



Transforming Mississippi  
One Small Business at a Time

FFY2020



## Greetings from the State Director

During 2020 Mississippi saw unprecedented change and disruption in every business because of the COVID-19 Pandemic. The Mississippi SBDC Network immediately pivoted all operations to 100% virtual, and doubled the number of small business owners and entrepreneurs served in 2020 than in 2019.

Looking back, no one could have predicted that we would still be in emergency response mode of delivering our key services all online: high level business counseling, workshops, webinars, and technical assistance. Our mission is to foster Mississippi's entrepreneurial ecosystem, providing businesses expertise and resources that drive success. This mission is as important now as it has ever been. Businesses are continuing to be adversely affected by continued shuttering, decrease in sales, challenges in supply chain, social distancing, and a workforce that is weary. Every member of the Mississippi SBDC has daily stepped up, carried the mantle and served their client's business as if it were their own. As the director I could not be more in awe of the caliber of service and perseverance every one of our team has delivered in 2020.

**How did we do it?** We categorized our delivery of support into two buckets: Triage and Relaunch.

Triage consisted of immediate, accurate information and technical assistance guiding our clients to access disaster funding and the PPP loans made available through CARES Act. Our staff spent a tremendous amount of time ensuring tools and resources were available to assist the small businesses that contacted us for guidance and help.

We also collaborated with the MS Secretary of State's office to enhance their Y'all Business website building out a resource map. This resource map began as a listing and search mechanism of resources available by location and area of assistance and then COVID-19 specific resources were also added. We continue to add / search for? methods for connecting clients with the best resource.

Relaunch focused on tools, resources and technical assistance to assist small business to relaunch, restart, restructure, and pivot their business in order to survive and thrive.

Partnerships within the universities across Mississippi enabled the Mississippi SBDC to provide:

- **Online on-demand Workshops and Webinars**
- **Research Center to provide timely market information during the pivot, relaunch, restructure plan**
- **Specialty Business Counselors in the areas of:**

Market/Market Analysis	International Trade	Minority Lending
Technology	Cybersecurity	Agriculture
Commercialization	Retail	

We continue to align with resources across Mississippi to link our clients to resources that best meet their needs. Our business counselors have devoted countless hours for professional development to provide a high value business support experience for our clients.

Mississippi relies on the success of the potential and existing small businesses to build and drive the economy and the Mississippi SBDC aligns its mission to support this success: To foster Mississippi's entrepreneurial ecosystem, providing businesses expertise and resources that drive success. This mission is critical more so now than ever. As we continue to align and collaborate with other resources across the state, we also are surveying the landscape to identify opportunities for the small businesses we serve.

This publication highlights through data and numbers the extreme dedication of our staff. You will also read it as told by our clients, in their own words, because numbers don't tell the whole story – every number is a real person that we have assisted. It has been an honor to serve our clients during this pandemic.

We deeply appreciate the support of our stakeholders, which include our host, the University of Mississippi, as well as the municipalities, community colleges, universities through which we are able to connect to future entrepreneurs and small businesses across Mississippi. We also appreciate support from the State of Mississippi and our Federal supporters and partners; all have helped to ensure Mississippi SBDC's ability to support and serve our clients. Our staff of directors, counselors, support staff and volunteers have worked diligently to ensure we continue to deliver a high-quality program as we serve the small business ecosystems that are the backbone of Mississippi's economy. It is our honor and we thank you for your support.



## Greetings from Dean Cyree



The SBDC is the practical application of business principles for the business community. They provide community service and outreach and allow entrepreneurs and business owners to improve what products and services they provide. The SBDC allows Mississippians to compete, and creates jobs to the betterment of the state, region, and country. An investment in the SBDC is money well spent in economic development and jobs.

### **Ken B. Cyree, Ph.D.**

The University of Mississippi,  
Dean of the School of Business  
Administration  
Frank R. Day /  
Mississippi Bankers Assoc. Chair  
Director of MS School of Banking  
Professor of Finance

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# Locations

## MSBDC State Office

PO Box 1848 • 122 Jeanette Phillips Drive  
University, MS 38677-1848  
(662) 915-5001 • [msbdc@olemiss.edu](mailto:msbdc@olemiss.edu)

**Sharon Nichols**, *State Director*  
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**Janet Dickens**, *Assistant Director*  
[jdickens@bus.olemiss.edu](mailto:jdickens@bus.olemiss.edu)

**Michelle Thompson**, *Communications Specialist*  
[mthomp@olemiss.edu](mailto:mthomp@olemiss.edu)

**Derek Stephens**, *Technology Commercialization Consultant*  
[dbstephe@olemiss.edu](mailto:dbstephe@olemiss.edu)

**Sarah Cervantes**, *Extension Specialist*  
[scervant@go.olemiss.edu](mailto:scervant@go.olemiss.edu)

## University of Mississippi MSBDC

PO Box 1848 • 122 Jeanette Phillips Drive  
University, MS 38677-1848  
(662) 915-5001 • [umsbdc@olemiss.edu](mailto:umsbdc@olemiss.edu)

**Precious Thompson**, *Administrative Coordinator*  
[ppthomps@olemiss.edu](mailto:ppthomps@olemiss.edu)

## UM MSBDC Business Assistance Center – Tupelo, MS

The Renasant Center for Ideas  
398 E. Main Street • Tupelo, MS 38804  
(662) 680-6988

**Derek Stephens**, *Business Counselor*  
[dbstephe@olemiss.edu](mailto:dbstephe@olemiss.edu)

## UM MSBDC Business Assistance Center – Southaven, MS

University of Mississippi • DeSoto Campus  
1150 Church Road W., Ste. Q  
Southaven, MS 38671  
(662) 915-1291

**Rick Schneider**, *Business Counselor*  
[rjschne1@olemiss.edu](mailto:rjschne1@olemiss.edu)

## Hinds Community College

International Trade Center MSBDC  
1500 Raymond Lake Road, 3rd Floor  
Raymond, MS 39154  
(601) 857-3536 • [sbdc@hindsc.edu](mailto:sbdc@hindsc.edu)

**James Harper**, *Regional Director*  
(601) 857-3581  
[JEHarper@hindsc.edu](mailto:JEHarper@hindsc.edu)

**James Bennett**, *Business Counselor*  
[jgbennett@hindsc.edu](mailto:jgbennett@hindsc.edu)

**Kimberli Hale**, *Secretary*  
[kimberli.taylor@hindsc.edu](mailto:kimberli.taylor@hindsc.edu)

## Hinds Community College Vicksburg

755 MS-27 • Vicksburg, MS 39180

**James Harper**  
601-857-3581

## HCC MSBDC Business Assistance Center – Rankin Campus

3805 Hwy 80E • Pearl, MS 39208  
(601) 936-1817

**James Bennett**, *Business Counselor*  
[jgbennett@hindsc.edu](mailto:jgbennett@hindsc.edu)

## Mississippi State University MSBDC

MSU Business Incubator Building  
60 Technology Blvd., Suite 105E  
Thad Cochran Research, Technology  
& Economic Development Park  
MS State, MS 39759  
(662) 325-8684

**Chip Templeton**, *Center Director*  
[ctempleton@business.msstate.edu](mailto:ctempleton@business.msstate.edu)

## MSU MSBDC Business Assistance Center – Meridian, MS

MSU Meridian • Division of Business  
Deen Building • 2212 5th Street #202  
Meridian, MS 39301  
(601) 696-2286

