

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

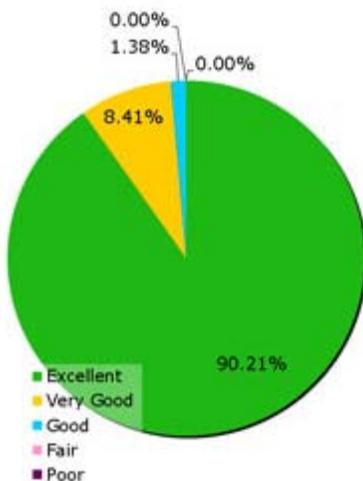
"Transforming Mississippi One Small Business at a Time"

June 6, 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	1475
- Businesses Started	127
--- Jobs Created	324
--- Jobs Retained	587
--- Loans Submitted	57
--- Loans Obtained	65
Total Capital Formation	
\$27,862,483	

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Dunlap & Thames Funeral Homes



Pictured: Ellison Thames (left, owner) Ronald Westbrook (right, counselor).

Dunlap & Thames Funeral Home

Owner: Ellison Thames

103 New Ireland Street, Newton, MS 39345

601-683-4722

Ronald Westbrook, Director of the ECCC MSBDC, assisted Mr. Ellison Thames in the start-up phase of his business, Dunlap & Thames Funeral Home. The priorities during the consultation process focused the business plan, Pro Forma, and other issues specific to the business type.

Below, Mr. Thames shares a few comments to communicate his experience with MSBDC services.

"We are a full service funeral home in full operations with help from MSBDC. Dunlap & Thames opened in December 2011 and a great deal of thanks goes to the ECCC MSBDC. Mr. Westbrook's assistance and guidance with our business plan was a tremendous help. His knowledge of

Rating for the Year:
Since October 1, 2011

90.21% Excellent
8.41% Very Good
1.38% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **23 MSBDC Counseling Evaluation Forms with 20 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 23-29.

Questionnaire Summary

Were you in business when you came to the MSBDC?

07 Yes
15 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

22 Yes
00 No

How long did you have to wait?

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

our type of business was a great surprise and it improved our plan. We are a full service funeral home serving Newton County and its surrounding area, and the ECCC MSBDC is a great partner to have. Thank you!" --- Ellison Thames

MSBDC wishes Mr. Ellison and Dunlap & Thames Funeral Home best of luck in the coming years and will continue to be a resource to draw on.

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

I really appreciate the fact that Mr. Waller took the time out of his schedule to talk with me. Mr. Waller cleared a lot of preconceived thoughts that I had. This was a very informative visit. I would definitely recommend Mr. Waller. --- **LaDina, W., Pike Co.**

HCC MSBDC

My experience was more than I could ever ask. I really learned a lot. I thank you from the bottom of my heart. --- **Aretha J., Rankin Co.**

Very helpful, nice person. Excellent advices. I will come back for more advices and ideas in the future. --- **Gin K., Rankin Co.**

GC MSBDC

I appreciate the help I was given. She was very knowledgeable in regards to starting a business. Thank you --- **Jonett M., Harrison Co.**

I was so impressed with Connie's knowledge and experience. She was awesome. Thanks Connie! --- **Melinda S., Jackson 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?

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?

02 Bank

05 SBDC Client

00 Legislator

01 Chamber

15 Other

Please rate the business assistance services you received:

21 Excellent

02 Very Good

00 Good

00 Fair

00 Poor

[Find Training Events in your Area!](#)

[Find your local MSBDC counselor!](#)
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[Inventor Assistance Help](#)

We would like to recognize our host institutions!

[Copiah-Lincoln Community College](#)

JCJC MSBDC

Counselor was very polite and very knowledgeable. Helped me out a lot.

--- **Ronnie L., Wayne Co.**

JSU MSBDC

My visit today with MSBDC went exceptionally well, I was able to express my business concerns, and have my questions answered properly. Thank you. (MSBDC).

--- **Ashley K., Madison Co.**

It was quick, professional and very uplifting.

--- **Anita B., Hinds Co.**

I was acknowledged upon my arrival. Everyone was very pleasant and helpful. I only had to wait a few minutes before being seen. Mr. Holmes was very professional and helpful.

--- **Rebecca F., Madison Co.**

Meeting was very informative and rewarding. I am better prepared to establish my business plan than before the event.

--- **Jimmy T., Hinds Co.**

UM MSBDC

We received a wealth of info on how we gaged our company in difficult times and looking at areas which would help us turn our company around in the coming year.

--- **David Q., Tippah Co.**

The information that Mr. Carden gave us was a great help to us by helping outline items we were not fully aware of for increasing our profits.

--- **Janet Q., Tippah Co.**

Mr. Carden was very helpful and very willing to assist me in growing my business. I am looking forward to our next session.

--- **Martha T., Lafayette Co.**

Mr. Schneider was very knowledgeable and extremely pleasant. I look forward to meeting with him again.

--- **G. Dean L., DeSoto Co.**

Counselor was very knowledgeable about what it takes to succeed as a small business owner.

--- **Fredrick M., Lee Co.**

Listening was great for all the knowledge learned today.

[East Central Community College](#)
[Hinds Community College](#)
[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.

Sharing ideals happened to give me the concept of beginning a business.

--- **Mona M., DeSoto Co.**

I really enjoyed how Mr. Carden answered the questions about the asset and financial statement. He really explained everything that I needed.

--- **Vonetta C., Humphreys Co.**

SBJA MSBDC

Very informative, exactly the information I was hoping to get.

--- **Eddie R., Jackson Co.**

I was very please with the service, and I have a lot of homework. I feel that I'm on my way to business ownership.

--- **Job S., George Co.**

Sheen Andrews has been invaluable for improving my business. She has gone above and beyond my expectations and the suggestions she's given me have been beneficial. Please keep this program.

--- **Karine H., Lamar Co.**

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