

Mission: To provide services and support that will enable the state of Mississippi to become the leading environment for small business success in the nation.



Artist Rendition of the MSBDC State Office/UM MSBDC, University of MS.

Vision: “Transforming Mississippi One Small Business at a Time”

MSBDC Economic Impact

FFY 2010

- Unique Clients	2,155 clients
– Pre-venture	1,305 clients
– Existing Business	921 clients
– Business Starts	161 starts
– Jobs Created	779 jobs
– Jobs Retained	1,033 jobs
– Annual Sales	\$836,375,246

Funding Received by Clients

– Loans Obtained	150 loans
– Cap. Formation	\$64,370,562

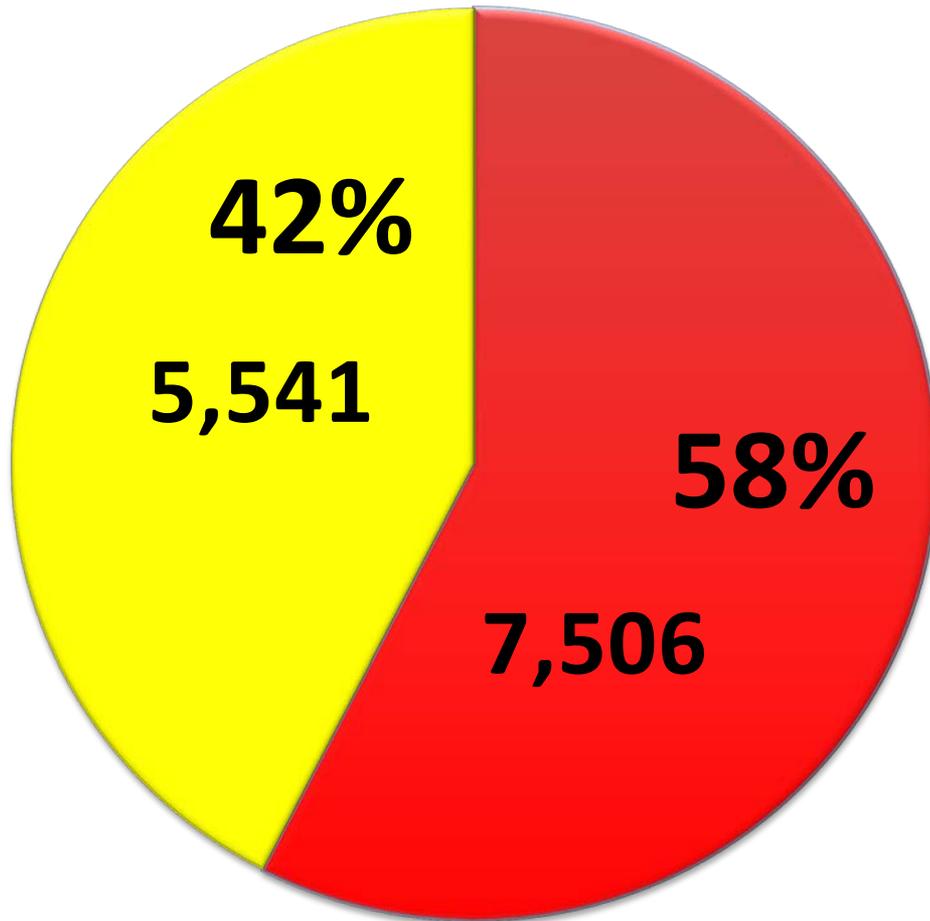
Counseling & Training Hours FFY 2010

 **Counseling Hours**

Approx. Funds
Invested:
\$1,164,225.6

 **Training Hours**

Approx. Funds
Invested:
\$498,967.6



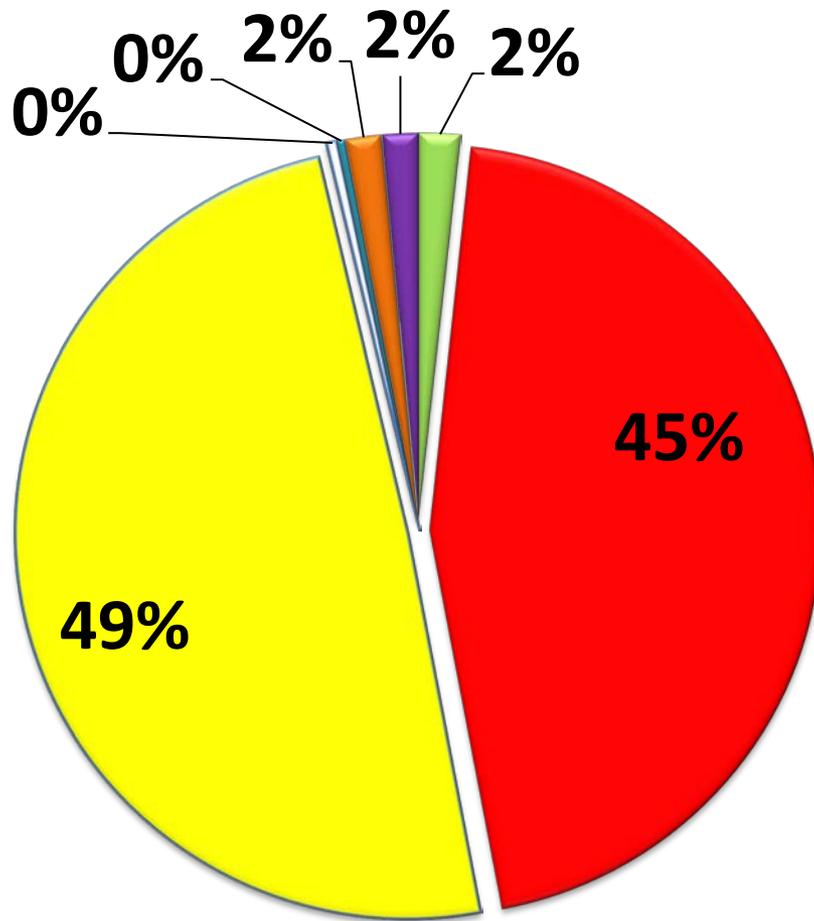
- Average hours per client counseled:
3.49
- Average hours per session counseling session:
1.68
- Average Training hours per client:
2.11

**Drawn from a total of:
4464 Counseling Sessions
304 Training Events**

Many of our training events consist of state-wide standardized workshops such as...

