

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

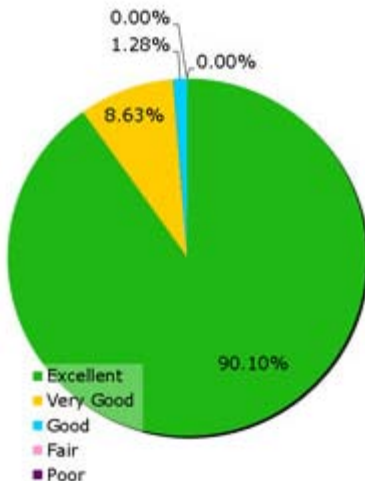
"Transforming Mississippi One Small Business at a Time"

May 16, 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 | 1380 |
| - Businesses Started | 119 |
| --- Jobs Created | 293 |
| --- Jobs Retained | 414 |
| --- Loans Submitted | 52 |
| --- Loans Obtained | 56 |
| Total Capital Formation | |
| \$14,657,779 | |

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Gallery 1



Pictured: Kimberly Jacobs (left, owner) Sydney Brown (right, counselor).

Gallery 1

Business Owner: Kimberly Jacobs

1100 JR Lynch St. Suite 4, Jackson, MS 39217

(601) 960-9250

www.gallery1arts.com

Gallery 1 emphasizes the educational and historical accomplishments of the University by showcasing its permanent art collection. Gallery 1 also serves as a venue for local and national artists to showcase and sell their artwork (Description borrowed from Gallery 1's website).

Sydney Brown, counselor at the JSU MSBDC assisted Kimberly Jacobs with her business plan and financials. Below, Kimberly shares more about her business and comments on her experience with MSBDC services.

"Thank you. Gallery 1 is the premier fine art gallery on campus at JSU. We function as a commercial gallery and a didactic environment for JSU students and the

**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 **23 MSBDC Counseling Evaluation Forms with 16 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 May 2-8.

Questionnaire Summary

Were you in business when you came to the MSBDC?

04 Yes
20 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

23 Yes
00 No

How long did you have to wait?

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

community. We host events such as receptions and workshops. With the help of MSBDC we will expand our goals to reach a larger audience and improve our strategic plan. The JSU/SBDC helped me with my business plan and financial description." --- Kimberly Jacobs

MSBDC wishes Kimberly Jacobs and Gallery 1 best of luck and continued success.

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

Mr. Westbrook answered all my questions and gave me additional information that was very useful.

--- *Mary M., Lee Co.*

GC MSBDC

Very informative appointment. Mr. McDowell was knowledgeable in answering my question and concerns

--- *Devonna M., Stone Co.*

Very helpful and informational! Mitch was detailed about the business plan and went over everything I needed to know.

--- *Jessica E., Harrison Co.*

HCC MSBDC

I enjoyed the knowledge shared and will follow through with suggestions made.

--- *Patricia R., Hinds Co.*

James was very knowledgeable and was able to get me started in the right direction with my new business. I feel more confident in my new venture.

--- *Kate M., Hinds Co.*

Did your counselor give you specific recommendations?

23 Yes

00 No

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

23 Yes

00 No

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

23 Yes

00 No

Would you use the SBDC program again?

23 Yes

00 No

Would you recommend the SBDC services to others?

23 Yes

00 No

Who recommended our services?

03 Bank

04 SBDC Client

00 Legislator

01 Chamber

16 Other

Please rate the business assistance services you received:

21 Excellent

00 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!

I gained a lot of insight on the strategic ways to get my business off of the ground. More importantly, I am now aware of better ways to gain start up income that do not involve loans.

--- *Jamie O., Hinds Co.*

Super job! I came to the right place for help. Mr. Harper has been great.

--- *Ronald S., Warren Co.*

JSU MSBDC

It was good.

--- *Mark C., Sharkey Co.*

Mr. Brown thoroughly explained all the options, helped me develop a clear visual for my business. I look forward to working w/MSBDC.

--- *Shona S., Hinds Co.*

My session was very informative. I do plan to continue the training seminars.

--- *Kenya B., Hinds Co.*

MSU MSBDC

It was a great experience!

--- *Cadarrall, E. Lowndes Co.*

UM MSBDC

Very informative. Gave me new ideas, different answers to use and expand on.

--- *Albert R., Bolivar Co.*

Mr. James Carden is a very interest person. He inlighting me about how to go by getting a small business loan. He was very helpful.

--- *Tomikkia P.*

Great job. I look forward to coming again on the 17th.

--- *Thomas M., Panola Co.*

Great financing advice and very helpful in giving a process of steps to work through. Clarified many of my questions with great feedback.

--- *Whitney P.*

Great advice on how to get started and going about fulfilling our end idea, particularly the financial sides.

--- *Mason W., Lafayette Co.*

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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

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.



Mississippi Small Business Development Center's Weekly Stakeholder Update

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