

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

*"Transforming Mississippi One Small Business at a Time"*

**October 31, 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

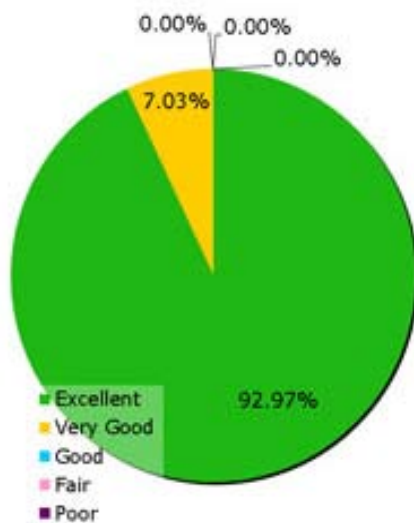
Since October 1, 2012

Counseled Clients	302
- Businesses Started	18
--- Jobs Created	50
--- Jobs Retained	35
--- Loans Submitted	11
--- Loans Obtained	12

### Total Capital Formation

**\$4,507,506**

### Initial Client Satisfaction



Data compiled since October 1, 2012 Initial Counseling Forms.

### Small Business Spotlight

MSBDC Export Training & Counseling



Did you know, the MSBDC offers export training and counseling for those Mississippi small businesses and entrepreneurs who are interested in growing their business in overseas markets? The organization has three centers with counselors who have completed the SBA Export and Certification program. Located in three regional areas (North MS, Hinds County area, and the Gulf Coast), they offer one-on-one counseling and training for small businesses who are interested in increasing sales and profits through exporting. Some of the questions commonly answered by these counselors would include:

- Do I have an exportable product?
- How much inventory will be required to sell overseas?
  - How do I go to market?
- (And most important) How will I get paid?

Training seminars offered throughout the state are designed to cover basics, such as, finding export data available through government agencies, computer links to lenders who specialize in export lending and specialist in the field of freight logistics. One-on-one counseling is also offered to individuals who require specific markets and customers identified. Once customers are identified,

## Rating for the Year:

Since October 1, 2012

92.97% Excellent

7.03% Very Good

0.00% Good

0.00% Fair

0.00% Poor

This week's client Evaluation of Services report includes data from **28 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 October 24-31.

#### Questionnaire Summary

Were you in business when you came to the MSBDC?

07 Yes

21 No

If yes, how long?

02 0 - 11.9 months

04 1 - 3 years

00 4 - 7 years

00 8 - 15 years

02 15+ years

Was your request for an appointment given prompt attention?

27 Yes

00 No

How long did you have to wait?

07 0 days

07 1 day

01 2 days

03 3 days

03 4 - 7 days

00 8+ days

Did your counselor give you specific recommendations?

help can also be obtained through introductions to specialists employed by the US Department of Commerce to check on legitimacy or help arrange a foreign visit if so desired.

Exporting requires persistence, patience, and knowledge of technical, procedural, and documentary requirements.

This is the reason most companies don't make the attempt. But there is help. The MSBDC has a trained staff that is ready to help these companies and entrepreneurs find out if they have what it takes to participate in the global marketplace.

If you know of someone who could use information on exporting, have them contact the MSBDC by calling 1-800-725-7232 (MS only) or 662-915-5001 to be referred to the counselor nearest them. Or, go online to contact a counselor by clicking [here](#).



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.*

GC MSBDC

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?

00 Bank

07 SBDC Client

00 Legislator

00 Chamber

21 Other

Please rate the business assistance services you received:

25 Excellent

03 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](#)  
[East Central Community College](#)  
[Hinds Community College](#)

I went to see Mitch completely confused and walked out completely confident. Thank you!

--- **Roy S., Jackson Co.**

Very helpful. Pointed me exactly where I need to go. Thank you!

--- **Shasta C., Jackson Co.**

#### HCC MSBDC

Mr. James Bennett at the Hinds Community College MSBDC was more helpful than 10% other professionals we spoke with about matters concerning the start up of our business. We cannot thank Mr. Bennet and MSBDC enough!

--- **Laura M., Hinds Co.**

I found Mr. James Bennett to be very resourceful and efficient in this approach to helping new and prospective businesses get on their feet. He offered more info than lawyers and other I'd paged previously.

--- **Abraham S.C., Hinds Co.**

Mr. Bennett advice me on every aspect of this business. Very knowledgeable of setting up my business.

--- **Plavise P., Hinds Co.**

Was provide with excellent information. I will be back for additional help.

--- **Maestro M., Hinds Co.**

Very helpful and informative; a must use service when starting a business.

--- **Jennifer K. L., Madison Co.**

#### JSU MSBDC

My experience was very well, satisfactory.

--- **Irvin E., Scott Co.**

I really enjoyed the consolation with Mr. Brown. His advice was very helpful and decisive. I thank him for the time and effort.

--- **Ifatila A., Hinds Co.**

It was very informational. Mr. Brown gave me great advice and his help was excellent.

--- **Candace T., Lincoln Co.**

Mr. Brown was very helpful and gave me all the resources that I needed to accomplish my goal.

--- **Tamaria M., Hinds Co.**

My experience was very informal and the overall quality was outstanding.

--- **Taneashia R., Lafayette Co.**

[Jackson State University](#)  
[Jones County Junior College](#)  
[Mississippi State University](#)  
[The University of Mississippi](#)

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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](http://www.mssbdc.org) or call our toll free number (MS only. Area codes 662 601 and 228) 1-800-725-7232.

My experience was a educational and insightful. The counselor was very helpful and wouldn't stop until my goals were met.

--- **Coretta K., Hinds Co.**

Very informative!

--- **Craig M. Hinds Co.**

His experience was excellent and patient with me as he transition the information.

--- **Percy A., Hinds Co.**

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#### **UM MSBDC**

My experience was good.

--- **Laura S., Lafayette Co.**

Very very glad I came and will be signed up for future classes.

--- **Ronnie F. Desoto Co.**

Mr. Killebrew was helpful in every way.

--- **Marcus A., Chickasaw Co.**

Mr. Killebrew was very personable, responsive, and informative. He gave realistic advice and direction for resources. I am cautiously optimistic, and very thankful for MSBDC!

--- **Linda T., Lee Co.**

Speaker was very informative and I appreciate.

--- **Kathy S., Desoto Co.**

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*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.*

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Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
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