

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

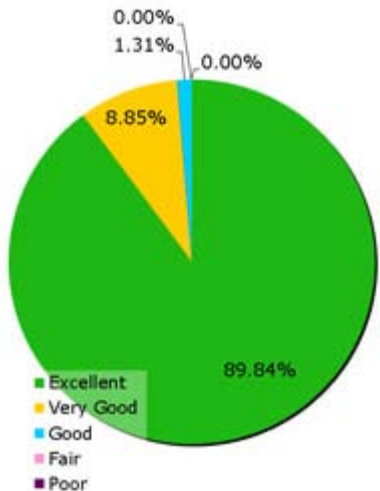
*"Transforming Mississippi One Small Business at a Time"*

**May 2, 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	1308
- Businesses Started	112
--- Jobs Created	260
--- Jobs Retained	345
--- Loans Submitted	48
--- Loans Obtained	53
<b>Total Capital Formation</b>	
<b>\$14,379,828</b>	

### Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

### Small Business Spotlight

Three Little Pigs Bar-B-Q



*Pictured: Charles R. Martin III (left, owner) Hamp Beatty (right, counselor)*

**Three Little Pigs Bar-B-Q**

**Owner: Charles R. Martin III**

**106 Avenue of Patriots, Starkville, MS 39759**

**662-324-9751**

Three Little Pigs Bar-B-Q was opened in May 2011, and is located just off Hwy 12 in Starkville. In keeping with the owner's culinary heritage, Mr. Martin, who is a native of Memphis Tennessee and a graduate from Mississippi State University serves Memphis style BBQ to patrons along with home-style, made-to-order breakfasts. The restaurant also prepares custom orders for special events and MSU tailgating. Hamp Beatty, Director at the MSU SBDC, assisted Mr. Martin in navigating the planning stages prior to opening his business. A few examples of the topics covered during the consultation process include: creating and revising a business plan, cash flow, and insuring all areas requiring licensure were covered.

MSBDC wishes Mr. Martin continued success and hopes that the patrons of Three Little Pigs Bar-B-Q in Starkville,

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

89.84% Excellent  
8.85% Very Good  
1.39% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **22 MSBDC Counseling Evaluation Forms with 17 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 18-24.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

08 Yes  
14 No

If yes, how long?

03 0 - 11.9 months  
02 1 - 3 years  
01 4 - 7 years  
02 8 - 15 years  
00 15+ years

Was your request for an appointment given prompt attention?

21 Yes  
01 No

How long did you have to wait?

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

will be able to enjoy Mr. Martin's BBQ expertise and culinary heritage for years to come. As dedicated professionals, the MSBDC will continue to serve as a resource for any small business after the initial start-up period. We are interested in long-term success, not just short-term solutions.

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

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

**CLCC MSBDC**

My visit today with Mr. Jeff Waller was very helpful and informative. He really help to breakdown and explain a complete well detail business plan. Thank you for your help.

*---Jessica K., Adams Co.*

**ECCC MSBDC**

*---Very informative. Helping "get ball rolling."*

*---Allen L., Scott Co.*

Mr. Westbrook was very honest and helpful with his assessment of my business idea.

*---David H., Scott Co.*

Mr. Westbrook done an excellent job breaking down the cash flow for me. He not only told me he showed me so I could get the numbers to make since. I was very pleased with this service.

*---Cody M., Leake Co.*

I was very pleased with the ease of talking with Mr. Westbrook. I found him to be knowledgeable and professional and appreciate his paitence with answering questions and providing detailed explanations.

*---Mattie H., Neshoba Co.*

Did your counselor give you specific recommendations?

22 Yes

00 No

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

22 Yes

00 No

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

22 Yes

00 No

Would you use the SBDC program again?

22 Yes

00 No

Would you recommend the SBDC services to others?

22 Yes

00 No

Who recommended our services?

09 Bank

01 SBDC Client

00 Legislator

01 Chamber

13 Other

Please rate the business assistance services you received:

21 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!**

The counselor was very knowledgeable and was able to direct me on the loan I would need to acquire before starting a business.

---*Oneida M., Winston Co.*

#### **GC MSBDC**

I was very impressed with the service.

---*Christine R., Harrison Co.*

#### **JCJC MSBDC**

Our experience was very helpful.

---*Amy L. & Samantha C., Wayne Co.*

Great.

---*Howard R., Wayne Co.*

#### **JSU MSBDC**

Very informative information for a small business seeker.

---*Wardella B., Hinds Co.*

Very informative.

---*Dat L. T., Rankin Co.*

#### **MSU MSBDC**

It was a relief to hear good sound business advice. We are excited to put his recommendations into practice.

---*Jeffery E. W., Oktibbeha Co.*

#### **UM MSBDC**

Mrs. Drewry was a big help. She showed me more to go on than I considered. She was very helpful in any question I had and very considerate.

---*Casey L., Alcorn Co.*

Very helpful.

---*Janice P., Prentiss Co.*

I came in with so many questions on where to start a small business and Katie showed me every step to make and avenues available to me.

---*James E.P., Alcorn Co.*

Mr. Carden was very helpful and knowledgeable reference all services and questions. He did an excellent job.

---*Bobby H., Panola Co.*

My counselor was extremely knowledgeable about the processes involved for starting a business. His concern and expression of my ideas were sincere.

---*Samantha B., DeSoto 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](#)

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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 .



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Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
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