

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

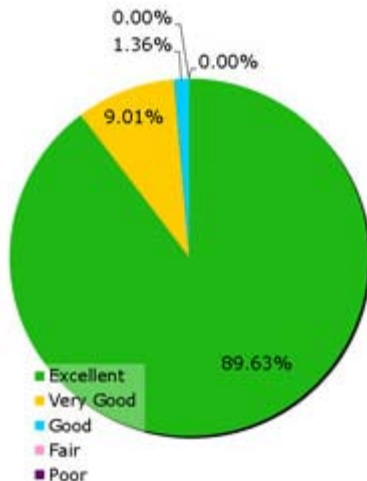
*"Transforming Mississippi One Small Business at a Time"*

**April 26, 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.

<b>MSBDC Economic Impact Involvement</b>	
<u>Since October 1, 2011</u>	
Counseled Clients	1275
- Businesses Started	108
--- Jobs Created	243
--- Jobs Retained	298
--- Loans Submitted	46
--- Loans Obtained	50
<b>Total Capital Formation</b>	
<b>\$13,656,398</b>	

### Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

### Small Business Spotlight

Welcome Charles Killebrew MSBDC Counselor



*Pictured: Charles Killebrew.*

**Charles Killebrew**

**UM SBDC Counselor - Tupelo Area**

Charles Killebrew, Business Counselor for the UM Small Business Development Center at the Renasant Center for IDEAs, brings his thirty-seven years of lending and management experience to work for small businesses in the Tupelo area. His experience includes helping business owners manage the lending process; financial counseling; dealing with disasters; and, working with the SBA, USDA, Planning and Development Districts (PDD) and other governmental and non-governmental funding sources.

Charles comes to us from the Renasant Bank where he most recently served as the Director of the Small Business Lending Division responsible for evaluating and approving a loan portfolio of approximately \$260,000,000 for over 4 years. He previously served in various functions including Special Assets Manager (helping businesses with financial problems work their way out of those problems); as Commercial Loan Officer (responsible for making millions of dollars of loans); and, as President of the Amory and Corinth banks (assuring that local businesses had access

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

89.63% Excellent  
9.01% Very Good  
1.39% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **32 MSBDC Counseling Evaluation Forms with 28 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 April 11-17.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

08 Yes  
23 No

If yes, how long?

07 0 - 11.9 months  
02 1 - 3 years  
01 4 - 7 years  
00 8 - 15 years  
00 15+ years

Was your request for an appointment given prompt attention?

32 Yes  
00 No

How long did you have to wait?

11 0 days  
03 1 day  
02 2 days  
01 3 days  
05 4 - 7 days  
00 8+ days

to bank employees recruited, trained, motivated, developed and retained to help those businesses with their money resource needs).

Charles Killebrew was born in Canton, and grew up in New Albany, working his way through public school; Northeast MS Community College; Mississippi College (BS in Business in 1971); the Mississippi School of Banking (at the University of Mississippi in 1978); the University of Mississippi (MBA in Finance in 1981); The National Commercial Lending School (at the University of Oklahoma in 1982); The National Commercial Graduate Lending School (at the University of Oklahoma in 1983), and has graduated from The School of Banking of the South (at LSU in 1986).

As we welcome Charles Killebrew onboard as a MSBDC Counselor, we would also like to wish Katie Drewry a fond farewell as she leaves the MSBDC team to take a position with the City of Corinth. Katie Drewry has been a Counselor for the UM SBDC since September 2003 and has provided a tremendous service to the small business community of North Mississippi. We thank her for her hard work and dedicated service as a MSBDC Counselor and wish her much success in her future endeavors.

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

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

**CLCC MSBDC**

It was very informative. I would definitely recommend this to anyone starting a small business.

*---Hillary B., Madison Co.*

**ECCC MSBDC**

Thank God for a free service such as this!

*---LaWanda S., Leake Co.*

Did your counselor give you specific recommendations?

32 Yes

00 No

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

32 Yes

00 No

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

32 Yes

00 No

Would you use the SBDC program again?