**Karen Kimberl**, *Business Counselor*  
[kkimberl@business.msstate.edu](mailto:kkimberl@business.msstate.edu)

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### **Gulf Coast MSBDC- Biloxi, MS**

Hancock Whitney Building , 8th floor  
2510 14th St, Gulfport, MS 39501  
(228) 396-8661 • gcsbdc@olemiss.edu

**Connie Whitt**, *Center Director*  
ccwhitt@olemiss.edu

**April Holland**, *Business Counselor*  
adholla1@olemiss.edu

**Mitch McDowell**, *Regional Director*  
msmcdowe@olemiss.edu

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### **University of Southern Mississippi MSBDC**

Trent Lott National Center  
6197 Highway 49 South • Room 215  
Hattiesburg, MS 39406  
(601) 266-5892 • sbdc@usm.edu

**Rita Mitchell**, *Business Counselor*  
rita.a.mitchell@eagles.usm.edu

**Don Calcott**, *Business Counselor*  
Jdcalcot@olemiss.edu

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### **Jackson State University MSBDC**

College of Business  
1400 J.R. Lynch Street • Ste. 332, 3rd Floor  
Jackson, MS 39217  
(601) 979-1100 • InfoSbdc@jsums.edu

**Rickey Jones**, *Center Director*  
Rickey.d.jones@jsu.ms.edu

**Oreler Renae Baker**, *Administrative Assistant*  
info@jsums.edu

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### **East Central Community College MSBDC**

52 9th Street • P.O. Box 129  
Decatur, MS 39327-0129  
(601) 635-6296 • sbdc@eccc.edu

**Ronald Westbrook**, *Center Director*  
rwestbrook@eccc.edu

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### **East Central Community College**

Louisville Career Advancement Center  
1475 S Church Ave. • Louisville, MS 39339

**Ronald Westbrook** • 601-635-6296

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### **East Central Community College**

Carthage Career Advancement Center  
121 E Main Street • Carthage, MS 39051

**Ronald Westbrook** • 601-635-6296

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### **East Central Community College**

Neshoba Business Enterprise  
256 W. Beacon Street • Philadelphia, MS 39350

**Ronald Westbrook** • 601-635-6296

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### **City of Jackson MSBDC**

200 South President Street  
Jackson, MS 39202  
(601) 960-1638

**Michael A. Davis**, *Center Director*  
mdavis@city.jackson.ms.us

**Vic Sexton**, *Business Counselor*  
vsexton@city.jackson.ms.us

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### **Mississippi Development Authority MS-SBDC**

501 North West Street  
Jackson, MS 39201  
(601) 359-3076

**Shirley Tucker**, *Business Counselor*  
Shirley.tucker@mssbdc.org

**Whitney Jackson**, *Business Counselor*  
Whitney.jackson@mssbdc.org

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### **Copiah – Lincoln Community College MS-SBDC**

Thames Center  
1084 Lake Road  
Wesson, MS 39191  
(662) 832-3643

**Heather Emory**, *Business Counselor*  
hemory@mssbdc.org

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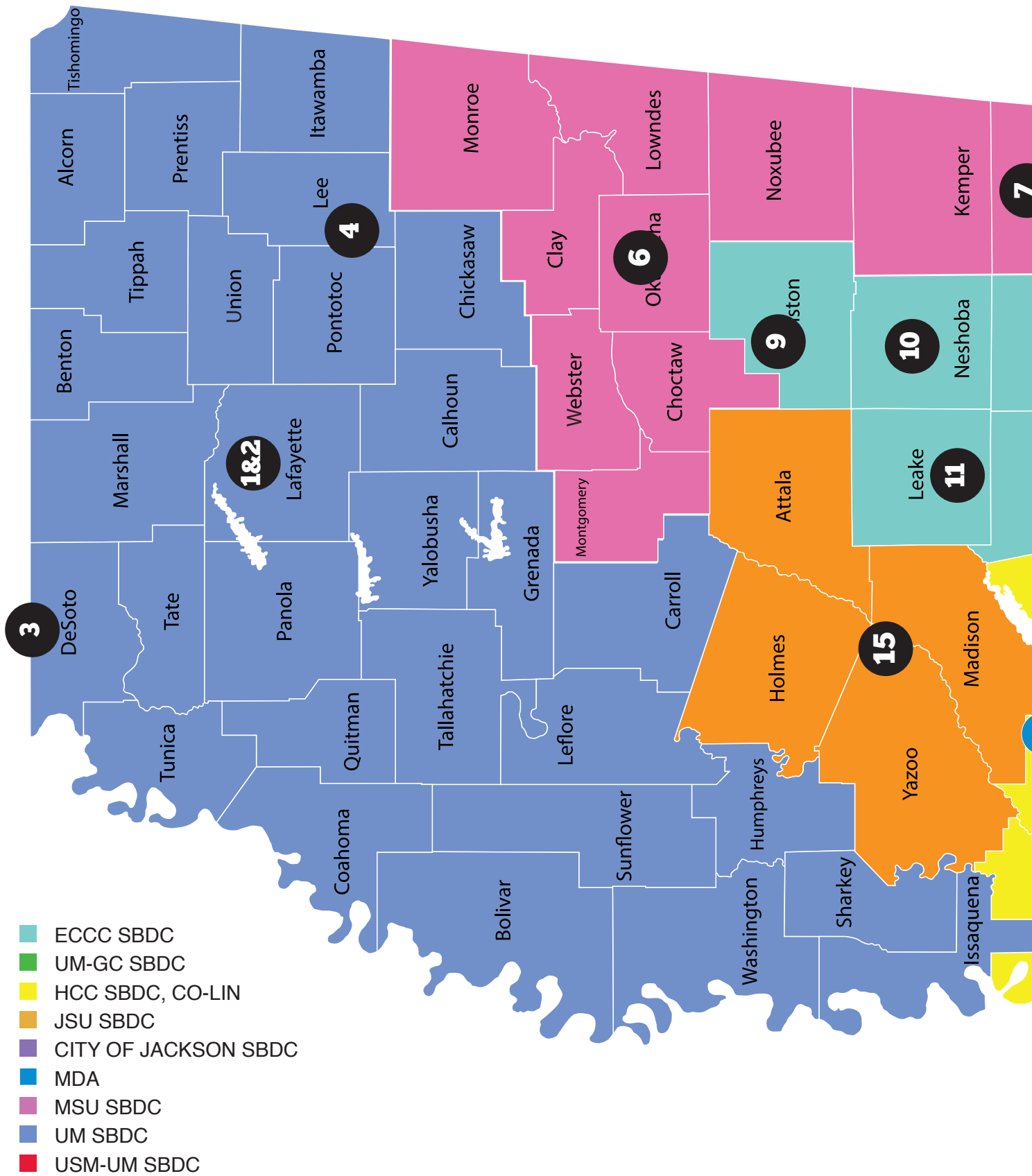
### **Copiah Lincoln Community College**

Natchez Inc.  
100 South Pearl Street  
Natchez, MS 39120

**Heather Emory**  
662-832-3643

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# Locations of Centers and Sites



