

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

November 9, 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.

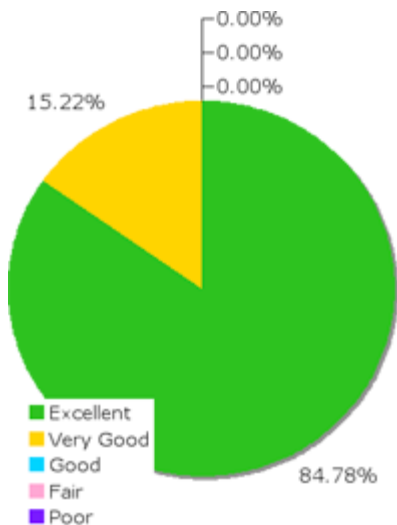
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	338
- Businesses Started	17
--- Jobs Created	46
--- Jobs Retained	58
--- Loans Submitted	9
--- Loans Obtained	9

Total Capital Formation
\$2,206,185

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

White's Kutz & Styles



Pictured: David White (left, owner), Sydney Brown (right, counselor).

Business: White's Perfect Kutz & Styles

Owners: David White and Valencia Cattenhead

1334 University Blvd., Jackson MS 39204

601-421-0401

Sydney Brown, Counselor at the JSU MSBDC assisted David White and Valencia Cattenhead with the start-up of their business. White's Kutz & Styles, a barbershop in the Jackson area. Together they worked on building a business plan and generating the cash flow projections necessary to get the business up and running successfully.

Below, Valencia Cattenhead shares her comments regarding her experience with MSBDC services.

"We thank Sydney Brown with the help of our small business proposal and cash flow projections. Mr. Brown really made the initial start up for the SBA loan very easy. He also gave us guidance as to the proper steps to great success. If it were not for Mr. Brown with the JSU Small Business Development Center we would not have gotten

**Rating for the Year:
Since October 1, 2011**

84.27% Excellent
15.22% Very Good
0.00% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **28 MSBDC Counseling Evaluation Forms with 18 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 October 26 - November 1.

Questionnaire Summary

Were you in business when you came to the MSBDC?

07 Yes
21 No

If yes, how long?

04 0 - 11.9 months
01 1 - 3 years
01 4 - 7 years
00 8 - 15 years
01 15+ years

Was your request for an appointment given prompt attention?

27 Yes
00 No

How long did you have to wait?

08 0 days
05 1 day
02 2 days
03 3 days
01 4 - 7 days
00 8+ days

this building. David and I thank him dearly."

--- *Valencia Cattenhead and David White*

The MSBDC wishes new small business owners, Valencia Cattenhead and David White, best of luck and looks forward to seeing White's Kutz & Styles grow and succeed through the coming years.

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

This meeting was so helpful in getting a webpage started and answering other questions!

--- *Melanie McNeil, Winston Co.*

HCC MSBDC

Mr. James Bennett helped us to know the process of starting a business which includes getting permit from the state, getting EIN number from the IRS, and more, we appreciate what he did.

--- *Larzo Madrigal Perez, Madison Co.*

It was very helpful and I would use the services again.

--- *Carl Bridges, Hinds Co.*

Service was great and very helpful, will recommend to anyone.

--- *Jacinta Carter, Hinds Co.*

Very helpful- lots of great information.

--- *Terri Garrett, Rankin Co.*

UM MSBDC

It was a good way to get information to be better informed.

--- *Louise Boston, Lafayette Co.*

James Cardon is a very caring and helps you believe in yourself. Very articulate.

--- *Lynn Crews, Lafayette Co.*

It was very helpful for me.

--- *Huizhem Cui*

I found this very helpful.

--- *George Becvar*

Did your counselor give you specific recommendations?

27 Yes

01 No

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

28 Yes

00 No

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

28 Yes

00 No

Would you use the SBDC program again?

28 Yes

00 No

Would you recommend the SBDC services to others?

28 Yes

00 No

Who recommended our services?

02 Bank

01 SBDC Client

00 Legislator

00 Chamber

15 Other

Please rate the business assistance services you received:

21 Excellent

07 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](#)

Gulf Coast MSBDC

Mr. Mitch was very professional and gave me good ideas for this business that I would like to start. His time was very helpful

---*Darlene Pommells, Harrison Co.*

MSU MSBDC

Just one word Excellent

--- *Dewayne Johnson, Oktibbeha Co.*

My meeting was enlightening and informative. Hamp Beatty needs a "Large" raise! 25% would be a fair increase.

--- *Nicki Duncan, Attala Co.*

I was better informed as to how to better my business

--- *Judy Nowell, Lauderdale County*

JSU MSBDC

I would overall say that my counselor was very knowledgeable about my business services assistance. I would recommend these services to anyone.

--- *Jonathan Pempleton, Hinds Co.*

My visit was very professional and informative, counselor presented welcome package, and make me feel at ease

--- *Clyde Chapman, Hind Co.*

I received great insight about starting up a small business. This was a really informative counseling session. The counselor was very knowledgeable and very thorough on the business start up service.

--- *J.W. Wilson Jr., Copiah Co.*

Excellent experience and very useful to help me start the business in a strong footing

--- *Samuel Macha, Hinds Co.*

I learned a lot and I am very pleased with Mr. Holmes. He is a very patient man and has very good knowledge about everything I needed.

--- *Sharon Holiday, Hinds 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:
P.O. Box 1848
122 Jeanette Phillips Drive
University, MS 38677

Our telephone:
(662) 915-5001

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