

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

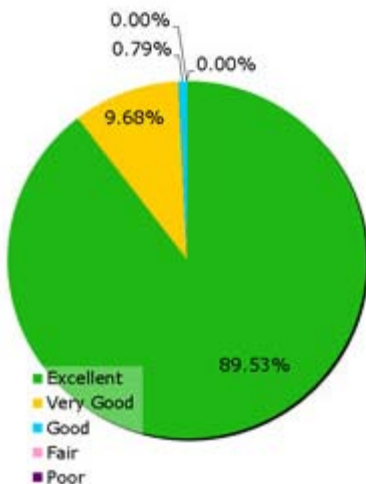
"Transforming Mississippi One Small Business at a Time"

April 4, 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	1176
- Businesses Started	100
--- Jobs Created	331
--- Jobs Retained	294
--- Loans Submitted	40
--- Loans Obtained	43
Total Capital Formation	
\$12,439,388	

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Chrome Cowboy Designs



Pictured: Jerry Joyner (left, owner), Rick Schneider (right, counselor).

Chrome Cowboy Designs

Owner: Jerry Joyner

662-403-0577

www.chromecowboydesigns.com

Jerry Joyner was assisted by UM SBDC Counselor Rick Schneider. Together they worked on a business plan and pro forma to take Jerry's business to the next level. In the narrative below, Jerry Joyner shares some information about himself as an artist and his experience with the MSBDC.

"Not sure I know where my business would be right now without the Mississippi Small Business Development Center" says Jerry Joyner, artist and owner of Chrome Cowboy Designs in Southaven MS.

"I am an artist," Joyner continues, "not a business person. I have been drawing since I was in grade school and that is all I ever wanted to do. When the economy left me without a job I knew this was the time to do what I have always wanted to do."

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

89.53% Excellent
9.68% Very Good
0.79% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **12 MSBDC Counseling Evaluation Forms with 11 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 21-27.

Questionnaire Summary

Were you in business when you came to the MSBDC?

07 Yes
05 No

If yes, how long?

03 0 - 11.9 months
03 1 - 3 years
01 4 - 7 years
00 8 - 15 years
00 15+ years

Was your request for an appointment given prompt attention?

11 Yes
00 No

How long did you have to wait?

03 0 days
02 1 day
04 2 days
00 3 days
01 4 - 7 days
00 8+ days

Joyner who has taken course from some of the finest air brush artists in the country has perfected and honed his skills. "While I enjoy doing motorcycles I can design for anything from guitars to tattoos, and do."

"Thanks to the business seminars and having a counselor available to ask a lot of questions I have felt more and more comfortable. With the encouragement I have received I was even able to start my own web site using another small business center client just like me, Open Door Web Solutions. We have been helping each other," Joyner adds.

MSBDC wishes Jerry Joyner and Chrome Cowboy designs much success and will continue be a source of assistance and encouragement.

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

Mr. Westbrook was very helpful and I will be back to see him.

---Joe H. Pickens, Jr., Jasper Co.

I left the appointment with a clearer understanding of what I can do to better prepare myself for self employment. I was advised thoroughly. I was glad to have someone to me objective with add knowledgeably

---Monica Goodin, Newton Co.

Did your counselor give you specific recommendations?

12 Yes

00 No

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

12 Yes

00 No

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

12 Yes

00 No

Would you use the SBDC program again?

12 Yes

00 No

Would you recommend the SBDC services to others?

12 Yes

00 No

Who recommended our services?

01 Bank

01 SBDC Client

01 Legislator

01 Chamber

08 Other

Please rate the business assistance services you received:

12 Excellent

00 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!

The representative was very helpful and instructed me as to every procedure

----*J. Iola Krezic, Neshoba Co.*

I had a great experience with Mr. Ronnie Westbrook. He answered all my questions. Very helpful

----*Victoria Walker, Jasper Co.*

JSU MSBDC

My counselor was very helpful in startup process. He provided information I was seeking. I will recommend others who seek same results. Thanks, James Dixon

---*James Dixon III, Warren Co.*

My experience was very enlightening and informative. I will be using the SBDC in future ventures

---*Brian Donaldson, Hinds Co.*

UM MSBDC

James Cardin very well spoken with a great attitude and a wealth of real world experience and knowledge learned more in an hour than I have all year

---*Yashvi Gajjar, Lafayette Co.*

GC MSBDC

Talking to Mitch made me feel comfortable of talking to him about my ideas and putting everything in place. Well recommended

---*Tedmund J. Hall, Harrison Co.*

SBJA

Sheen Andrews has been extremely helpful in progressing my business. Ability to grow. The help I've received is most appreciated.

---*Kristopher S. Walker, Forrest Co*

I came in confused and all over the place now I'm leaving with directions thank you so much.

--- *W. Daniels, Jackson Co.*

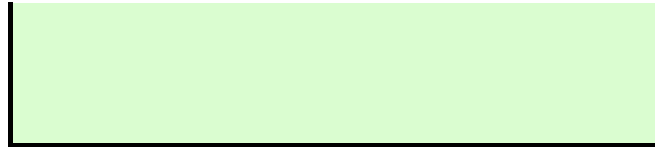
Excellent experience! Extremely knowledgeable information provided. Will recommend to others.

---*Jennifer Clark, Lamar Co.*

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[East Central Community College](#)
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[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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