**University of Mississippi**

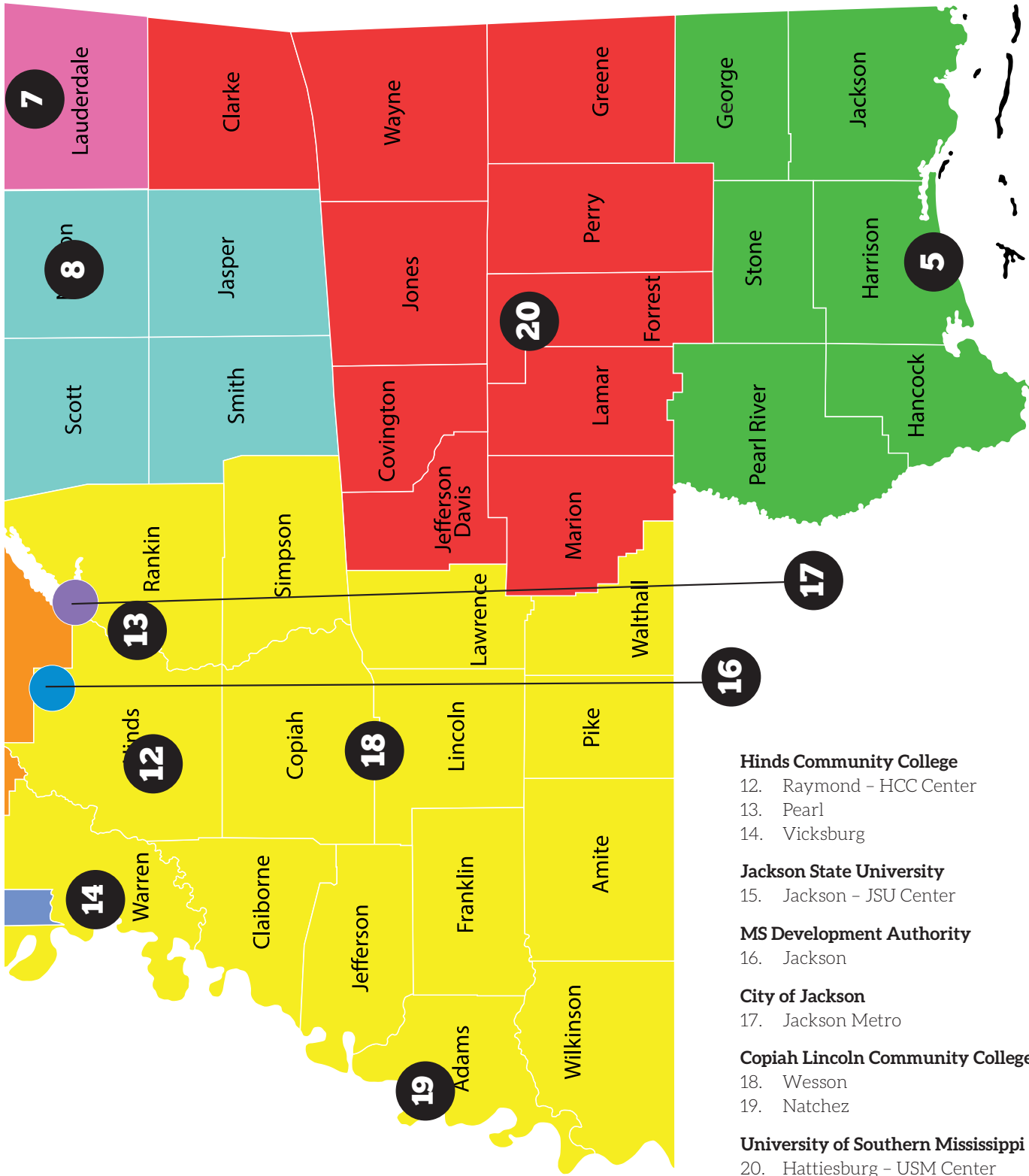
- 1. MS- SBDC State Office – Oxford
- 2. UM Center – Oxford
- 3. Southaven
- 4. Tupelo
- 5. Gulf Coast Center – Gulfport

**Mississippi State University**

- 6. Starkville – MSU Center
- 7. Meridian

**East Central Community College**

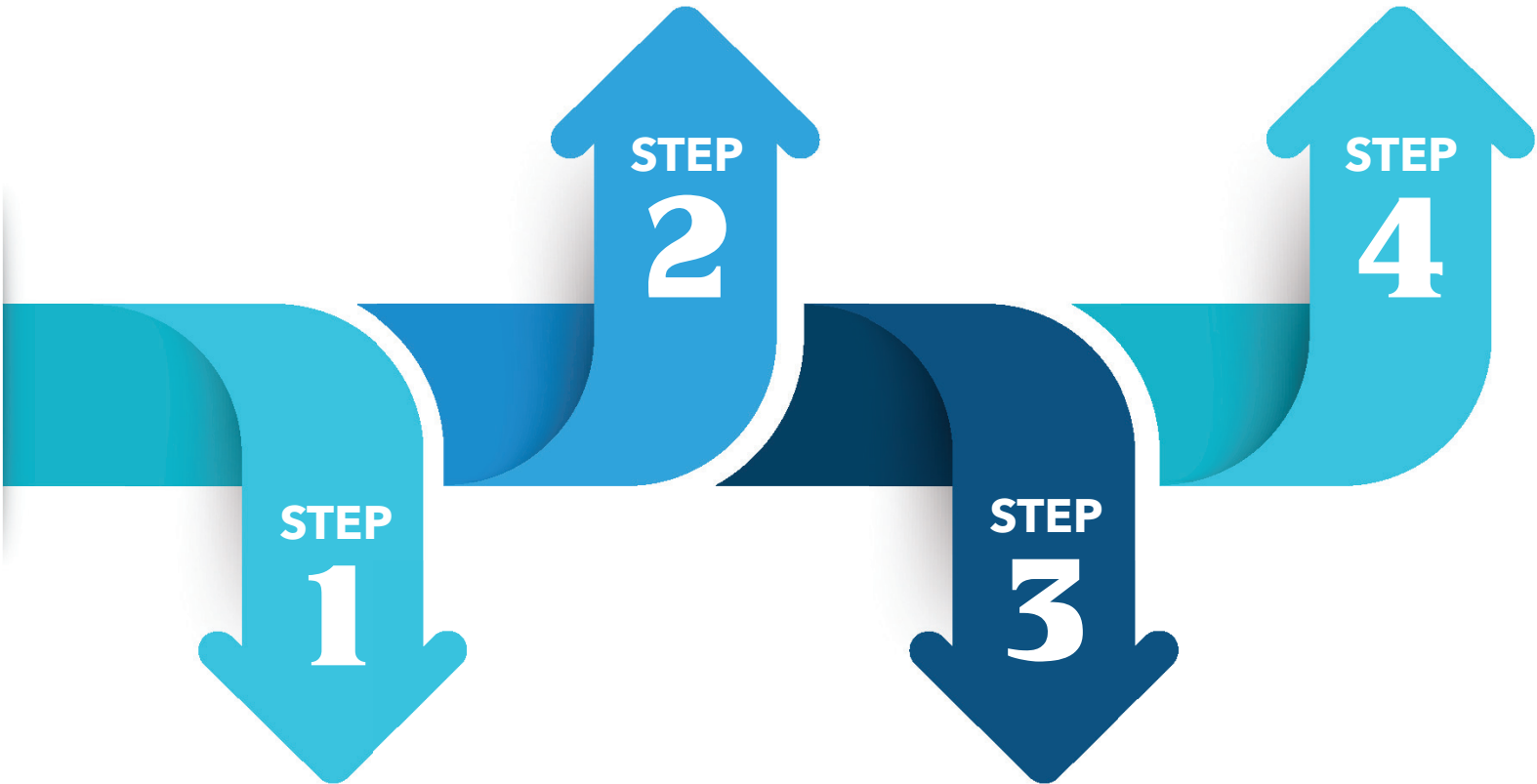
- 8. Dekalb – ECCC Center
- 9. Louisville
- 10. Philadelphia
- 11. Carthage



# Pandemic Pivot

Hired five COVID-specific counselors to help business owners navigate the shut down.


