

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

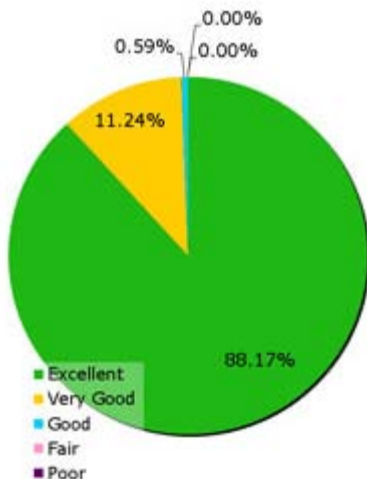
"Transforming Mississippi One Small Business at a Time"

January 18, 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	
<u>Since October 1, 2011</u>	
Counseled Clients	682
- Businesses Started	43
--- Jobs Created	95
--- Jobs Retained	228
--- Loans Submitted	16
--- Loans Obtained	21
Total Capital Formation	
\$7,622,925	

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Bric-A-Brac



Pictured: Wendy Hillman (left, owner), James Bennett (counselor).

Bric-A-Brac

Owner: Martin and Wendy Hillman

416 Roberts Street, Pearl MS 39208

(601) 260-6886

After purchasing a business in Pearl MS, Martin and Wendy Hillman visited the HCC MSBDC for some guidance to help them get started in the right direction. James Bennett, Counselor at HCC MSBDC assisted the Hillmans in organizing their business and filling out some important tax information.

"Mr. Bennett helped us get our business organized. He helped with the Tax numbers from IRS and the State Tax Application. We would recommend SBDC to anyone starting a business."

--- Wendy Hillman

MSBDC wishes Martin & Wendy Hillman of Bric-A-Brac super-store best of luck in the coming years, and will be there for any future assistance.

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

88.17% Excellent
11.24% Very Good
0.59% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **29 MSBDC Counseling Evaluation Forms with 24 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 January 4-10.

Questionnaire Summary

Were you in business when you came to the MSBDC?

10 Yes
19 No

If yes, how long?

02 0 - 11.9 months
03 1 - 3 years
02 4 - 7 years
02 8 - 15 years
01 15+ years

Was your request for an appointment given prompt attention?

29 Yes
00 No

How long did you have to wait?

08 0 days
04 1 day
00 2 days
01 3 days
01 4 - 7 days
02 8+ days



Our Clients want our Stakeholders to know...

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

HCC MSBDC

I found my appointment to be very informative and received a lot of help in the process of starting my business.

--- Lakeshia Bryant, Rankin Co.

The counselor was very polite and made my visit very comfortable.

--- Doc. E. Ward.

We met with James Bennett, who discussed with us about our business plan and made suggestions of how to pursue it. We are much more enlightened of all requirements, licenses and expenses involved, we have a second meeting scheduled.

--- Jimmy Bryant, Rankin Co.

A very helpful service to prospective business owners. Covers all the bases on financial projections.

--- Tammy Thomas, Rankin Co.

I am completely satisfied. Mr. Bennett was knowledgeable and helpful and very courteous.

--- Colia Mathews, Atalla Co.

Mr. Bennett help me with several things today. He also help me with filing my operating agreement for (LLC) that I did not know I had to file. I am glad I came to visit his office today. Thanks.

Did your counselor give you specific recommendations?

29 Yes

29 No

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

29 Yes

00 No

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

29 Yes

00 No

Would you use the SBDC program again?

29 Yes

00 No

Would you recommend the SBDC services to others?

29 Yes

00 No

Who recommended our services?

01 Bank

02 SBDC Client

01 Legislator

01 Chamber

18 Other

Please rate the business assistance services you received:

26 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](#)

--- *Francetta McLin, Coleman, Rankin Co.*

JSU MSBDC

The info was very helpful and I will be back for additional assistance.

--- *Narah Oatis, Hinds Co.*

Great!!!

--- *DeJuan L. Johnson, Hinds Co.*

The counsel was knowledgeable and information was informative. I am very pleased with his services.

--- *Shirley, Jackson MS.*

Outstanding help.

--- *Fred Bowman, Jackson Co.*

MSU MSBDC

Great advice, helpful guidance, and a thorough approach.

--- *Jarod Stanley, Lauderdale Co.*

UM MSBDC

Mr. Carden visualized my business as getting much more solid, viable and bigger than I have imagined it and that has broadened my plans.

--- *Ayla Heartsong, Marshall Co.*

I really appreciate the way the business process was explained to me. Complicated things were put on a level so that I understand them.

--- *Gwendolyn F. Lawrence, Marshall Co.*

I was pretty clueless coming in, but now I feel armed with enough knowledge to take the first steps of starting a business. I'm very glad these sessions are offered, I could never have done this on my own!

--- *Melissa Grabes, Lafayette Co.*

Mr. Carden was extremely knowledgeable about all facets and presented much complex info in a superior manner.

Very clear and good jokes!

--- *Carl Jensen, Lafayette Co.*

This is a wonderful resource!.

--- *Caroline Felker, Lafayette Co.*

I have received excellent and very valuable advice to develop a small business. Thank you!

--- *Ayse Altinakar, Lafayette Co.*

After the small business development seminar, Mr. Carden spent some face to face time with me and provided very probable information about the business model and the company model. He provided excellent advice on different types of company structures that would make it possible

[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 .

in the future to develop other software products.

--- *Mustala Altinakar*

Gulf Coast MSBDC

I received excellent educational information on how to start a business. I asked questions and they were answered professionally and am overall satisfied.

--- *Ashley Holman, Harrison Co.*

It was very informative and I was able to learn a lot regarding expanding a business.

--- *Tiffany Lewis, Stone Co.*

It went excellent. Mitch was very helpful answering all of my questions and he made it easy for me to fill right at home.

--- *Dwayne Williams, Jackson Co.*

Very informative, my counselor listened to my concerns and went the extra smiles ot find out the answers for us. Thanks.

--- *Tieraney Houston, Harrison Co.*

Mitch provided a lot of great info and resources, I wish he was able to do more along the line of a CPA. Very helpful. TX.

--- *LeLinda Bourgeois, Harrison 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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