

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

September 5, 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.

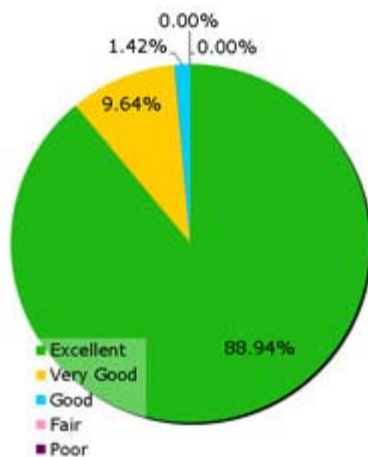
MSBDC Economic Impact Involvement

Since October 1, 2011

Counseled Clients	1934
- Businesses Started	165
--- Jobs Created	522
--- Jobs Retained	760
--- Loans Submitted	89
--- Loans Obtained	96

Total Capital Formation
\$43,612,395

Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

Small Business Spotlight

Mainspace Solutions

mainspace
OFFICE SOLUTIONS

Pictured: Mainspace Solutions logo.

Mainspace Solutions

Owners: Jason Richards

**184 Rawls Springs Loop Rd., Hattiesburg, MS
39402**

601-297-4848

After working in the furniture sales business for an extended period of time, Jason Richards wanted to open his own furniture sales company, supplying office furniture in the Hattiesburg area. Crystal Nail, counselor at the JCJC MSBDC assisted Jason with the start-up phase of his business, working with him on a business plan, proforma, licensing and tax regulations. Today, Mainspace Solutions is operating successfully and business is doing well.

Below, Mainspace Solutions Owner, Jason Richards shares a few words regarding the services he received from the MSBDC for the start-up of his business.

"In July 2010 we contacted MSBDC after deciding to start

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

88.94% Excellent
9.64% Very Good
1.42% Good
0.00% Fair
0.00% Poor

This week's client Evaluation of Services report includes data from **28 MSBDC Counseling Evaluation Forms with 12 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 August 22-28.

Questionnaire Summary

Were you in business when you came to the MSBDC?

06 Yes
21 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

28 Yes
00 No

How long did you have to wait?

10 0 days
03 1 day
02 2 days
02 3 days
00 4 - 7 days
02 8+ days

our own commercial furniture business. Crystal Nail immediately helped us with the steps to develop a business plan. After completing a business plan we were given advice on how to attain proper licenses and state requirements to open our doors for business. We were also provided with resources that would help assist in promoting our business and finding leads. Without the help and guidance of Crystal Nail at MSBDC it would have been a much lengthier stressful process."

--- Jason Richards

MSBDC wishes Jason Richards best of luck and continued success for Mainspace Solutions. The MSBDC will remain a resource for his business should any future needs arise.

Has your business been affected by Hurricane Isaac? Click [here](#) to view the disaster assistance page on the MSBDC website.



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.*

Did your counselor give you specific recommendations?

28 Yes

00 No

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

28 Yes

00 No

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

28 Yes

00 No

Would you use the SBDC program again?

28 Yes

00 No

Would you recommend the SBDC services to others?

28 Yes

00 No

Who recommended our services?

01 Bank

03 SBDC Client

00 Legislator

00 Chamber

21 Other

Please rate the business assistance services you received:

24 Excellent

03 Very Good

01 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](#)

CLCC MSBDC

Very informative answered a lot of the questions that we had.

--- **Robin B. Laurence Co.**

GC MSBDC

My experience was very helpful as well as knowledgeable.

--- **Roy A. Harrison Co.**

Mitch was extremely helpful and informative.

--- **Patricia F. Jackson Co.**

HCC MSBDC

The determination and knowledge of Mr. Bennett has definitely increased my hopefulness and understanding with starting my own business.

--- **Hunter L. Hinds Co.**

JSU MSBDC

The level of professionalism and knowledge that Mr. Rickey Jones exhibited is to be commended. He made our group feel very confident and assured about starting our new business.

--- **Edward C. Hinds Co.**

The counselor was very helpful in my concerns about business I recommend him to anyone.

--- **Gregory E. Warren Co.**

Info was very helpful for my purposes.

--- **Koronda S. Hinds Co.**

Very informative and beneficial.

--- **Melvin C. Hinds Co.**

MSU MSBDC

Doc is very resourceful and patient, I have learned a lot about starting a business and I've only been to one seminar and one appointment.

--- **Anthony W. Lauderdale Co.**

UM MSBDC

Exellect. God send. Look forward to more classes.

--- **Yolanda S. Desto Co.**

Today was a very informative meeting to help us take our business to the next level.

--- **Thayer G. Tishomingo Co.**

James Carden was very helpful in helping me write an appropriate business plan for our expansion.

--- **Luke G. Lafayette Co.**

[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.

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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