

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

June 20, 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.

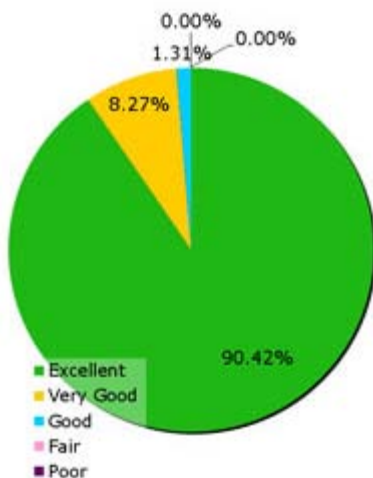
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	1523
- Businesses Started	132
--- Jobs Created	351
--- Jobs Retained	677
--- Loans Submitted	59
--- Loans Obtained	69

Total Capital Formation
\$35,452,483

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Everything Kayak



Pictured: Michael Pornovets (left, owner) Stephen Whitt (right, counselor).

Everything Kayak

Owner: Michael Pornovets

16201 Lemoyne Blvd, Biloxi, MS 39503

228-392-1190

www.everythingkayak.com

Michael came to Gulf Coast MSBDC as an Innovation Center tenant and a SBDC client. MSBDC Counselor, Stephen Whitt, worked with Michael in the pre-venture stage to write a business plan, to explore loan opportunities and to set up his Kayak distributorship. In addition, the GC MSBDC assisted Michael in securing a lease for the retail location that he currently occupies.

Michael recently transitioned out of the Gulfport Navy base and brings some wonderful organizational skills and personal drive to make a business successful. Gulf Coast MSBDC remains in weekly contact with Michael as he will drop by seek consultation for an advertising or business idea. Counselor, Stephen Whitt will also stop by Michael's

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

90.42% Excellent
8.27% Very Good
1.31% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **17 MSBDC Counseling Evaluation Forms with 13 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 June 6-12.

Questionnaire Summary

Were you in business when you came to the MSBDC?

09 Yes
08 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

17 Yes
00 No

How long did you have to wait?

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

store at least once a month to check in and offer further assistance.

Below, Michael shares his experience working with the GC MSBDC team and detailing the consultation process they worked on together to help his business succeed.

"I first came to the GCSBDC before transitioning from the NAVY. I wanted to find out how to start my kayak business correctly. Stephen Whitt, Mitch McDowell, and Connie Whitt all provided assistance to me. Stephen Whitt was my initial contact and provided me assistance with business plan information, business structures, marketing and advertising for my business. He was very valuable in helping me obtain lease space and when I outgrew that he assisted me in obtaining a great lease in my new location.

Mitch McDowell reviewed my business plan financial projections. He assisted me with information on applying for a Patriot Express which I did and received to start my "Everything Kayak" business. Connie Whitt helped me with the information on where to apply for my LLC, business license, EIN#, and basic advertising information. Stephen, Mitch, and Connie continue to listen to and make recommendations for my rapid growth and expansion. I look forward to their continued assistance and consider them a valuable tool in my tool box."

--- Michael Pornovets

Everything Kayak had some lofty business plan sales goals, which have been exceeded already. It is a pleasure for the MSBDC to be a part of his success. The MSBDC will continue to be there as a constant source of assistance and consultation.

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

Did your counselor give you specific recommendations?

17 Yes

00 No

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

17 Yes

00 No

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

17 Yes

00 No

Would you use the SBDC program again?

17 Yes

00 No

Would you recommend the SBDC services to others?

17 Yes

00 No

Who recommended our services?

03 Bank

01 SBDC Client

00 Legislator

00 Chamber

11 Other

Please rate the business assistance services you received:

16 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!

[Copiah-Lincoln Community College](#)

Very informative and eye opening.

--- **Penny W., Neshoba Co.**

Mr. Westbrook was very professional. He explained everything in a way that I could understand. I was very pleased with everything he spoke about.

--- **Veronica C., Lauderdale, Co.**

Very knowledgeable and informative. Very professional.

--- **Alisha B., Neshoba Co.**

Mr. Westbrook was very helpful and gave us alot to think about. Lots of information.

--- **Michelle R.**

GC MSBDC

Connie helped us out with the things my fiancée and I need to start our business. She answered any and all questions we had and also provided information about many things we hadn't thought about yet. Very helpful!!

--- **Taylor L., Harrison Co.**

My counselor was very helpful and patient. She gathered as much info as we could to find out about the business I am pursuing. She was very attentive.

--- **Tywana B., Harrison Co.**

JCJC MSBDC

It was very good. Mr. Gary gave me some very good advice and help.

--- **William B.N., Wayne Co.**

UM MSBDC

All of the information was helpful.

--- **Danielle M., Panola Co.**

Mr. Carden gave me great ideas on the next steps I need to take to create my business.

--- **Stephen H., Lafayette Co.**

"When you plan to start a business or buy an existing one, you must start with an exit plan." Favorite quote by Mr. James Carden.

--- **Bernard K., Lafayette Co.**

Great time learning how we might be able to work together and grow our business.

--- **William G., Lafayette Co. .**

Give time and advice for starting a business. Planning for in and exit strategy.

--- **W. Starling, P., Lafayette Co.**

Mr. Killebrew was very helpful today, he assisted me in all

[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.

my needs.

--- Earvin T., Monroe Co.

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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