Produced legally-sound and current guidance to ensure that network had tools necessary to educate and assist clients.



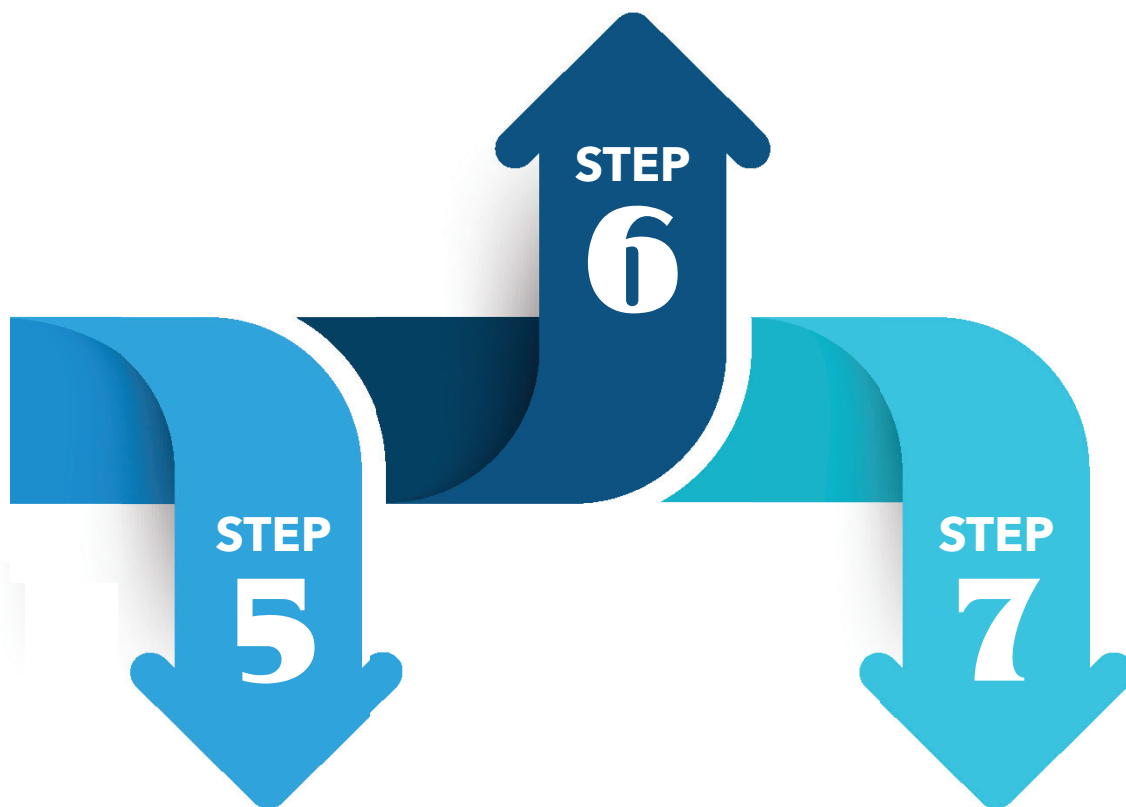
Moved to on-line platform for all workshops, counseling and seminars.

Assisted business owners through the process of applying for Federal SBA programs PPP, EIDL, EIDL Advance, SBA Loan Forbearance Options and local funds to keep doors open.





Hired Triage Team of University of Mississippi  
School of Business students  
to answer toll-free calls from business  
owners with COVID questions.



Created and  
maintained COVID  
resource page on  
[www.mssbdc.org](http://www.mssbdc.org).

Relaunch – Providing a pathway forward for  
businesses post Covid by offering one-on-one  
business counseling, the latest marketing  
reporting, technical assistance and training

# Latest News

Welcome new faces!

## New Staff



**Janet Dickens**  
J.D., LL.M.  
Assistant Director



**Anthony Cambas**  
CGBP, CCS, LCB  
Manager of  
International Trade



**Sarah Cervantes**  
Extension Specialist



**Frances Hayes**  
Program Manager for  
MS-SBDC Cares Act

## New Counselors



**Heather Emory**  
**Hometown:** Meadville, MS  
**Counseling Specialty:**  
Branding and Marketing  
**Hobbies:** Reading, Painting,  
Writing  
**Experience:** Educator  
with 20 years in Higher  
Ed aligned with a  
deep, understanding,  
connections and love of  
SW Mississippi



**Don Calcote**  
**Hometown:** Natchez, MS  
**Counseling Specialty:**  
Start-ups, Financing,  
Management Problems,  
Financial Analysis  
**Hobbies:** Potter, Sculptor,  
Guitar  
**Experience:** Entrepreneur,  
Banking for 42 years as  
CEO and CFO



**Shirley Jackson**  
**Hometown:** Jackson, MS  
**Counseling Specialty:**  
Connecting clients with  
resources  
**Previously served:** Interim  
CEO of MS Minority  
Business Alliance  
Small Business Owner!



**Whitney Jackson**  
**Hometown:** Madison, MS  
**Counseling Specialty:**  
Branding and  
Marketing  
**Hobbies:** Seeing the world  
through her camera  
lens

# Growth, Expansion and Collaboration

## International Trade

The MS- SBDC has hired international trade expert Anthony Cambas, CGBP, CCS, LCB, as Manager of International Trade to assist Mississippi business owners with all of their international trade questions. His office will offer a variety of import / export advising services and an array of training opportunities on all things international trade.

## New Cyber Security Center

The MSU Small Business Development Center Cybersecurity project brings together the resources of the university's Small Business Development Center and MSU's Center for Cyber Innovation to give business owners the information they need to make cost-effective cybersecurity decisions. The staff at the MSU Cyber Center will offer one-on-one counseling for any business owner with cyber security questions and will conduct online no cost webinars to educate the small business community on ways to protect their businesses from cyber attack.

## Pivot to Online Platforms

- We now offer over 30 on-demand no cost workshops available on our website that cover topics from How To Start a Business to E-Commerce and more!
- All one-on-one business counseling is now conducted on ZOOM. Connect with a business counselor to receive answers to all of your questions.
- Don't miss the Webinar Wednesday Series that features business experts discussing relevant topics in their fields.

## Minority Initiative

As a historically black college and university (HBCU) in Mississippi, the JSU MS-SBDC is uniquely posed to provide outreach and assistance to small minority business owners and entrepreneurs with these identified challenges by utilizing on-demand workshops and zoom meetings to address minority business communities affected by the COVID-19 pandemic including assistance in logistics, financing, hiring and protection of intellectual property.

