyler, Calhoun, Co.*

#### **Gulf Coast SBDC**

My experience was great and very educational. Mitch is an excellent counselor!

--- *Ashley Page, Harrison Co.*

I was given so much information today things I would have never thought about. Wonderful experience.

--- *Jacqueline Lадnier, Harrison Co.*

Mitch was very informative and helpful with resources and information for starting our new business. He also provided us with information regarding merchant services that we were unaware of needed for our business.

--- *Stacy Vollenweider, Hancock 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:  
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