

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

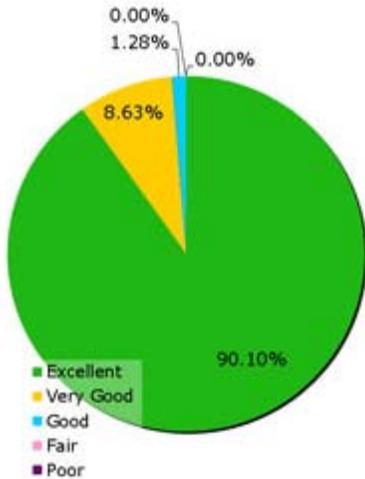
"Transforming Mississippi One Small Business at a Time"

May 9, 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	
Since October 1, 2011	
Counseled Clients	1346
- Businesses Started	112
--- Jobs Created	290
--- Jobs Retained	397
--- Loans Submitted	51
--- Loans Obtained	56
Total Capital Formation	
\$14,657,779	

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Anita's Pecan Pralines



Pictured: Anita Baham (left, owner) Mitch McDowell (right, counselor).

Anita's Pecan Pralines

Owner: Anita Baham

15520 Lemoyne Blvd., D'Iberville, MS 39532

228-396-3638

[Check out Anita's Pecan Pralines on Facebook!](#)

Anita Baham established Anita's Pecan Pralines in 2007. It all started when Anita set out to make some candy from a recipe in her collection. The sugar didn't dissolve properly, and the candy tasted like sand. "I didn't like the texture at all," she commented. Anita wasn't used to such kitchen failures so she created her own recipe.

The result was a wonderful success and the word got out. Orders started pouring in and Anita's Pecan Pralines went from a home kitchen hobby to a hot commodity. They are now sold in convenience stores, casinos, gift shops, restaurants, seafood markets, supermarkets and pharmacies on the Mississippi Gulf Coast.

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

90.10% Excellent
8.63% Very Good
1.28% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **16 MSBDC Counseling Evaluation Forms with 6 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 25 - May 2.

Questionnaire Summary

Were you in business when you came to the MSBDC?

05 Yes
16 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

16 Yes
00 No

How long did you have to wait?

06 0 days
03 1 day
00 2 days
01 3 days
01 4 - 7 days
00 8+ days

Below, Anita shares a few comments about her experience with MSBDC services.

"I went to the Southern Mississippi Planning and Development District to apply for a business loan and was referred to Mitch McDowell with the Small Business Development Center. Mitch helped me get my cash flow projections completed and helped me write my business plan so that I could apply for a business loan. In addition, Mitch helped me identify specific ways that I can improve my business and operate it more profitably. I greatly appreciate Mitch's help and look forward to working with him in the future." --- Anita Baham

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

My experience was very helpful. I got a lot of knowledge and information. I needed help with my business plans.

--- *Kelly P., Lawrence.*

GC MSBDC

Great information, Mitch does a good job. Guiding us to the best resources to gather needed information.

--- *Jeff M., Lee Co.*

Very encouraging! She was very helpful and answered all questions we had. We both feel like we are leaving here knowing what our next step is to open our business.

Thank you so much!

Kaylee R., Jackson Co.

JSU MSBDC

Did your counselor give you specific recommendations?

16 Yes

00 No

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

16 Yes

00 No

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

16 Yes

00 No

Would you use the SBDC program again?

16 Yes

00 No

Would you recommend the SBDC services to others?

16 Yes

00 No

Who recommended our services?

01 Bank

04 SBDC Client

01 Legislator

00 Chamber

10 Other

Please rate the business assistance services you received:

16 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 experience was informative and helpful as well as enjoyable. I would like to extend sincere appreciation for all involved.

--- John S., Hinds Co.

UM MSBDC

I came in not even knowing where to start and he gave me a step by step guide to go by.

--- Liesl A., Lafayette Co.

I am very pleased with Mr. Carden and his knowledge, along with his professionalism to help with my business.

--- Chris F., Coahoma Co.

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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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

Our mailing address is:
P.O. Box 1848
122 Jeanette Phillips Drive
University, MS 38677

Our telephone:
(662) 915-5001

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