

MISSISSIPPI SBDC

WEEKLY STAKEHOLDER NEWSLETTER

"Transforming Mississippi One Small Business at a Time"

November 14, 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

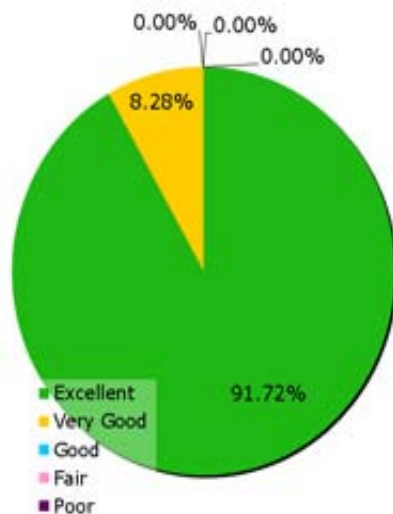
Since October 1, 2012

Counseled Clients	348
- Businesses Started	189
--- Jobs Created	90
--- Jobs Retained	73
--- Loans Submitted	11
--- Loans Obtained	12

Total Capital Formation

\$4,527,506

Initial Client Satisfaction



Data compiled since October 1, 2012 Initial Counseling Forms.

Small Business Spotlight

Guide to MSBDC Training Workshops



The MSBDC hosts a variety of workshops all over the state to meet the training needs for many individuals who are looking to start a business or already in the beginning stages. These training workshops also serve as a great foundation for one-on-one counseling once a client's business needs become more complex.

Starting a Business - First Steps

This is our premiere workshop for someone who is interested in starting a business but does not know where to begin. This workshop, offered throughout the state, helps individuals come up to speed on those topics most critical for a beginning business to know. For example, regulations such as licenses and permits, legal forms of business ownership, basic marketing concepts and an introduction into creating a business plan.

How to Develop a Business Plan

How to Develop a Business Plan is a great workshop for a beginning entrepreneur to take, especially after Starting a Business - First Steps. It is designed to assist in preparing a business plan, and goes in-depth in explaining each component needed to for a business plan.

Rating for the Year:
Since October 1, 2012

91.72% Excellent
8.28% 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 31- November 6.

Questionnaire Summary

Were you in business when you came to the MSBDC?

03 Yes
14 No

If yes, how long?

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

Was your request for an appointment given prompt attention?

17 Yes
00 No

How long did you have to wait?

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

Did your counselor give you specific recommendations?

Some workshops are based on a unique area of expertise, which is the focus of a particular Counselor. For example, a **Basics of Exporting** workshop is hosted by the HCC MSBDC. If you or someone you know would like to learn more about what the MSBDC has to offer small businesses interested in export training, please see [last week's newsletter](#) for more information.

Workshops offered in addition to those listed above can sometimes vary, but often cover such topics as **Marketing** or **Financial Management**. To stay current on what workshops are being offered across the state, or in your local area, just visit our website and look for "Workshop Schedule" as illustrated in the picture below.



Visit the MSBDC Facebook [Page!](#)



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

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?

02 Bank

01 SBDC Client

00 Legislator

00 Chamber

14 Other

Please rate the business assistance services you received:

14 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](#)

Our Clients want our Stakeholders to know...

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

ECCC MSBDC

Very beneficial! And very helpful.

---**Stacey S., Scott Co.**

GC MSBDC

Thank you Mitch for getting me pointed in the right direction, and I look forward to meeting again in December to set up my LLC.

---**Kelly L., Harrison Co.**

My counselor Mitch McDowell, was extremely thorough and very helpful. It was a good experience all together.

--- **Terry B., Harrison Co.**

I went to class and I learned alot's of thing now--am ready to get my business going.

--- **Sandra T., Harrison Co.**

JCJC MSBDC

Mr. Suddith was friendly and thorough in advising me which way to go to start my business. I enjoyed the initial counseling session. I really enjoy the homework! Thanks alot. He made the picture clearer.

--- **Jenean H., Marion Co.**

It was very good.

--- **Vince W., Greene Co**

Had a very helpful visit.

--- **Jeremy W., Smith Co.**

JSU MSBDC

Very good experience.

--- **Michael A., Hinds Co.**

Before coming to JSU Center to talk about my business options I was not very informed on the steps I needed to take to be begin. After talking with Mr. Jones I feel as if I can accomplish my goal. This has been very informative

[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.

for me.

--- **Brenda D., Hinds Co.**

SBJA MSBDC

My counselor Sheen Andrews was very easy to talk to. She provided us with really good referral resources.

--- **Jacqueline V., Lamar Co.**

UM MSBDC

I had an open discussion about the future direction I hope to take my business.

--- **Bobby D., Lafayette Co.**

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Mississippi Small Business Development Center's Weekly Stakeholder Update

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