



Small Business Development Center

College of Business & Industry

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Mississippi State University Small Business Development Center



Small Business Development Centers

- Established in 1981 to assist small business owners as well as potential small business owners.
- The mission of the MSBDC and the MSU SBDC is to provide services and support that will enable the state of Mississippi to become the leading environment for small business success in the nation.

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Information about the SBDC

- One of 8 in the state
- Serve 10 counties
- Offer free service:
 - One on one counseling
 - Advice
 - Information
 - Encouragement
 - Direction
- Can help you put your thought and ideas into written form (Business Plan)
- Do not make any loans or have any money!!
- Conduct workshops and seminars



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What Do We Do?

- The SBDC provides:
 - Business counseling
 - Training
 - Research assistance
 - Advice
 - Information
 - Encouragement
- We make special efforts to reach minority groups, veterans, women and the disabled



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Facts About the SBDC

- Eight out of ten people need to borrow money
- One-fourth of the people we see are in business
- Over 60% of our clients are female
- We are funded by the College of Business and Industry at MSU and the SBA

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Information about SBDC

- “How can we help you?”
- Who, What, Where, When?
- Business plan packet, checklist for going into business, information on a particular town
- Sources and uses of funds
- Informed with their progress and need for additional help

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We ask . . .

- How much is the
 - RENT?
 - UTILITIES?
 - INVENTORY?
 - LABOR?
 - COST OF GOODS SOLD?
 - FRANCHISE?
 - LOAN?
 - INVESTMENT?



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Our Clients

- We see a variety of clients and ideas each month . . . from hogs and catfish to computers, restaurants, and day care centers
- We try to reduce these projects to numbers in a written form, or business plan



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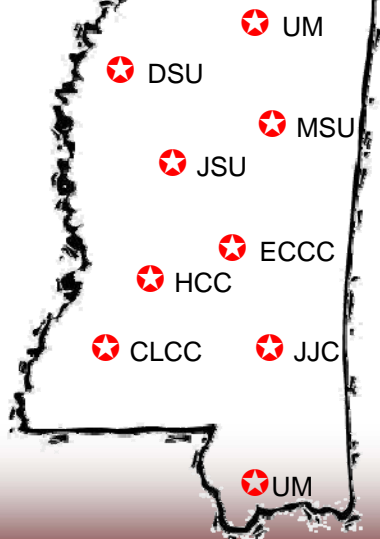
Counties Served by the MSU SBDC

- Webster (10,200)
 - Choctaw (9,758)
 - Monroe (30,050)
 - Oktibbeha (42,900)
 - Clay (21,979)
 - Noxubee (12,548)
 - Lowndes (61,586)
 - Montgomery (12,189)
 - Kemper (10,356)
 - Lauderdale (78,161)
- Total population served by the MSU SBDC is 289,727 Mississippians.



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MSBDC



Small Business Development Centers

- Copiah-Lincoln Community College
- Delta State University
- East Central Community College
- Hinds Community College
- Jackson State University
- Jones Junior College
- Mississippi State University
- University of Mississippi

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**Mississippi State University
Small Business Development Center
FY 2006**

<u>Total Clients</u> Counseled	311
<u>Business Workshops</u> Sponsored	33
<u>Attendees</u> at Workshops	1,285
Clients <u>New Jobs Created</u>	124
Clients <u>Jobs Retained</u>	313

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FY 2006

Clients <u>Total Sales</u>	\$27,447,000
Clients <u>Total Investment</u>	\$7,607,700
Clients <u>Total Loans</u>	\$3,563,772

- Approximately 20% of SBDC clients are already in business.
- Approximately 60% of clients served by SBDC are female.
- Mississippi State University Small Business Development Center serves Oktibbeha, Lowndes, Clay, Webster, Winston, Noxubee, Choctaw, Montgomery, Kemper, and Lauderdale counties.
- Total population served: 289,000

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