

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

June 27, 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.

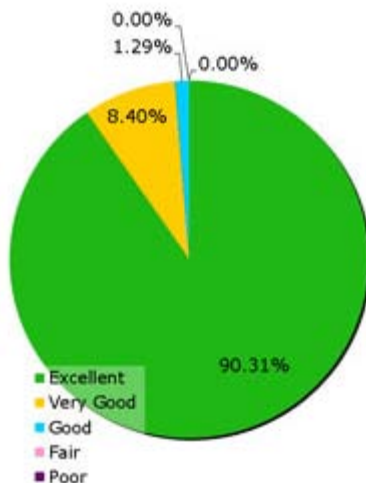
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	1565
- Businesses Started	132
--- Jobs Created	357
--- Jobs Retained	678
--- Loans Submitted	60
--- Loans Obtained	70

Total Capital Formation
\$35,504,450

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

CornerStone Business Financial Consultations, LLC.



Pictured: Calvin Leguin Williams (right, owner) Gary Suddith (left, counselor).

CornerStone Business Financial Consultations, LLC.

Owner: Calvin Leguin Williams

P.O. Box 428, Ellisville, MS 39437

601-800-8271

<http://cornerstonebfc.biz/>

Gary Suddith, Director at JCJC MSBDC met with Mr. Leguin Williams to assist him with the development of his business. CornerStone Business Financial Consultants brokers loans and leases for commercial businesses, and features an easy to use and customer friendly website.

Below, Mr. Williams comments about his experience working with the MSBDC, and the assistance he received from JCJC MSBDC Director, Gary Suddith.

"Gary helped us get going, and has helped us continue to grow. He gives us help on new business expansion plans, forms, design, etc., as well as helping us determine if projects have potential for profitable cash flow. We have

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

90.31% Excellent
8.40% Very Good
1.29% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **12 MSBDC Counseling Evaluation Forms with 14 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 13-19.

Questionnaire Summary

Were you in business when you came to the MSBDC?

12 Yes
04 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

11 Yes
00 No

How long did you have to wait?

02 0 days
04 1 day
03 2 days
00 3 days
00 4 - 7 days
00 8+ days

used him over and over, and hope he is around in to use a lot more." --- Leguin Williams

MSBDC wishes Mr. Williams and CornerStone Business Financial Consultants best of luck and much continued success.

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

The counselor I spoke with was very helpful today with leading me in the right direction as getting started on what I need to do.

--- **Chrishanta B., Pike Co.**

HCC MSBDC

Mr. Bennett was very helpful in answering both questions I had coming in, as well as questions that arose during our conversation. He did a very good job of portraying the information in an easy to understand way.

--- **Matt M., Rankin Co.**

MSU MSBDC

I was very well greeted by my counselor, he took the time out to go over everything I need to get my business started.

--- **Artricia E. E., Lauderdale Co.**

He was very helpful and gave great advice.

--- **Michelle D., Kemper Co.**

UM MSBDC

Have good experience and would recommend other people to avail this service.

--- **Rafiq R., Lafayette Co.**

I was told to start searching an get to know what I want out of it. See you in two weeks.

--- **Gerties P., Marshall Co.**

Did your counselor give you specific recommendations?

12 Yes

00 No

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

12 Yes

00 No

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

12 Yes

00 No

Would you use the SBDC program again?

12 Yes

00 No

Would you recommend the SBDC services to others?

12 Yes

00 No

Who recommended our services?

03 Bank

00 SBDC Client

00 Legislator

00 Chamber

09 Other

Please rate the business assistance services you received:

10 Excellent

02 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](#)

I was really impressed with the level of service and look forward to communicating with Mr. Schneider in the future.

--- **Nicole C., Desoto Co.**

He told me to research about it and to talk to others in the business.

--- **Bernard P., Marshall 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.



[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.

Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:
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