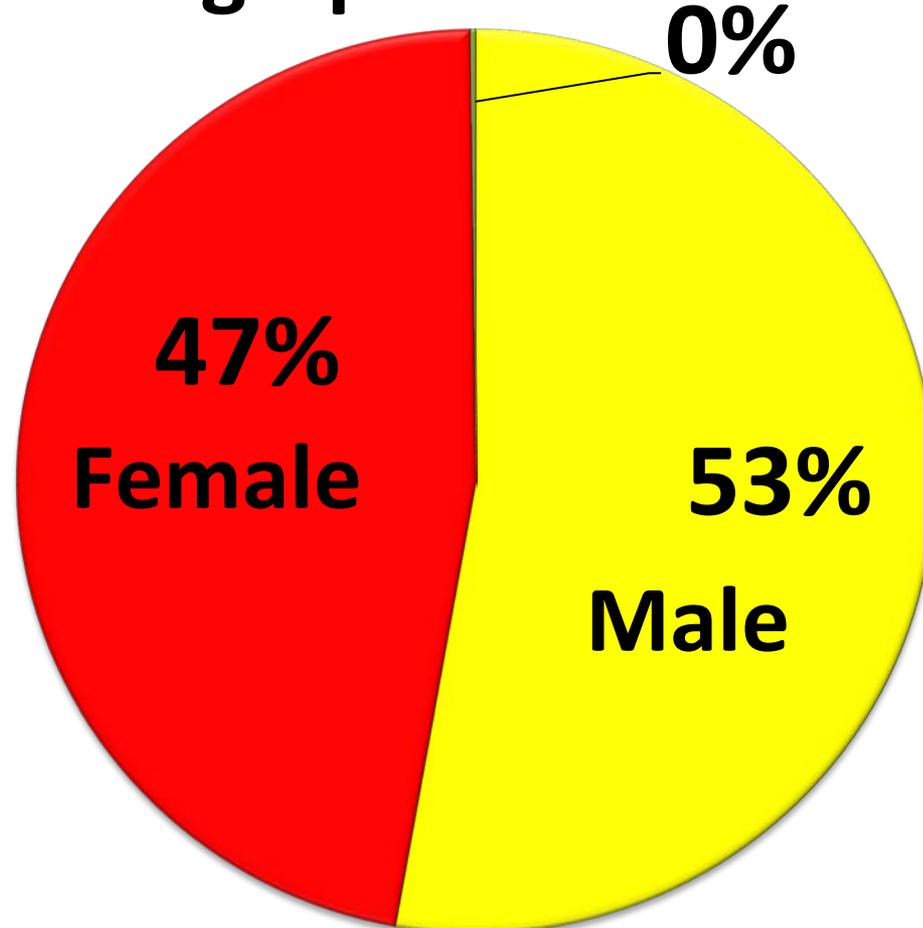
- First Steps to Starting a Business
- Financial Analysis
- How to Develop a Business Plan
- Resources for your Small Business
- Small Business Tax Issues
 - Human Resource Management

Client Demographic Data FFY 2010



■ Asian	37
■ Black	994
■ White	1081
□ Native American	9
■ Pacific Islander	7
■ Hispanic	32
■ No Reply	32