The JSU MS-SBDC will develop a Virtual Center within its service territory to provide access to resources that can strengthen, grow or start minority businesses for Mississippians. It will include outreach and resources attainable through the Virtual Centers specifically for entrepreneurs and small business owners of color.

The City of Jackson is launching guidance targeted toward minorities for best practices in contracting with Municipalities.

## New Collaborations

### Mississippi Development Authority

- Now houses two new MS-SBDC counselors

### McLean Institute

- Working together with the MS-SBDC to bring entrepreneurship classes and workshops to underserved communities in the Mississippi Delta

### Copiah Lincoln Community College

- Now houses a new MS-SBDC counselor to serve the businesses in Southwest Mississippi

### Mississippi Secretary of State

- Collaborated on the relaunch and update of <https://yallbusiness.sos.ms.gov/Home> with the MS Secretary of State's office. The website is a valuable resource for Mississippi's business owners and anyone considering opening a business in the Magnolia State.

## Mississippi Entrepreneurship Launch Program

This online entrepreneurship training and business incubator program is geared towards residents of Mississippi located in hard to serve areas and designated opportunity zones. Partners in this program include McLean Institute, Secretary of State and UM Law.

**SERVICE SNAPSHOT**



CLIENTS  
SERVED

**5,263**

COUNSELING  
HOURS

**11,739**



**1,299**  
 JOBS  
CREATED



**2,573**  
 JOBS  
RETAINED

**ECONOMY**

**190**



**GROSS  
SALES**

**INTERNATIONAL TRADE**

**17.5** MILLION  
 EXPORT RELATED SALES

**CLIENTS SERVED\*\***



NOT IN  
BUSINESS

**2,035**



IN  
BUSINESS

**3,228**



WOMEN: **3,507**

**66%**

## OMIC IMPACT

**0** NEW BUSINESS STARTS



CAPITAL FORMATION

**86** MILLION



**44.88** MILLION



VETERANS: **611**  
**10%**



MINORITIES: **2,914**  
**54%**

\*\*Data from MS-SBDC Client Database as of 9/2020

## 2021 FFY TO DATE

LOAN COUNT	563
EIDL	2.56M
PPP	43.10M
EIDL ADVANCE	40K
<b>TOTAL</b>	<b>45.71M</b>

**\$18.81**  
return for every



spent on  
SBDC Operations\*

\*Data compiled using information from the IRS, MS Tax Commission and Census.gov

## SBA LOANS

LOAN COUNT	285
7A	4.8M
PPP	13.8M
EIDL	4M
EIDL ADVANCE	361K
<b>TOTAL</b>	<b>23M</b>

# District One



## **Core Furniture** Furniture manufacturing company Maben, MS • Matthew Shipton and Bryan Smith, Owners

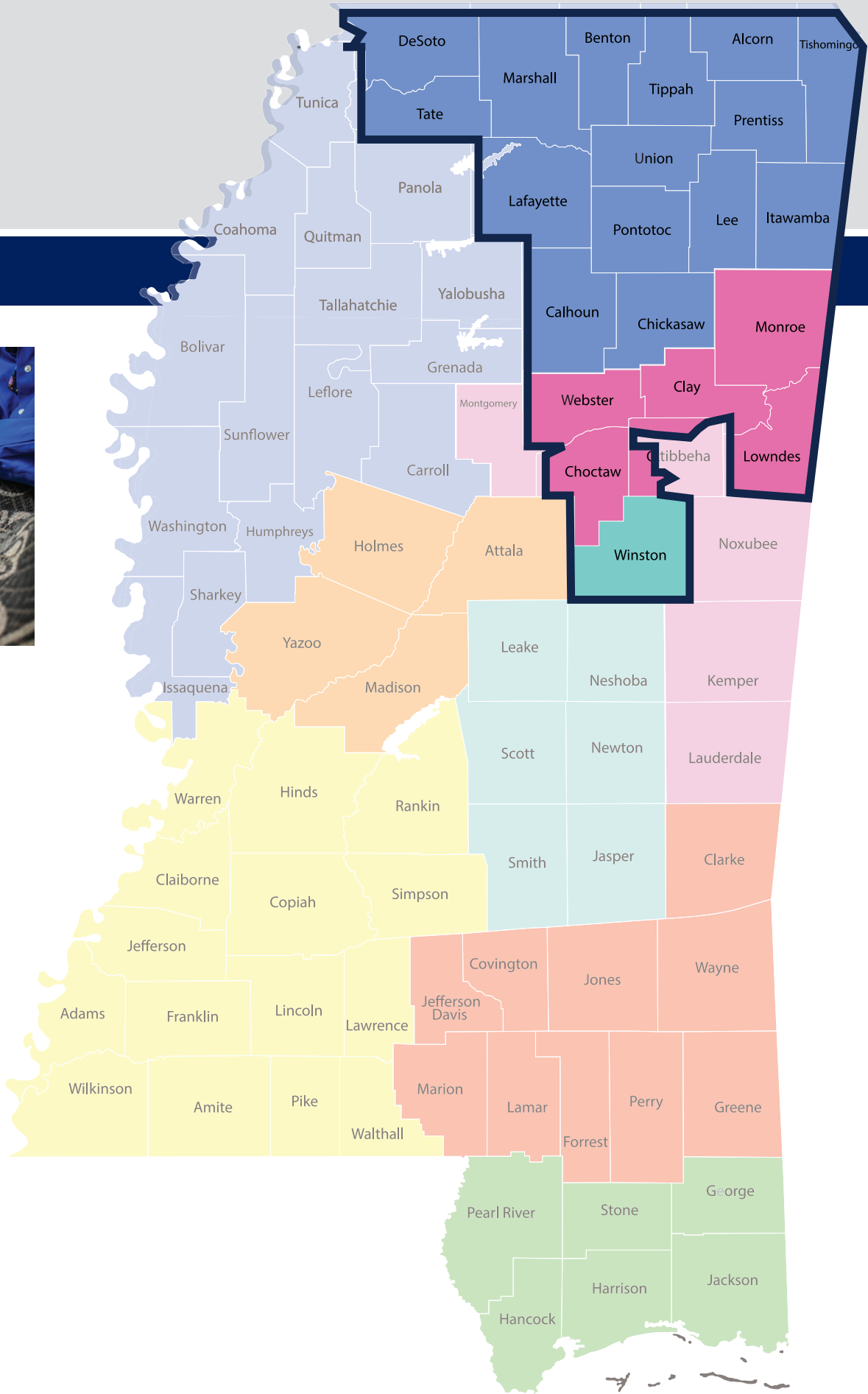
After the owner of the furniture manufacturer Matthew Shipton and Bryan Smith worked for decided to close due to Covid-19, the pair took a bold step and opened their own operation. They both had many years' experience in the business and rather than go to work for another company, they joined forces and started Core Furniture in Maben, MS.



"We had no idea how to run a company," said Matt. "We knew how to run the manufacturing plant, but neither one of us had owned a business. This was all brand new."

Enter Chip Templeton, Director of the MS-SBDC at the MSU campus in nearby Starkville, MS. Chip guided them via Zoom through the process of getting their business plan together. "Chip was a big help as far as understanding what the process was, it was something totally new for us," said Matt.

