

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

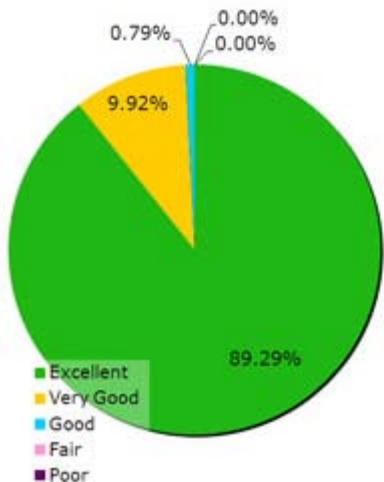
"Transforming Mississippi One Small Business at a Time"

March 21, 2012

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	1077
- Businesses Started	86
--- Jobs Created	198
--- Jobs Retained	279
--- Loans Submitted	31
--- Loans Obtained	34
Total Capital Formation	
	\$10,906,238

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Angels Attic



Pictured: Darren Endris (owner).

Angel's Attic

Owner: Darren Endris

12216 Highway 57, Vancleave, MS 39565

228-826-3550

Darren Endris wanted to open a consignment store with the intentions of expanding his stores along the Mississippi Gulf Coast. Darren requested assistance from the Gulf Coast Small Business Development Center in August of 2011. Darren needed financing information and to know how to prepare a business plan. Counselor, Connie Whitt, assisted Darren with preparing his business plan and loan package. To provide Darren with demographic, statistical, financial and other information on consignment stores, Connie Whitt ordered this information from the SBDCNet. Once the information was received, Darren returned to the Small Business Development Center and was able to finish his business plan and financial projections and complete his loan package. Darren opened "Angel's Attic" October of 2011 and has been very successful. Darren is currently looking for another location in the

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

89.29% Excellent
9.92% Very Good
0.79% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **11 MSBDC Counseling Evaluation Forms with 9 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 March 7-13.

Questionnaire Summary

Were you in business when you came to the MSBDC?

06 Yes
05 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

10 Yes
01 No

How long did you have to wait?

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

Biloxi/D'Iberville areas.

Below, Darren Endris shares a few words about his experience with MSBDC services.

"The help and information I received from the MSBDC has been invaluable. They showed what was in line with this form of business and what to expect. Their continued assistance and support is a blessing."

--- Darren Endris

MSBDC wishes Darren Endris best of luck and continued success!

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

We're glad our tax dollars are actually helping some people.

--- Michelle Thompson, Smith Co.

A friend of mine referred me to Mr. Westbrook and I found him very helpful and he answered my questions.

--- Raul Arreola

HCC MSBDC

Mr. Bennett was very thorough and informative. He has given many things to consider and a good direction to follow as I start my business.

--- Pete Young, 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
 01 SBDC Client
 00 Legislator
 01 Chamber
 06 Other

Please rate the business assistance services you received:
 09 Excellent
 01 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](#)

JSU MSBDC

That I left with a lot of information and ideals to get me started.

--- *Bobby Jean Wilkerson, Hinds Co.*

We received great advice and outstanding customer service.

--- *Douglas Williams, Hinds Co.*

He was very informative. I am confident that I will leave with everything I need to create a successful business plan.

--- *Gernelle Ann Nelson, Hinds Co.*

Gulf Coast MSBDC

Mr. McDowell was very informative and gave knowledge on business which I needed.

--- *Eraka Joyce, Stove Co.*

Mr. McDowell was very helpful and knowledgeable of the business.

--- *Charles R. Burns, Jackson Co.*

Great!

--- *Howard Hollis, Jackson Co*

Mr. McDowell was very knowledgeable in all the steps I needed to take to start my business. I felt very comfortable speaking and dealing with Mr. McDowell.

--- *Robert Thomas, Harrison*

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

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