Gender Demographic



■ Male

1,138

■ Female

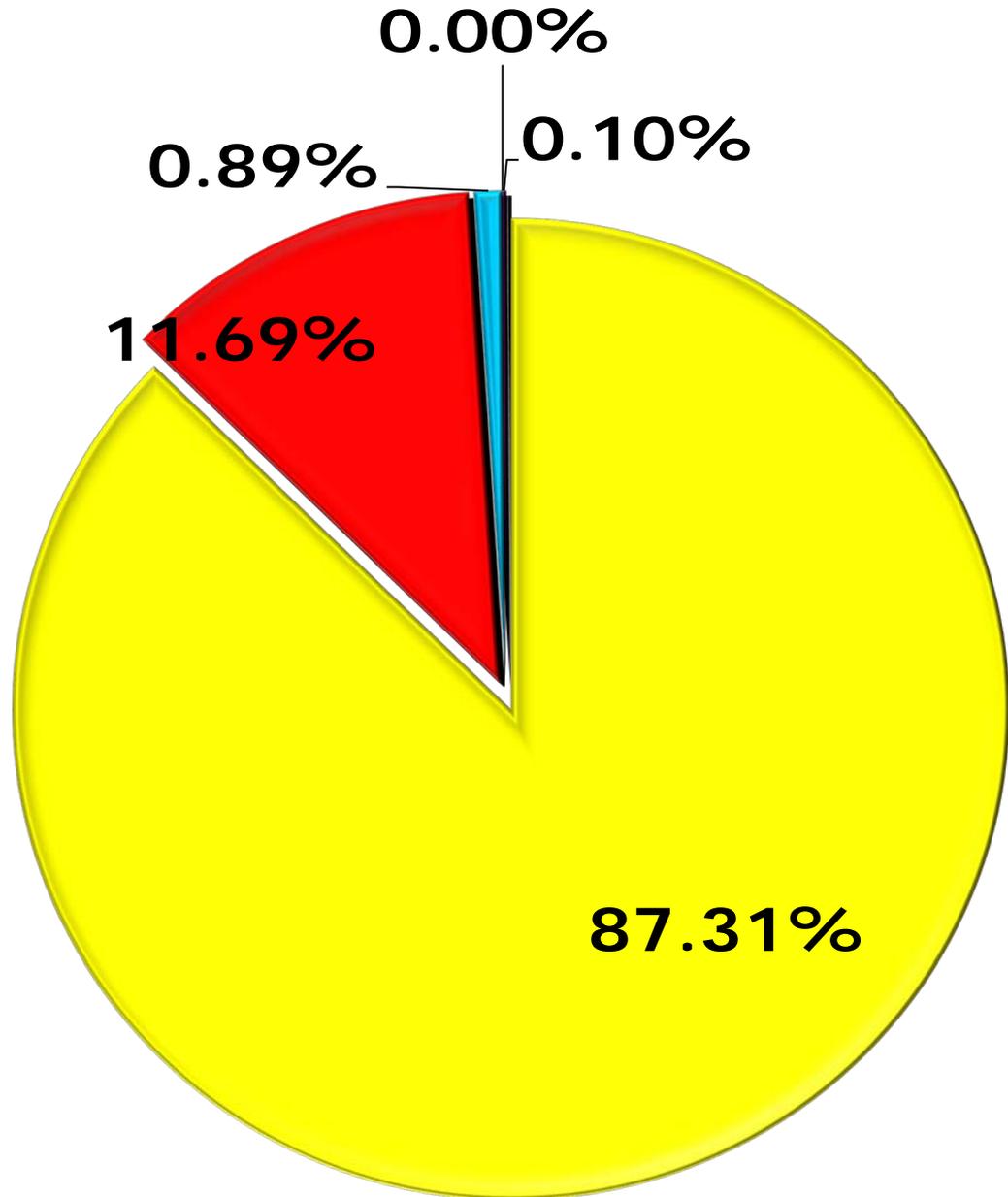
1,013

■ No Reply

2

Client Satisfaction Rating for the Year FFY 2010

- Excellent
- Very Good
- Good
- Fair
- Poor



- 87.31% *Excellent* - 11.69% *Very Good* - 0.89% *Good* - 0.00% *Fair* - 0.10% *Poor* -

Initial Client Evaluation forms are an important way for MSBDC clients to give feedback about our services. Client satisfaction data and all direct quotations from clients are included in our Weekly Stakeholder email Newsletter.

Initial client satisfaction data and initial client comments are posted on our public website covering the past 2 years.

A sample of the direct quotes from our clients as featured in our Weekly Stakeholder Newsletter.

CLCC MSBDC

Jeff opened my eyes to long list of things that I had not considered. The list of things to consider will help me make a better business plan! --- Steven E. Dantin, Pike Co.

ECCC MSBDC

The information Mr. Westbrook gave me was of great help. The main questions I needed were answered. --- Courtney Richardson, Winston Co.

HCC MSBDC

I received prompt attention. I was called back within 1 business day and had an appointment within 4 days. The service and recommendations were very helpful. I would certainly recommend this service to others. --- Hope Sanderford, Covington Co.

JCJC MSBDC

I was thoroughly educated and given a much better idea of my needs and concerns for business ownership. --- James Kent, Jones Co.

JSU MSBDC

I had a very pleasant experience with SBDC and Mr. Thomas. All my concerns with starting my own business were addressed. --- *Rachel Bates, Hinds Co.*

UM MSBDC

The experience was very interesting. I learned a lot of things that I didn't know pertaining to starting your own business. I am truly grateful that I had this opportunity to attend this session. ---

Kimberly Washington, Benton Co.