Matt and Bryan decided to start small and scale up as the operation needed. 90% of the workers that were hired for Core Furniture are former employees that had lost their jobs when the other plant closed due to Covid-19, making a big impact on the town and surrounding communities of Maben.



# District One

FY2020

## SERVICE SNAPSHOT



CLIENTS SERVED  
**1,046**

COUNSELING HOURS  
**2,088**



**104**  
JOBS CREATED



**393**  
JOBS RETAINED

## ECONOMY

**36**



GROSS SALE

## INTERNATIONAL TRADE

**12.6** MILLION  
EXPORT RELATED SALES

## CLIENTS SERVED\*\*



NOT-IN BUSINESS  
**406**



IN BUSINESS  
**628**



WOMEN: **580**  
**55%**



## 2021 FFY TO DATE

LOAN COUNT	112
EIDL	231K
PPP	5.97M
EIDL ADVANCE	7K
<b>TOTAL</b>	<b>6.21M</b>

## ECONOMIC IMPACT

**5** NEW BUSINESS STARTS



CAPITAL FORMATION

**7.4** MILLION



**1.62** MILLION



**\$18.81**  
return for every



spent on  
SBDC Operations\*

\*Data compiled using information from the IRS, MS Tax Commission and Census.gov

## SBA LOANS

LOAN COUNT	54
7A	1.67M
PPP	3.92M
EIDL	775K
EIDL ADVANCE	55K
<b>TOTAL</b>	<b>6.21M</b>

VETERANS: **94**  
**9%**



MINORITIES: **457**  
**44%**



\*\*Data from MS-SBDC Client Database as of 9/2020

# District Two



## Batters' Up

Batesville, MS • DaShawn Lindsay, Owner

DaShawn Lindsay is a young entrepreneur with a heart for kids. He moved back to his hometown of Batesville, MS after graduating from the University of Mississippi and opened his own business, Batters' Up. He developed a 5-step program that helps kids learn how to hit the ball - even if they've never hit a baseball or softball before.

He also mentors youth in his community through a local non-profit where he helps kids with school work, introduces them baseball and teaches leadership skills.

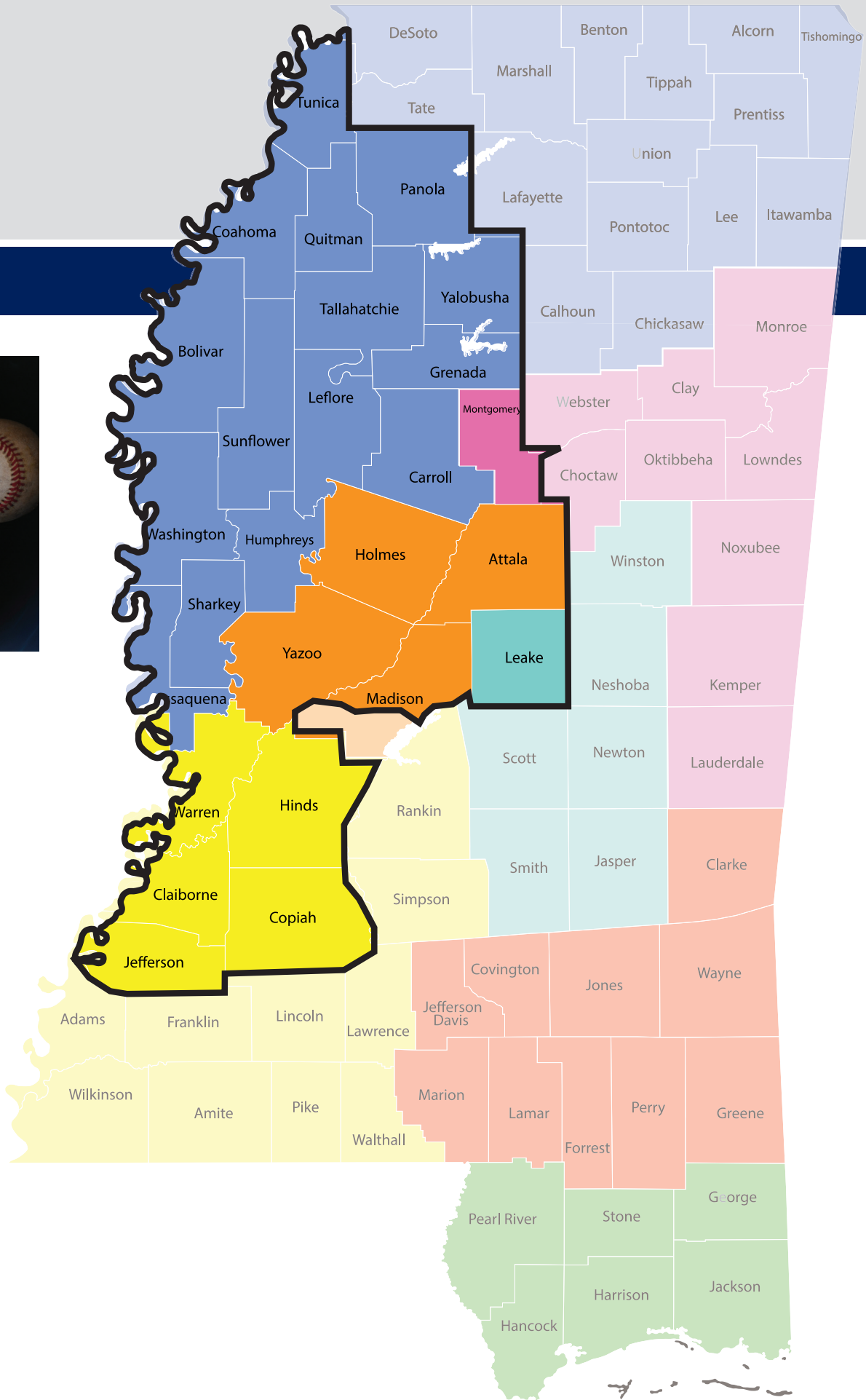
"If you can hit the ball, you can make the team - and if you make the team you will learn about sportsmanship and teamwork. I want to introduce kids to those values that will serve them in life," said DaShawn.

"The SBDC helped me tremendously! The number one thing they helped me with was the business plan. I thought the business plan was something that you set up one time but I learned that's not how it is, that it's just a starting point. I learned that you have to keep looking at it and asking what can I add and what should I take away."

DaShawn has plans to expand his program to every community and kid in Mississippi.

"Baseball gave me so much, I want to give that opportunity to every kid in our state."

His concept of community service, mentoring and love of baseball is certain to be a home run.



