

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

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

**September 28, 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.

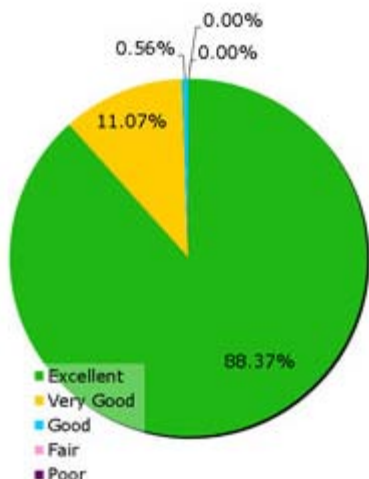
### MSBDC Economic Impact Involvement

Since October 1, 2010

Counseled Clients	1913
- Businesses Started	145
--- Jobs Created	611
--- Jobs Retained	669
- Loans Submitted	87
--- Loans Obtained	105

**Total Capital Formation**  
**\$48,140,065**

### Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

### Small Business Spotlight

Game Day Sports, LLC



*Pictured: Ronald Westbrook (left, counselor) Chris Wigington, (right, owner).*

**Game Day Sports, LLC**

**Owner: Chris Wigington**

**108 South Columbus Ave., Louisville MS 39339**

**662-773-9519**

Chris Wigington visited the ECCC MSBDC for assistance in starting a retail store focusing on sporting goods with an emphasis on clothing and sporting equipment. ECCC MSBDC Director, Ronald Westbrook assisted Mr. Wigington with the start-up phase of his business including such areas as developing a business plan and financial projections.

In the following comments Mr. Wigington shares his experience of MSBDC services.

"We couldn't be happier with the services that Ronnie Westbrook provided for us. From putting together the business plan to formatting projected earnings. His services were not only extremely professional but also fast and very timely. The business plan worked perfectly for

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

88.37% Excellent  
11.07% Very Good  
0.56% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **31 MSBDC Counseling Evaluation Forms with 26 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 September 14-20.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

12 Yes  
17 No

If yes, how long?

04 0 - 11.9 months  
04 1 - 3 years  
02 4 - 7 years  
01 8 - 15 years  
01 15+ years

Was your request for an appointment given prompt attention?

32 Yes  
00 No

How long did you have to wait?

08 0 days  
05 1 day  
02 2 days  
01 3 days  
05 4 - 7 days  
00 8+ days

our business and was professionally put together. I would recommend this service to anyone wanting to start a small business. You get professional guidance with up front and honest answers."

--- Chris Wigington

The MSBDC wishes Chris Wigington best of luck with his new small business venture and hopes to see Game Day Sports around for a long time to come. The MSBDC will continue to be there as provider of assistance and resources for any future needs.

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

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

**CLCC MSBDC**

My experience today and meeting were very helpful. It gave me a much better direction in become business oriented. I appreciated Mr. Walker for his understanding and elaboration. Keep the good work going. We need direction and guidance.

--- Barbara A. McDowell, Pike Co.

I do not like the idea that my counselor will be put on part time while we need his help. Thanks.

--- Robert Spillman, Amite Co.

**ECCC MSBDC**

Mr. Westbrook did an excellent job.

--- Lee A Gardner, Winston Co.

Mr. Westbrook was very helpful, answered all the questions that I had. Opened my eyes to things that I had never thought of.

--- David Gookin, Winston Co.

After self researching management structure for my startup business idea, I realized I needed help gathering preparing financial Info. Todays meeting has me on track to gather the information needed to support my business plan and prepare to present info to a bank.

--- Patrick Myrick, Smith Co.

**HCC MSBDC**

Very knowledgeable, patient, was well able to explain in details for my understanding.

--- Annie Shirley, Hinds Co.

More than I ever expected. Mr. James Bennett gave me all I needed and more.

--- Will Shirley, Hinds Co.

Did your counselor give you specific recommendations?

32 Yes

00 No

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

32 Yes

00 No

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

32 Yes

00 No

Would you use the SBDC program again?

32 Yes

00 No

Would you recommend the SBDC services to others?

32 Yes

00 No

Who recommended our services?

01 Bank

01 SBDC Client

00 Legislator

02 Chamber

02 Other

Please rate the business assistance services you received:

26 Excellent

06 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!**

I visited with Mr. James Bennett regarding my business dev. Mr. Bennett was very helpful and provided much needed guidance on the business start up process. I greatly appreciate his help.

--- *Steve Clark, Rankin Co.*

This was an awesome resource for starting a small business.

--- *Kakyla S. Manning, Hinds Co.*

James Bennett was very knowledgeable and helpful.

--- *Andy Wiley, Madison Co.*

#### JCJC MSBDC

She gave me information on what I need to get started. She was really sweet. Thanks.

--- *Georgia N. Thompson, Forrest Co.*

I am going to truly benefit from knowledge I acquired from this visit.

--- *Dana Berry, Forrest Co.*

Awesome!!!

--- *Valera Miller, Wayne Co.*

I hope that SBDC will be able to help people planning to get into business or start a 5013C group. I believe this service will help many people. Thank you.

--- *Larry R. Main, Marion Co.*

#### JSU MSBDC

Mr. Brown & Mr. Holmes was knowledgeable of the loan programs available for SB owners and recommended several lenders for me to contact. Also they advise me to seek other ways to generate revenue for my real estate firm.

--- *Chassity Coleman, Hinds Co.*

Mr. Harper was very helpful with all of my questions and provided a plan that is clear and obtainable. He gave me hope where I had chaos!

--- *Stacy Brogan, Hinds Co.*

My counselor explained what I needed very clearly. He made great recommendations for my business venture. He gave me an assignment to complete for our next meeting. I feel very good about going forward with my business idea. Thank you.

--- *Linda Beamon, Madison Co.*

#### MSU MSBDC

This was great!! Very helpful.

--- *Christina Dempsy, Winston Co.*

#### UM MSBDC

[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](#)

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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** .

Mr. Carden presented the information I needed in a real world business format. This session was extremely helpful.

--- *Greg Swain, Union CO.*

Very good information to get started. Great direction. Look forward to future sessions.

--- *Robert Ford, Lafayette Co.*

Not only informative, but has me so optimistic. And excited for our next meeting.

--- *Angel Pearson, Tunica Co.*

I thoroughly enjoyed the session and found it very informative and helpful. Thanks so much.

--- *Calda Hayne.*

I received the information I needed to start the process of starting my own business. I also received contacts and helpful reference to contact to further me in the process.

--- *Melody Sharp, Lafayette Co.*

I feel that with sound follow through on the recommendations given SBDC will truly help with a solid business plan.

--- *Tim F. Tatum, Lafayette Co.*

Mr. Carden is an excellent resource for starting a small business. His knowledge and expertise is superior.

--- *Jason Van Every, Lafayette Co.*

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#### **Gulf Coast MSBDC**

Connie gave us some ideas on how to proceed next.

--- *Tamara Bangs, Harrison Co.*

Great information. Incredible service offered here. Lots of help and will be back for future workshops.

--- *Cliya Carson, Harrison Co.*

Very knowledgeable person very helpful and respectful.

--- *Ray Jefferys, Jackson Co.*

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*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.*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
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