MSU MSBDC

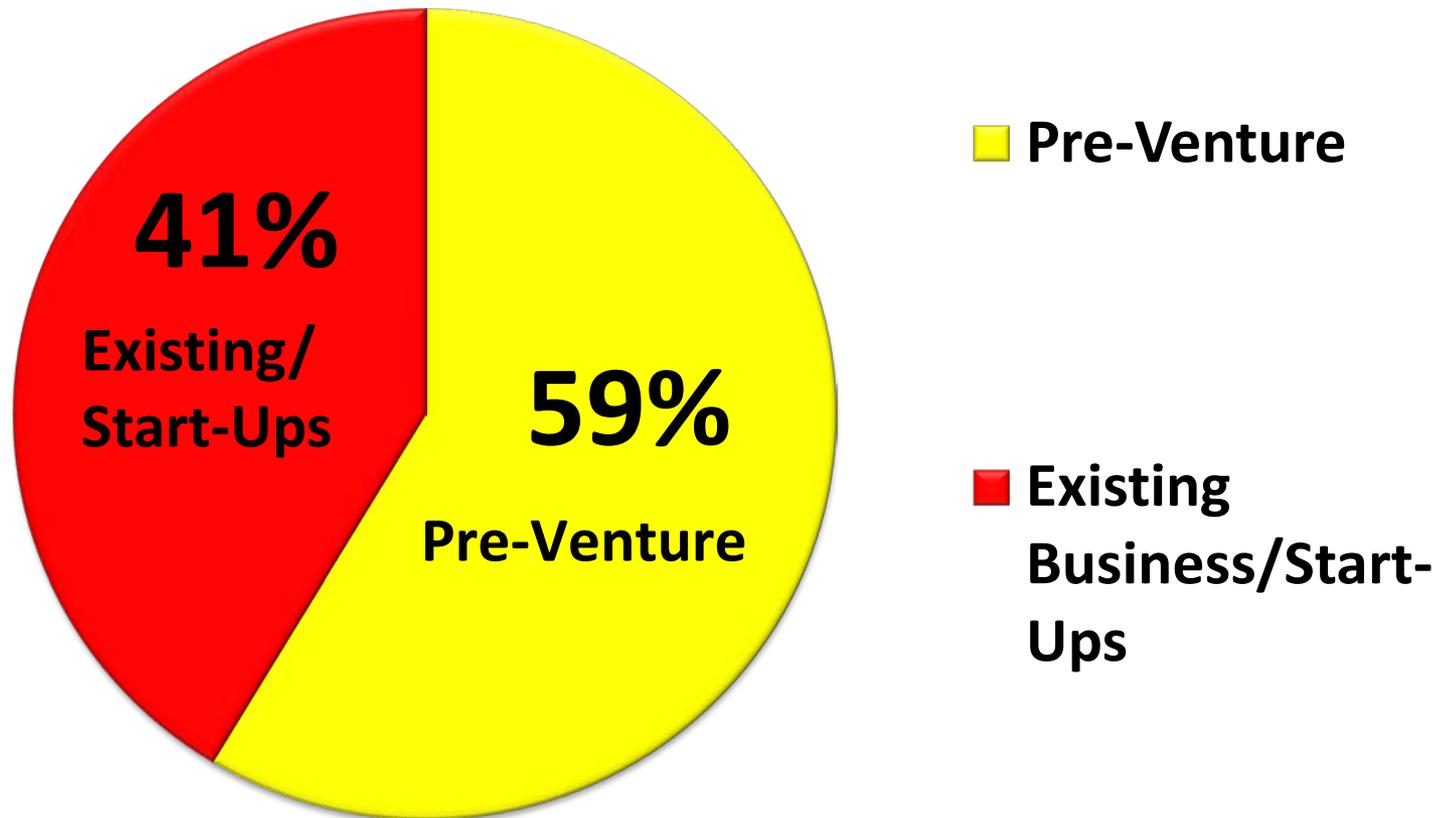
Hamp Beatty was instrumental in clarifying active steps to identifying funding options for working capital. This initial meeting was excellent and Mr. Beatty's thoroughness and excellent understanding of circumstances to create positive change was outstanding. We are grateful for his help. --- Edward F. Todd, JR., Clay Co.

