

Louisiana Small Business Development Center

Growing Small Businesses in the 1st District!



Rep. Steve Scalise
Louisiana's 1st District

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
Email: mlwilkerson@lsbdc.org
Website: www.lsbdc.org

Regional Centers:

LSBDC at Southeastern Louisiana
University

Director - William Joubert
Phone: 985-549-3831
Email: lsbdc.slu@lsbdc.org

LSBDC Greater New Orleans Region

Director - Carmen Sunda
Phone: 504-831-3730
Email: lsbdc.gnor@lsbdc.org

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.**

Two LSBDC centers serve Louisiana's First Congressional District: **LSBDC at Southeastern Louisiana University** and **LSBDC Greater New Orleans Region**, hosted by Delgado Community College, Loyola University, Southern University at New Orleans and Xavier University. Each center offers business consulting, information and resources at no cost and low-cost business training and seminars.

The LSBDC 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, also 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 1st District Constituents (10/1/08-9/30/11)

Clients Assisted with Counseling	1,645
Women	670 (41%)
Men	921 (56%)
Minority	370 (22%)
Veterans/Disabled Veterans	152 (9%)
Existing Businesses	1,074 (65%)
Start-ups	571 (35%)

Clients Assisted with Training 5,952

LSBDC Economic Impact on 1st District (10/1/08-9/30/11)

Economic Impact	Totals
Business Starts	100
Jobs Created	650
Jobs Saved	3,177
Loans Obtained	\$24,471,953
Other Capital	\$14,554,719
Sales Increased	\$100,777,791

Impact Created by Clients with LSBDC Assistance

LSBDC Success Stories From the 1st District

LSBDC at Southeastern Louisiana University



ProForce, LLC

40507 Pumpkin Center Road
Hammond, LA 70403
www.proforceus.com

LSBDC Services:

- Developed a sales strategy.
- Identified 30 candidate companies and created a customized marketing plan to target.

Client Results:

- Secured 5 new long-term clients.
- Secured \$1.2 million in contracts in two months.
- Created 10 jobs.

Through the marketing expertise and guidance of the LSBDC at SLU, Mike Tilly landed new clients and more than \$1 million in contracts for his storm response company.

LSBDC Greater New Orleans Region



AGL Architecture and Interior Design

433 Metairie Road, Suite 208
Metairie, Louisiana 70005
www.aglidesigns.com

LSBDC Services:

- Advised on Hudson Initiative to help gain more contracts.
- Helped obtain \$3,750 in financial assistance from LED to train staff.
- Provided counseling and cost-benefit analysis to forecast the effect of adding staff.

Client Results:

- Obtained \$100,000 in capital.
- Annual sales exceed \$500,000.
- Created 10 job.

Through the guidance of the LSBDC GNOR, Brian Anderson, owner of AGL Architecture and Interior Design, was able to grow revenues by going after new markets and adding new employees.

LSBDC at University of Louisiana - Lafayette



Eagle Capital Management

4937 Hearst St., Suite 2L
Metairie, LA 70001
www.eagle-capital.com

LSBDC Services:

- Checked all elements of the plan, eliminated vulnerabilities and created a full written business continuity plan.

Client Results:

- Enhanced state of readiness to be available to service their clients.

Eagle Capital Management, a Metairie-based financial services company, was able to strengthen and improve their business continuity plan. With help from the LSBDC at ULL, Ken Ross is confident that his business is better prepared to mitigate the impact of a disaster.