

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

August 8, 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.

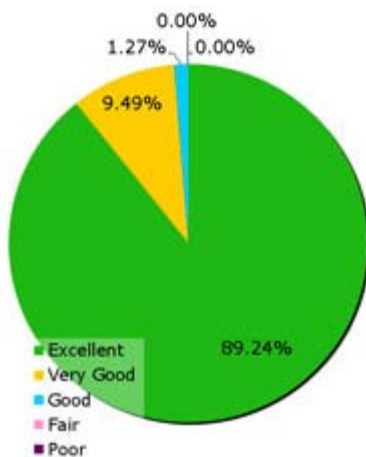
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	1803
- Businesses Started	154
--- Jobs Created	480
--- Jobs Retained	742
--- Loans Submitted	81
--- Loans Obtained	90

Total Capital Formation
\$42,821,556

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Odom Industries Inc.



Pictured: Garry Suddith (left, counselor) Debra McMichael (center, CFO), Richard James (right, President) Donna Odom (far-right, co-owner).

Odom Industries, Inc.

Owners: Debra McMichael, Donna Odom, Richard James.

800 Odom Industries Road, Waynesboro, MS 39367

601-735-0088

www.odomind.com

Debra McMichael contacted the JCJC MSBDC office to obtain help with preparing for a funding project. The project refinanced current debt structure and purchased highly energy efficient compressors for the plants. Gary Suddith, JCJC MSBDC Director facilitated a meeting between the client and their local bank and a Regional Preferred SBA Lender to discuss the project. The underwriting of the project took many months as Odom stepped forward to provide environmentally safe and clean work sites and clean work sites and operations, passing all tests with flying colors.

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

89.24% Excellent
9.49% Very Good
1.27% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **33 MSBDC Counseling Evaluation Forms with 27 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 July 25-31.

Questionnaire Summary

Were you in business when you came to the MSBDC?

11 Yes
19 No

If yes, how long?

06 0 - 11.9 months
02 1 - 3 years
03 4 - 7 years
00 8 - 15 years
02 15+ years

Was your request for an appointment given prompt attention?

33 Yes
00 No

How long did you have to wait?

12 0 days
03 1 day
02 2 days
02 3 days
01 4 - 7 days
00 8+ days

Odom Industries pro-actively looked for ways to improve operational efficiency, even as they went through a slow-down in production and the obtained financing took months. Odom is now discussing export possibilities with the Mississippi Development Authority's help. Hats off to Odom for providing a solid plan and proving to their lenders that they were a worthy recipient.

The JCJC MSBDC wishes Odom well in the future and is always available for ongoing assistance.



Visit the MSBDC Facebook [Page](#)!



See MSBDC [training videos](#) on YouTube!

Our Clients want our Stakeholders to know...

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

CLCC MSBDC

MSBDC has been a valuable resource for me in starting a small business. Having their guidance let's me know that I'm on the right track.

--- **Melody W., Adams Co.**

ECCC MSBDC

Mr. Westbrook was very helpful in answering my questions and pointing me in the right direction to get a business plan started.

Did your counselor give you specific recommendations?

33 Yes

00 No

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

33 Yes

00 No

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

33 Yes

00 No

Would you use the SBDC program again?

33 Yes

00 No

Would you recommend the SBDC services to others?

33 Yes

00 No

Who recommended our services?

02 Bank

06 SBDC Client

01 Legislator

03 Chamber

21 Other

Please rate the business assistance services you received:

28 Excellent

05 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](#)

--- **Glenda G., Newton Co.**

Informative.

--- **Filipo To, Oktibbeha Co.**

The meeting was very informative. Mr. Westbrook gave me many ideas of how to start my business. This workshop was great.

--- **Darrin G.**

HCC MSBDC

Our experience was informative and excellent.

--- **Sandra D., Hinds Co.**

Wonderful!! Great help!

--- **Cecilia B., Madison Co.**

GC MSBDC

Mitch provided me with excellent guidance and very valuable information.

--- **Theresa R., Hancock Co.**

Mitch was extremely helpful and gave me directions on the next step to take to grow my business. I really appreciate having this facility available to assist businesses in development and growth.

--- **Michelle N., Hancock Co.**

Lots of helpful information | starting business vs. running another already in place. Good references.

--- **Audri N., Harrison Co.**

JCJC MSBDC

I met with Mrs. Crystal Nail today. She was very helpful. She looked over my rough draft of my business plan and offered suggestions to help me in areas of concern. She helped put my mind at ease so that I can proceed with my plan.

--- **Glenda B., Jefferson Davis Co.**

This service needs to be advertised to the public. The service will aid in starting a business.

--- **Pearline M.**

I have never had anyone to set down and help me with a lot of these questions before, and it was really nice to be able to understand things.

--- **Nadine D., Wayne Co.**

Excellent service.

--- **Roy G.**

WOW!

--- **Barbara H., Wayne Co.**

I really feel that I have someone that can help me

[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.

understand and learn about my business.

--- **Cindy M., Covington Co.**

JSU MSBDC

Service was excellent.

--- **Marcus G., Hinds Co.**

It is nice to know that resources like these are available to assist and guide people such as myself, who don't interact with the business community on a daily basis.

--- **Shi-Nita W., Jones Co.**

Great experience, look forward to next meeting.

--- **Shahirmariasha B.**

I enjoyed my self.

--- **LaToya B., Hinds Co.**

Today I learned there is a lot to opening a business., its not just a name and location, it's a lifestyle.

--- **Dallas G., Hinds Co.**

UM MSBDC

James Carden was very informative about the steps needed when trying to start a new business.

--- **Corinthian B., Washington Co.**

My experience was very helpful. I know now what I need to do as for as research to get started. It was great.

Thank you.

--- **Joane S.**

Mr. Schneider was very informative and helpful. I feel that he is very willing to help and will be there to help us each step of the way.

--- **Christina G., DeSoto Co.**

I think everyone should consider counseling through MSBDC before opening a small business. The service is free and offers a very vital and helpful information.

--- **Kimberly O., Desoto Co.**

Gave me information concerning questions to ask mentors, current publishers, and protective advertisers.

--- **Steve J., DeSoto Co.**

I found my visit to be very informative and was advised to reorganize my existing business which I agree with.

--- **Stephen F., Lafayette Co.**

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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