Gulf Coast MSBDC

Mitch has been courteous and flexible with his schedule. He has lots of useful information and has gotten me on the right path. ---

Andrew Winans, Jackson Co.

Type of Clients Counseled FFY 2010



**For every 10 Pre-venture clients counseled,
one starts their business.**

Client Type	Unique Clients	Unique Sessions	Contact Hours	Hours Invested	~MSBDC Budget Allocated
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<u>Pre – Venture</u>	<u>1,305</u>	2,554	3,000	4,323	\$686,893
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<u>Existing Business</u>	<u>921</u>	1,910	2,012	3,190	\$477,345
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For every dollar invested in MSBDC, we help our clients create \$30.96 in capital formation.

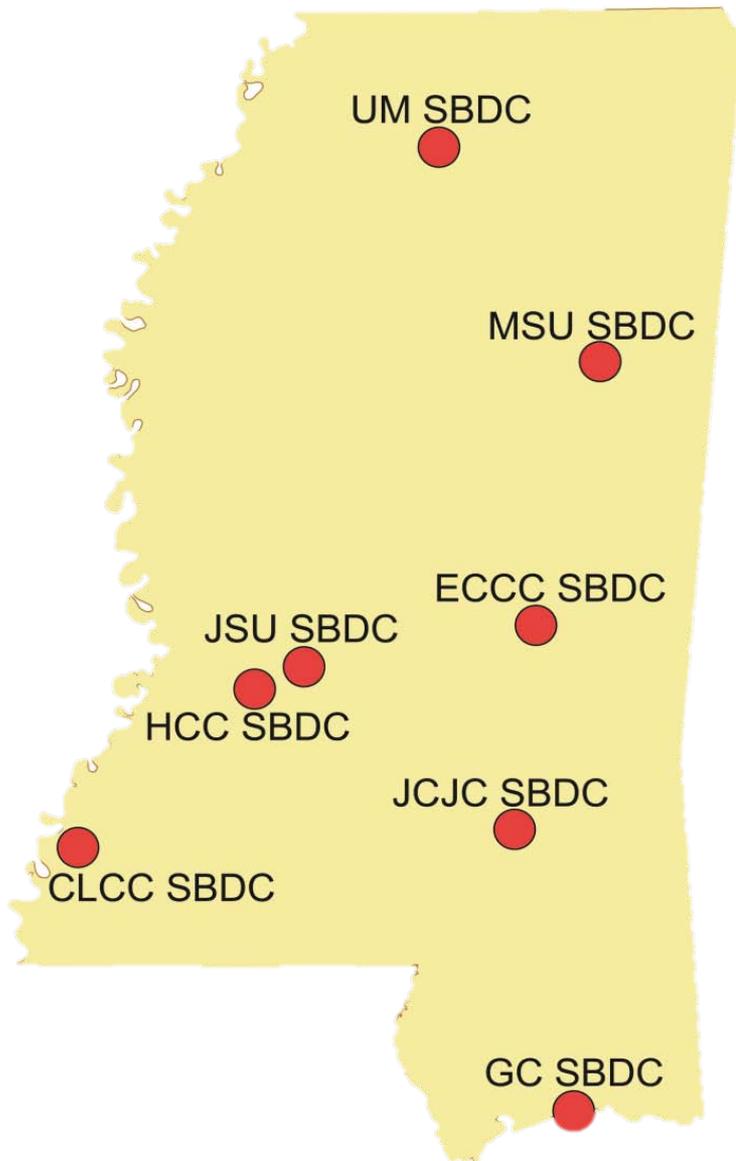


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**Top Left: Not Your Average Foods, Alcorn Co, MS.
Bottom Left: Cajun Land, Carriere, MS.
Top right: The Cricket Box, Vicksburg, MS.
Bottom Right: Roz Roy Folk Art Gallery, Jackson, MS.**



Contact MSBDC



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