

# Louisiana Small Business Development Center

## Growing Small Businesses and Creating Jobs!



Sen. Mary Landrieu, D-LA

### LSBDC Consulting Services:

- Business Plans
- Access to Capital
- Loan Packaging
- Marketing/Sales
- Start-up Assistance
- Financial Statements
- Cash Flow Management
- Technology Commercialization
- International Trade
- Strategic & Expansion Planning
- Business Continuity

### LSBDC Service Centers:

#### LSBDC State Office

State Director- Mary Lynn Wilkerson  
Phone: (318) 342-5506

#### Regional Centers:

LSBDC Business Continuity Center at Nicholls State University  
Phone: (985) 493-2587

LSBDC Greater New Orleans Region  
Phone: (504) 831-3730

LSBDC at LSU Shreveport  
Phone: (318) 797-5144

LSBDC at McNeese State University  
Phone: (337) 475-5529

LSBDC at Northwestern State University,  
Phone: (318) 484-2123

LSBDC at Southeastern Louisiana University, Phone: (985) 549-3831

LSBDC at Southern University, Baton Rouge, Phone: (225) 922-0998

LSBDC Technology Center at LSU  
Phone: (225) 578-4842

LSBDC at University of Louisiana Lafayette, Phone: (337) 262-5344

LSBDC at University of Louisiana at Monroe, Phone: (318) 342-1224

The Louisiana Small Business Development Center is a partnership between Louisiana Economic Development, the U.S. Small Business Administration and participating universities to promote small business formation, entrepreneurial activity, and job creation. Since its inception in 1983, LSBDC has helped countless small business owners start companies, create new jobs, and grow their businesses. **LSBDC clients experience a greater increase in sales and in employment levels as compared to the average Louisiana business.**

Ten LSBDC regional centers, located in every metropolitan region, serve Louisiana's small businesses and entrepreneurs. These centers are hosted by Delgado Community College, Louisiana State University, LSU Shreveport, Loyola University, McNeese State University, Nicholls State University, Northwestern State University, Southeastern Louisiana University, Southern University in Baton Rouge and New Orleans, University of Louisiana at Lafayette, University of Louisiana at Monroe and Xavier University. Each center offers business consulting, information and resources at no cost and low-cost business training and seminars.

The LSBDC also serves the state with technology consulting, specializing in technology transfer and commercialization, and utilization of technology to improve business efficiency. **LSBDC State Office**, hosted by the University of Louisiana at Monroe, provides oversight and support to all ten centers in the LSBDC network.

### LSBDC Initiatives for 2012

- Certifying consultants in International Trade and participating in the STEP Program.
- Implementing "Ready Supplier" statewide – a program designed to increase sales through business-to-business contracts.
- Continue to deliver services to mitigate the impact of business interruption through the Risk Management & Business Continuity program.
- Increase and improve programs for Veterans.

### Services Provided to Louisiana's Constituents

(10/1/08-9/30/11)

Services Provided to Louisiana's Constituents	(10/1/08-9/30/11)
<b>Clients Assisted with Counseling</b>	<b>10,912</b>
Women	4,681 (43%)
Men	6,128 (56%)
Minority	4,134 (38%)
Veterans/Disabled Veterans	1,327 (12%)
Existing Businesses	6,731 (62%)
Start-ups	4,181 (38%)

### Clients Assisted with Training

22,467

### LSBDC Economic Impact on Louisiana

(10/1/08-9/30/11)

Economic Impact	Totals
Business Starts	620
Jobs Saved	2,177
Jobs Created	3,682
Loans Obtained	\$96,904,184
Other Capital	\$34,006,654
Sales Increased	\$190,252,131

### Impact Created by Clients with LSBDC Assistance

# LSBDC Client Testimonials



"When you're a small firm you can't afford to have an in-house financial officer everyday. The **LSBDC Greater New Orleans Region** gave us access to someone that has the business knowledge to guide us."

**Brian Anderson**  
AGL Architecture and Interior Design



"The resources available at **LSBDC at Louisiana State University** have been extremely valuable to our organization. The relationships we have formed with the staff have provided us guidance and expanded opportunities."

**Todd Barlow**  
UTILIWORKS Consulting, LLC



"We likely could have done the SBA loan on our own, but it would have taken us three times as long. It saved us almost a year, thanks to the **LSBDC at LSU Shreveport**."

**Lee McClendon**  
Pathway Healthcare, LLC



"The **LSBDC at McNeese State University** helped us take a look at where the expenses were going. With running two businesses, there were a lot of things going back and forth that we were not paying attention to. We've reduced expenses and increased profit because of their guidance."

**Kristy Armand**  
Healthy Image, LLC



"It really helped to have a third party [**LSBDC at Southeastern Louisiana University**] to look over our shoulder, give us feedback and help move things along. As a small business owner it's not always easy to do on your own."

**Mike Tilly**  
ProForce, LLC



"**LSBDC at Northwestern State University** really guided me through the process of starting a business. I always knew I wanted to go into business for myself, but I just didn't know where to start."

**Ryan French**  
Power Pro Performance



"All of this was new to us because we've never even taken a business class. We're therapists, not business people. We've really taken advantage of many services the **LSBDC at Nicholls State University** has to offer."

**Michele Bower**  
Center for Pediatric Therapy



"The **LSBDC at Southern University** really helped us find a bank that was a good fit for us, then coached us through the process of approaching the bank. With their help, we were able to give them exactly what they were looking for."

**Merrick Young**  
Living Solutions, LLC



"We now talk about how to grow the business, business strategy and sometimes legal issues or advice, or where to go for certain things. The **LSBDC at University of Louisiana-Lafayette** has been a great help."

**Jill Hurley**  
Health Habits For Living, LLC



"The **LSBDC at University of Louisiana-Monroe** really helped with the numbers. At the time, we didn't know how much we'd have to borrow. They helped us fine-tune the business and marketing plan to see if it [opening the business] was even feasible."

**John Pender**  
Pender Industrial, LLC