

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

October 5, 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.

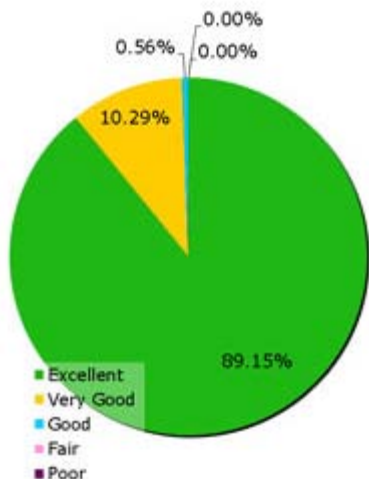
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	19
- Businesses Started	2
--- Jobs Created	2
--- Jobs Retained	14
- Loans Submitted	1
--- Loans Obtained	1

Total Capital Formation
\$225,000

Initial Client Satisfaction



Data compiled since October 1, 2010 Initial

Small Business Spotlight

MSBDC State Star



Pictured: James Hendrick, MSBDC Inventor & Technical Assistance

MISSISSIPPI SMALL BUSINESS DEVELOPMENT CENTERS (MSBDC) ANNOUNCES JAMES HENDRICK AS STATE STAR

MSBDC Chief Executive Officer, Walter D. Gurley, Jr., announced that James Hendrick has been selected as the 2011 State Star of the MSBDC. This award is presented at the annual Association of Small Business Development Centers (ASBDC) Fall Conference.

"I am delighted to make this announcement, and to recognize James Hendrick for his extraordinary contributions to the work of the MSBDC and small business in the state," said CEO Gurley.

James Hendrick was chosen by the MSBDC for being an outstanding performer, making a major contribution to the MSBDC program, and for his work in coordinating bi-monthly internal professional development sessions for MSBDC counselors.

James was nominated for this award for his involvement in organizing 53+ internal training webinars for MSBDC counselors, including past guest speakers from entities

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

89.15% Excellent
10.29% Very Good
0.56% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **11 MSBDC Counseling Evaluation Forms with 8 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 21-27.

Questionnaire Summary

Were you in business when you came to the MSBDC?

03 Yes
08 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

11 Yes
00 No

How long did you have to wait?

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

such as the Mississippi Contract Procurement Center, the Mississippi Technology Alliance, Point of Sales Companies, MSU Extension Service, and the Export-Import Bank of the US. In the five years he has been a member of the MSBDC team, he has spoken with more than 415 inventors in the state of Mississippi. In addition to assisting inventors he has also helped clients with basic trademark and copyright issues.

"Our counselors are primarily former business owners themselves, and these webinars are one way we sharpen the saw and help keep our counselors at peak performance to help clients in every part of the state," said James Hendrick. "It's great to work with such a professional organization that assists so many in achieving the dream of starting and succeeding in their own business," he added.

The Mississippi Small Business Development Centers are part of a nation-wide network that all receive partial funding through a grant from the U.S. Small Business Administration and the Universities and Community Colleges where MSBDC offices are located. The MSBDC was formed in 1981 and since then has been offering free, 1-on-1, confidential counseling for existing, pre-venture, and start-up small business clients. For more information about the MSBDC please visit our website at www.mssbdc.org.

America's Small Business Development Center (ASBDC) Network is a partnership uniting private enterprise, government, higher education and local nonprofit economic development organizations. It is the Small Business Administration's largest partnership program, providing management and technical assistance to help Americans start, run and grow their own businesses. With about 1,000 centers across the nation, America's SBDC network provided business consulting to approximately 200,000 clients, training for more than 400,000 attendees, and other forms of management and technical assistance to approximately 600,000 small businesses and aspiring entrepreneurs last year. Learn more at www.asbdc-us.org.

Our Clients want our Stakeholders to know...

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

HCC MSBDC

Received very specific advice that addressed all my concerns and armed me with the information required to begin the process of starting the new business.

--- Chris Register, Rankin Co.

Did your counselor give you specific recommendations?

11 Yes

00 No

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

11 Yes

00 No

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

11 Yes

00 No

Would you use the SBDC program again?

11 Yes

00 No

Would you recommend the SBDC services to others?

11 Yes

00 No

Who recommended our services?

00 Bank

00 SBDC Client

00 Legislator

00 Chamber

02 Other

Please rate the business assistance services you received:

11 Excellent

00 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!

[Copolah-Lincoln Community College](#)

Mr. Harper was very helpful and answered all of my questions.

--- *Karen McKay, Warren Co.*

UM MSBDC

I am very impressed with the services that I received. The counselor was well-informed, patient and very encouraging. He answered questions and gave me guidance in a manner that displayed excellent professionalism.

--- *Barrie D. Jones, Desoto Co.*

The business plan outlook and steps to follow was very helpful what I needed to hear.

--- *Candace Mc. Cullar, Panola Co.*

Absolutely top of the line counseling. Explained everything thoroughly and provided me with advice to succeed.

Would love to meet weekly if that is possible.

--- *Jordan Gazza, Lafayette Co.*

Gulf Coast MSBDC

Mitch was extremely helpful and knowledgeable about the loan in which I am trying to qualify for the district.

--- *Chris Herbert.*

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

--- *Cliya Carson, Harrison Co.*

It was very nice, I learned a lot of things I didn't know that he helped me understand. Thank you!

--- *Christina Lee, 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.

[East Central Community College](#)
[Hinds Community College](#)
[Jackson State University](#)
[Jones County Junior College](#)
[Mississippi State University](#)
[The University of Mississippi](#)

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 .



Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:
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