# District Two

FY2020

## SERVICE SNAPSHOT



CLIENTS SERVED

1,239

COUNSELING HOURS

2,345



121  
JOBS  
CREATED



376  
JOBS  
RETAINED

## ECONOM

34



GROSS  
SALES

## INTERNATIONAL TRADE

30 THOUSAND  
EXPORT RELATED SALES

## CLIENTS SERVED\*\*



NOT-IN  
BUSINESS

398



IN  
BUSINESS

836



WOMEN: 723

58%

## 2021 FFY TO DATE

LOAN COUNT	99
EIDL	39K
PPP	4.22M
EIDL ADVANCE	0
<b>TOTAL</b>	<b>4.26M</b>

## ECONOMIC IMPACT

**4** NEW BUSINESS STARTS



CAPITAL FORMATION

**16.23** MILLION



BUSINESS

**10.62** MILLION



**\$18.81**  
return for every



spent on  
SBDC Operations\*

\*Data compiled using information from the IRS, MS Tax Commission and Census.gov

## SBA LOANS

LOAN COUNT	32
7A	290K
PPP	2.78M
EIDL	127K
EIDL ADVANCE	25K
<b>TOTAL</b>	<b>3.3M</b>

  
VETERANS: **127**  
**10%**

  
MINORITIES: **973**  
**78%**

\*\*Data from MS-SBDC Client Database as of 9/2020

# District Three



## Sunset Marina

Carthage, MS • Jeff Webb, Owner

When Jeff Webb of Carthage, MS became owner of the Hwy 43 marina in 2013, he inherited a storied landmark that had seen much better days. “Everyone remembers the marina and has a story about it because it’s been around forever,” said Jeff.

When he took it over, it was in almost total disrepair and a safety hazard. The docks weren’t safe and many of the houseboats and old fishing camp trailers were abandoned and falling apart. It took a long time to get all the old abandoned fish camp trailers and houseboats hauled off – twice as long as he had hoped.

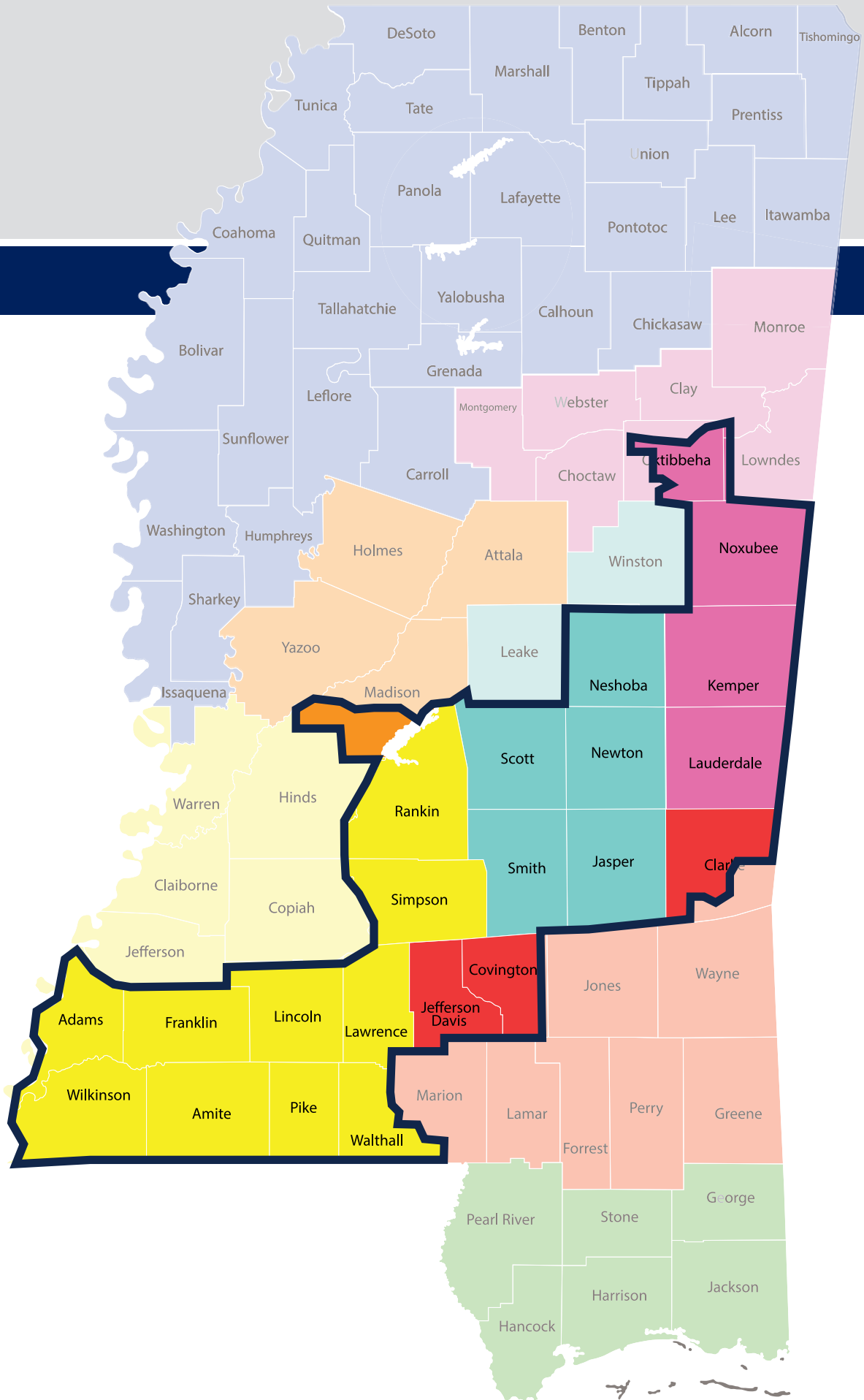
After he started the project, Jeff decided to go to a bank for a commercial loan to bring his full vision for the marina to life.

“A friend of mine told me to call Ronnie Westbrook at the East Central

Community College Small Business Development Center. After several meetings with Ronnie, I had a business plan and was ready to go to the bank. He taught me a lot about commercial loans that I didn’t know! He was very helpful and saved me a lot of work and money. I didn’t realize that shopping your loan around can make such a difference,” said Jeff.

Armed with the commercial loan, the renovation went full steam ahead. The marina, now named Sunset Marina at Hwy 43 has brand new concrete pads and hook ups for campers, an updated on-site store and everything is safe and up to code. There are also plans for a new restaurant this summer!

With all these updates, people are utilizing the facilities and brand-new memories are being made! That’s even more stories for the future!



# District Three

FY2020

## SERVICE SNAPSHOT



CLIENTS SERVED

**1,339**

COUNSELING HOURS

**3,346**



**673**

JOBS CREATED



**606**

JOBS RETAINED

## ECONOMY

**77**



GROSS SALES

## INTERNATIONAL TRADE

**805** THOUSAND  
EXPORT RELATED SALES

## CLIENTS SERVED\*\*



NOT-IN-BUSINESS

**438**



IN-BUSINESS

**874**



WOMEN: **754**

**56%**



## 2021 FFY TO DATE

LOAN COUNT	170
EIDL	1.82M
PPP	19.59M
EIDL ADVANCE	31K
<b>TOTAL</b>	<b>21.44M</b>

## ECONOMIC IMPACT

**7** NEW BUSINESS STARTS



CAPITAL FORMATION

**49.07** MILLION



BUSINESS

**29.46** MILLION



**\$18.81**  
return for every



\*Data compiled using information from the IRS, MS Tax Commission and Census.gov

## SBA LOANS

LOAN COUNT	79
7A	2.29M
PPP	2.7M
EIDL	1.45M
EIDL ADVANCE	95K
<b>TOTAL</b>	<b>6.56M</b>

VETERANS: **136**  
**10%**



MINORITIES: **674**  
**50%**



\*\*Data from MS-SBDC Client Database as of 9/2020

# District Four

## Clairmont and Co.,

Hattiesburg, MS • Stephen and DaShawn Clairmont, Owners

Stephen Clairmont and his wife DaShawn are entrepreneurs that own a successful manufacturing business that produces decorative home goods with inspirational messages. Their twelve-year-old business, Clairmont and Co., took a hit when the economy stopped because of Covid-19 in March.