32 Yes

00 No

Would you recommend the SBDC services to others?

31 Yes

00 No

Who recommended our services?

03 Bank

04 SBDC Client

00 Legislator

01 Chamber

19 Other

Please rate the business assistance services you received:

28 Excellent

02 Very Good

02 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](#)

Mr. Ronnie was a huge help to me and my fairly new company. He gave me many thoughts to think over and will more than likely, put to use in my company.

---*Haley B., Newton Co.*

#### HCC MSBDC

Mr. Bennett made recommendations on how to work up financials and gave me a business plan. I may be able to tweak to use in starting my business. I will be back for more help.

---*Philip L., Rankin Co.*

Mr. Harper was very polite and professional. He took his time explaining the various options from which I could choose.

---*Nathan M., Madison Co.*

Mr. Bennett offers knowledge and experience with ease. We need people like Mr. Bennett to guide us to success.

---*Debbi B., Hinds Co.*

He is the best and on top of his game.

---*Stan P., Hinds Co.*

Today I was provided with a sample business plan and given advice on the start up of my company.

---*Chaina L., Rankin Co.*

Mr. Bennett was very informative and supported to our company needs. He has been more than exceptional on his knowledge and educated us more than we expected.

---*Sandra M., Rankin Co.*

Mr. Bennett was very knowledgeable and helped me tremendously in understanding the steps I need to take to open my own business and was very helpful with helping me prepare the necessary documents I need. I would highly recommend Mr. Bennett to anyone wanting to start a new business.

---*Loretta P., Madison Co.*

He is very smart business man and very very nice to work with.

---*Sandra G. P., Hinds Co.*

I received more information than expected. Information received was in detail and new to me on some instances. The information that I was familiar with was expanded upon and I attained a better understanding.

---*Wanda L. H., Rankin Co.*

Today's meeting was very informative.

---*Antionette S., Hinds Co.*

[East Central Community College](#)  
[Hinds Community College](#)  
[Jackson State University](#)  
[Jones County Junior College](#)  
[Mississippi State University](#)  
[The University of Mississippi](#)

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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](http://www.mssbdc.org) or call our toll free number (MS only. Area codes 662 601 and 228)  
**1-800-725-7232**

This was a very helpful meeting that I feel confident will lead to a successful venture.

---Chris E., Hinds Co

Very knowledgeable. Very professional. Would highly recommended.

---Tammy D., Rankin Co.

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#### JCJC MSBDC

It was very wonderful and she was very nice.

---Foster H., Jefferson Co.

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#### JSU MSBDC

The counselor was very informative and I think visiting this center was a good experience and I am leaving with more knowledge and a more precise course of action for starting my own small business.

---Constance G., Hinds Co.

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#### MSU MSBDC

We received valuable information that will help grow our business.

----Natriez P., Lowndes, Co.

Mr. Beatty was very knowledgeable. He helped me and my business tremendously. I cannot thank him enough.

---Heather N., Lowndes Co.

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#### UM MSBDC

Information was direct and useful. I wouldn't start a business without attaining the required knowledge. SBDC is invaluable resources in obtaining useful knowledge.

---Will H., Bolivar Co.

It was very informative and helpful.

---Liming S., Lafayette Co.

I found it helpful that Mr. Carden suggested I obtain a mentor. I plan on doing so ASAP, and finding a volunteer program to gain additional experience.

----Jacquette B., Lee Co.

I had received more than enough information to get me started on the right track. I have always enjoyed coming to the SBA Center for help.

---Sabrina M., Lafayette Co.

Really great and very detail now it is time for me to do my research. Will be back soon!

---Anelle W.

It was very informative and I feel like I have a friend in James Carden.

*---Sarah D., Lafayette Co.*

James Carden was extremely helpful by giving start up information. I will be seeing him again for more information.

*---Sherie B. H., Lafayette Co.*

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**SBJA MSBDC**

Received good information

*---Bobby G., Lamar Co.*

It was a pleasure getting consultation from Wes. All the information and more was given to me. Thank you so much Wes.

*---Demet Y., Bay St. Louis*

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*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.*

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