

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

January 25, 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.

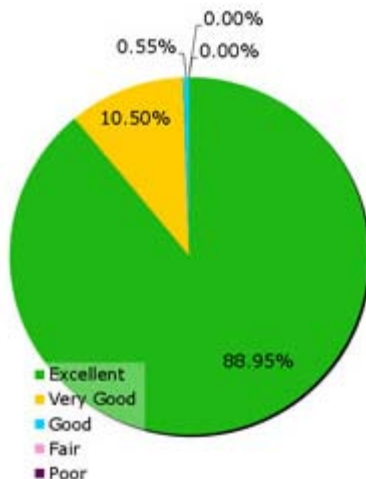
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	725
- Businesses Started	48
--- Jobs Created	109
--- Jobs Retained	240
--- Loans Submitted	19
--- Loans Obtained	22

Total Capital Formation
\$8,323,275

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Beatline Nursery and Garden Center



Pictured: Mitch McDowell (left, counselor) Nemour Phillips (right, owner).

Beatline Nursery and Garden Center

Owner: Nemour Phillips

7091 Beatline Road, Long Beach, MS 39560

(228) 863-1119

<http://www.beatlinenursery.com/>

Nemour Phillips visited the Gulf Coast MSBDC looking for assistance in a business purchase. Below he gives a detailed testimonial of how he was assisted by the GC MSBDC Counselor, Mitch McDowell.

"I came to the Gulf Coast Small Business Development Center seeking aid in purchasing Beatline Nursery in Long Beach, Mississippi. My counselor, Mitch McDowell, helped me develop an initial cash flow projection to determine if the business was a good investment. Mitch also helped me put together a business plan and financial projections for my loan package. Finally, Mitch maintained contact with me during the process of purchasing the business, often acting as a sounding board and offering valuable

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

88.95% Excellent
10.50% Very Good
0.55% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **24 MSBDC Counseling Evaluation Forms with 19 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 11-16.

Questionnaire Summary

Were you in business when you came to the MSBDC?

04 Yes
18 No

If yes, how long?

02 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?

24 Yes
00 No

How long did you have to wait?

11 0 days
04 1 day
01 2 days
02 3 days
02 4 - 7 days
00 8+ days

advice and insight."

--- Nemour Phillips

After several months of wading through purchase negotiations and financing hurdles, Nemour Phillips purchased Beatline Nursery and Garden Center in October of 2011. The Nursery, open since 1976, has been a mainstay on the Mississippi Gulf Coast for over 35 years. Beatline Nursery carries an extensive collection of house and bedding plants, shrubs, trees, fountains, bird baths, feeders, garden supplies and various gift shop items. Future plans include adding floral design services, plant rentals and planting services.

MSBDC wishes Nemour Phillips, new owner of Beatline Nursery Garden Center best of luck and will continue to be a source of support and assistance.

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

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

CLCC MSBDC

I very much enjoyed my time of advisement with Jeff Waller of MSBDC. His advice and recommendations were appropriate and very informative.

--- Brandon Andrews, Pike Co.

Very pleasant and informative, will gladly return and refer others.

--- William R. Haygood, Pike Co.

ECCC MSBDC

Did your counselor give you specific recommendations?

23 Yes

01 No

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

24 Yes

00 No

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

24 Yes

00 No

Would you use the SBDC program again?

24 Yes

00 No

Would you recommend the SBDC services to others?

24 Yes

00 No

Who recommended our services?

03 Bank

00 SBDC Client

00 Legislator

00 Chamber

13 Other

Please rate the business assistance services you received:

24 Excellent

0 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 discussed several things with the counselor and he was very helpful. I will surely be back soon to discuss more.

--- *Thomas*

HCC MSBDC

Mr. James Bennet was entirely nice and helpful. He took time to clarify all answers to my questions and to assist me in my application. Very patient in all of our talking.

--- *Nancy Adkins, Holmes Co.*

I received a tremendous knowledge and understand the SBDC will be here for me in the future.

--- *Eddie Herrington, Rankin Co.*

Mr. Bennet was extremely helpful.

--- *Cheryl Shamburger, Rankin Co.*

Mr. Bennet was extremely helpful. We look forward to speaking with him again.

--- *James Ware Hodo, Rankin Co.*

Very helpful & full of information.

--- *Raegan Raulston, Hinds Co.*

The counselor was very respectful and gave me the information that I need to go forward.

--- *Layuna Carsan, Hinds Co.*

I received helpful information today that will help me as a small business to grow my business.

--- *Margaret Stribling, Hinds Co.*

JSU MSBDC

I received priceless insight and information along with experienced guidance that should be very helpful and is essential to me getting my business off the ground and putting my plans into effect.

--- *Justin Mayfield, Hinds Co.*

This being my first visits it was very helpful for me. All the questions I asked were answered.

--- *Jamilah Vaughn, Hinds Co.*

I was very excited after I left my counselor Mr. Holmes. He was knowledgeable and excited about my business. He inspired me to go forward.

--- *Selena Powell, Rankin Co.*

Very informative!

--- *Shannon Williams, Hinds Co.*

MSU MSBDC

Great advice, helpful guidance, and a thorough approach.

--- *Jarod Stanley, Lauderdale Co.*

[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](#)

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 .

UM MSBDC

My one-on-one meeting with Rick Schnider was excellent. I got great tips and new ideas for starting my business..

--- *Raymond Young, DeSoto Co.*

I enjoyed talking to her. She gave me a lot of info.

--- *Robert Isbell, Prentiss Co. .*

Excellent!

--- *Mathews Brandon, Alcorn Co.*

Excellent and very productive meeting. Great information and advice on how to move forward with my business plan! Thanks so much!

--- *T. Kim Funderburk, Lafayette Co.*

Gulf Coast MSBDC

Mitch McDowell was extremely helpful. He answered all of our questions and provided all of the information we needed.

--- *Charlana Pickich, Harrison Co.*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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