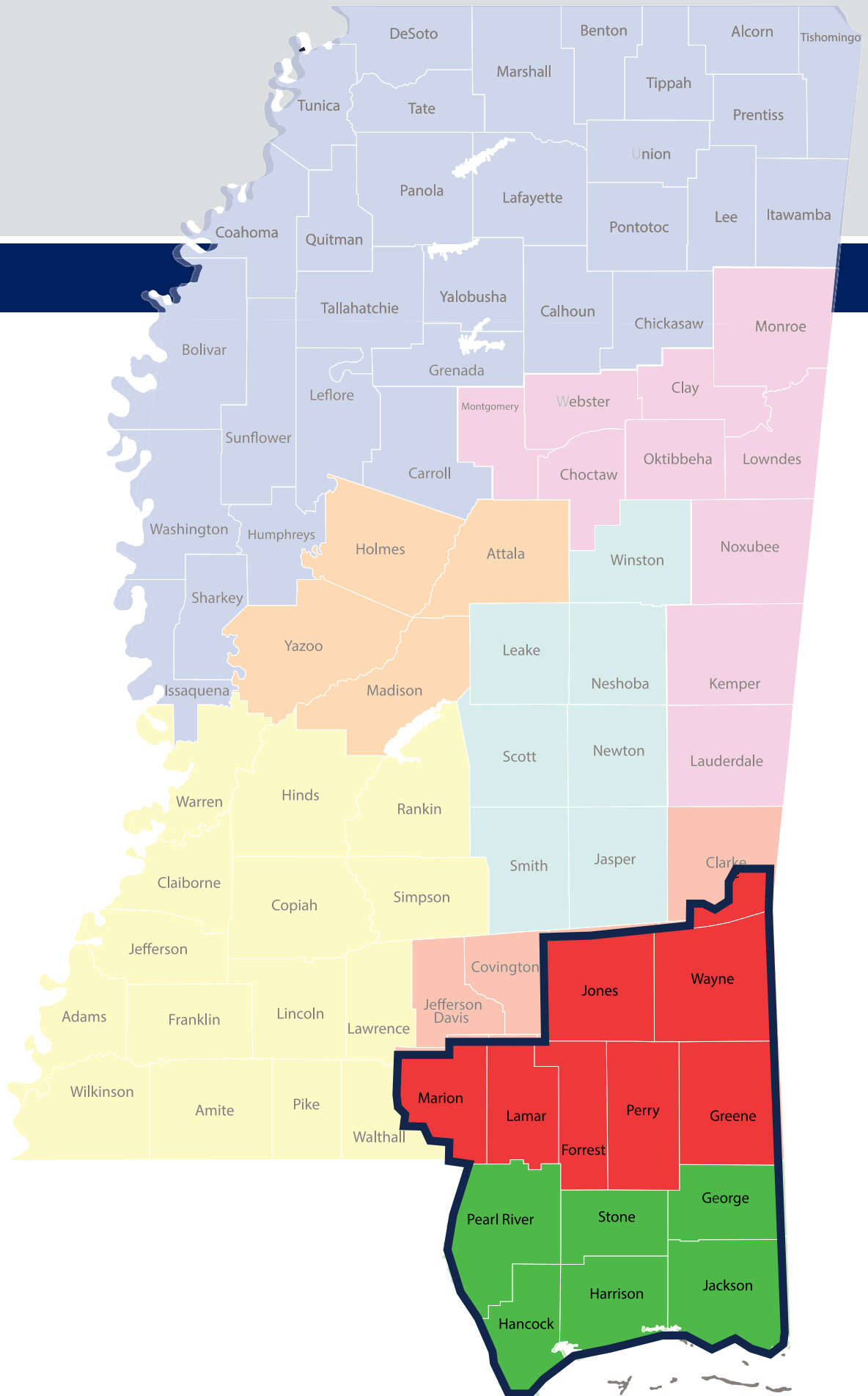
As soon as the shut-down hit, Stephen and DaShawn began the process of applying for the SBA's Economic Injury and Disaster Loan (EIDL) Paycheck Protection Program (PPP). Business counselor, Rita Mitchell housed at their local Mississippi Small Business Development Center in Hattiesburg, MS, walked them through the application process via texts, phone calls and emails. "The loans were a definite game changer," said Stephen. I could not have done this so quickly without the MS-SBDC's help." He only furloughed his employees for two weeks while they re-tooled the plant with sewing machines to make masks and other PPE that was hard to find at the time.

"This is a great example of how our team has stepped in to provide assistance during this time of crisis for our small business communities," said Sharon Nichols, state director of the Mississippi Small Business

Development Center, whose state office is located on the main campus of the University of Mississippi. "We are here to be that boots on the ground assistance that small businesses need, not just in time of crisis, but every day."

Stephen and DaShawn were high school sweethearts that grew up together in Laurel, MS and returned to start their business and family after graduating from college. Clairmont and Co. and their retail store, HOME + made, are both located in Laurel, MS. Laurel has garnered national interest recently due to the popularity of the home renovation show "Home Town". When the opportunity arose to keep the business open, and to serve front line workers by supplying mask and gowns, it was a perfect solution for them.





# District Four

FY2020

## SERVICE SNAPSHOT



CLIENTS SERVED

1,685

COUNSELING HOURS

3,947



401

JOBS CREATED



1,198

JOBS RETAINED

## ECONOMY

43



GROSS SALE

## INTERNATIONAL TRADE

4.05 MILLION  
EXPORT RELATED SALES

## CLIENTS SERVED\*\*



NOT-IN BUSINESS

793



IN BUSINESS

891



WOMEN: 1,000

59%

## 2021 FFY TO DATE

LOAN COUNT	182
EIDL	472K
PPP	13.31M
EIDL ADVANCE	2K
<b>TOTAL</b>	<b>13.79M</b>

## ECONOMIC IMPACT

**3** NEW BUSINESS STARTS



CAPITAL FORMATION

**11.21** MILLION



LOSS LES **3.18** MILLION



**\$18.81**  
return for every  
\$1  
spent on  
SBDC Operations\*

\*Data compiled using information from the IRS, MS Tax Commission and Census.gov

## SBA LOANS

LOAN COUNT	120
7A	545K
PPP	4.38M
EIDL	1.71M
EIDL ADVANCE	186K
<b>TOTAL</b>	<b>6.83M</b>

VETERANS: **388**  
**23%**



MINORITIES: **809**  
**48%**



\*\*Data from MS-SBDC Client Database as of 9/2020

# ADVISORY BOARD

The MSBDC has established an advisory board in accordance with 15 U.S.C. §648(j).

## EXECUTIVE BOARD:

### Sharon Nichols

*MSBDC State Director*

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*MSBDC Associate State Director/  
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### Dr. Ken Cyree,

*Dean, School of Business Administration*

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## CURRENT MEMBERS:

### Terrell Knight

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# HOST INSTITUTIONS & PARTNERSHIPS





**TRANSFORMING.**  
**Mississippi**  
**ONE SMALL**  
**BUSINESS** *at a time.*