

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

February 1, 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.

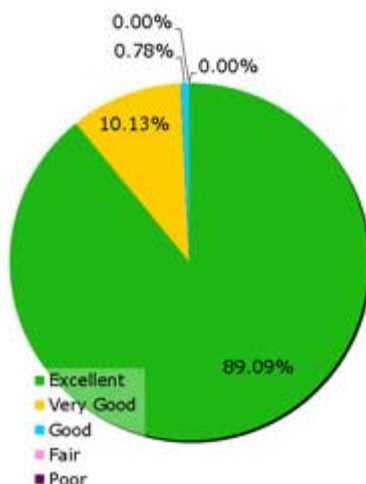
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	783
- Businesses Started	51
--- Jobs Created	125
--- Jobs Retained	242
--- Loans Submitted	21
--- Loans Obtained	24

Total Capital Formation
\$9,022,275

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Mississippi Auto Arms, Inc.



Pictured: Nathan Yow (left, owner) James Carden (right, counselor).

Mississippi Auto Arms, Inc.

Owner: Nathan Yow

7091 Beatline Road, Long Beach, MS 39560

1320 Van Buren Avenue, Unit III, Oxford MS 38655

www.mississippiautoarms.com

Nathan Yow of Mississippi Auto Arms was assisted by UMSBDC Counselor James Carden on multiple goals for his business, including exporting, marketing and public relations. Today, February 1 2012, Mississippi Auto Arms will be broadcasting live the Rebel Signing Day, part of the National Football Signing Day where perspective college athletes sign their letters of intent for enrolling at the University of Mississippi. The broadcast will be live on 102.1 Oxford, 101.3 Grenada and 1240am in Jackson.

Below, owner Nathan Yow details some of the product lines offered by Mississippi Auto Arms and notes his appreciation for MSBDC services.

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

89.09% Excellent
10.13% Very Good
0.78% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **23 MSBDC Counseling Evaluation Forms with 13 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 18-24.

Questionnaire Summary

Were you in business when you came to the MSBDC?

04 Yes
20 No

If yes, how long?

06 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?

23 Yes
00 No

How long did you have to wait?

11 0 days
03 1 day
04 2 days
01 3 days
03 4 - 7 days
00 8+ days

"Specializing in Saiga shotguns, Saiga rifles, AK47's, AR15's, Glock and SigSauer Firearms, Mississippi Auto Arms, Inc. Stocks the full Tromix, TAPCO, Surefire gun mags and Russian American Armory product lines. We maintain a large selection of magazines (Surefire, TAPCO, Magpul, and APG Arms), Tactical Accessories, Semi-Automatic Pistols, Semi-automatic Rifles, Semi-automatic shotguns, suppressors and NFA Firearms. If you do not find what you are looking for on our website at www.mississippiautoarms.com, e-mail us at sales@mississippiautoarms.com and we can have many special order items in stock within 1-2 business days. All items are in stock unless otherwise noted. 98% of orders for in stock items are shipped same or next business day. Law enforcement, military, FFL, and quantity discounts are available. Mississippi Auto Arms appreciates the assistance of the University of Mississippi Small Business Development Center and it's counselor."

--- Nathan Yow

MSBDC wishes Nathan Yow and Mississippi Auto Arms, Inc. best of luck and will continue to provide assistance for any future goals.

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

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

CLCC MSBDC

Mr. Waller was more than helpful and knowledgeable to answer all my questions and explain the things I did not understand. I would recommend this service to other
-Kelly Grice, Franklin Co.

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?

23 Yes

00 No

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

23 Yes

00 No

Would you use the SBDC program again?

23 Yes

01 No

Would you recommend the SBDC services to others?

23 Yes

00 No

Who recommended our services?

01 Bank

02 SBDC Client

01 Legislator

01 Chamber

13 Other

Please rate the business assistance services you received:

21 Excellent

01 Very Good

01 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](#)

JSU MSBDC

My visit today was very helpful and informative. These are the type of services that we need in order to start and grow small businesses

---Quincy Taylor, Hinds Co.

My experience and appointment was very informative and help. The counselor help me to see what I needed to be working on and researching to get going in the right directions.

--- LaTorica Marshall, Hinds Co.

I was very pleased with Brown

---Cora Green, Hinds Co.

I was pleasantly pleased and received a lot of helpful information.

--Patricia Mayes, Hinds Co.

MSU MSBDC

The information I received was well promoted and helpful. This has helped me determine what I need to do to move forward.

Stan Melton, Desoto Co.

I was very informative and got all the information to move forward in my plan to open up my a successful restaurant.

--- Myisha Shelton, Loundes Co.

UM MSBDC

I had many questions. He answered them, but I still have many more. I appreciate his time and help towards the future

--- A. J. Ranson, Lafayette Co.

I was impressed with the information and advise that was very impressive and helpful. I will take this advise and apply it.

--- Tristy Teuton, Desoto Co.

Gulf Coast MSBDC

Mr. Mitch had a lot of information that is very helpful to me. And also a lot of information I need to know and where to get it.

-Charlotte Sims, Jackson, MS

I was given all the advice I wanted to know. I enjoyed my experience and will let other business prospects know about Ms. Connie.

---Crystal Price, Harrison Co.

SBJA

[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.

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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