

Southern Textile Services in Alexandria Grows with Assistance from LSBDC

(Alexandria) Having practically grown up in the laundry business, Adam Rubin was well versed in running a laundry service. His family owned and ran Randall’s Cleaners in Alexandria for 30 years. But Adam saw a niche for himself in this highly competitive industry. His vision led him to start Southern Textile Services, a healthcare linen service based in Alexandria.

“Southern Textile Services is a nationally accredited, commercial laundry service which serves hospitals, surgery centers, and acute long-term care facilities throughout Mississippi and Louisiana. We provide quality linen service, which is unparalleled in the healthcare industry. I started the business in 2007, and it’s grown very quickly,” said entrepreneur, Adam Rubin.

Southern Textile Services began with 14 workers and in less than two years grew to 50 employees and a fleet of delivery trucks. Rubin credits some of his success to federal and state business assistance programs, many of which he learned about through the Louisiana Small Business Development Center (LSBDC) in Alexandria and its resource partner, Kisatchie-Delta Regional Planning and Development District. Rubin has taken advantage of the SBA disaster loan program and many Louisiana Economic Development programs, such as the Angel Investor Tax Credit, the Enterprise Zone, and the Small and Emerging Business Development Program (SEBD).



Adam Rubin, President & Owner,
Southern Textile Services

“Assistance from LSBDC was invaluable during the start-up process and now as I’m growing and expanding my business. My LSBDC consultant, Frances Methvin, is very knowledgeable, and she helped me take advantage of LED’s SEBD Program and SBA loans,” praised Rubin.

LSBDC helped Rubin with his business plan, by developing cash flow projections and provided guidance on financing options. LSBDC helped Rubin become certified under LED’s SEBD program, which provides additional services to small and emerging businesses. SEBD paid part of the cost for industry software and training for Southern Textile Services. Methvin also informed Rubin about Angel Tax Investor Credit offered by the State to angel investors willing to invest in new or growing companies. Rubin is registered as a recipient under the Angel Tax Investor Credit program.

“Adam is the ideal client,” said Methvin. “He’s the ultimate entrepreneur- always willing to learn, very visionary, and takes advantages of all the state and federal entrepreneurial support programs that are available. That’s why we nominated Rubin, who won the 2007 Small Business Person of the Year.”

In September of 2008, Hurricane Gustav ripped through Louisiana causing physical and economic injury to thousands of businesses. Southern Textile Services lost a sizable portion of its linen inventory during the storm as patients were being transferred from one medical facility to another. Once again, Rubin turned to LSBDC for assistance. LSBDC consultants advised Rubin to apply for a SBA disaster loan for economic injury.

“The SBA disaster loan helped with our cash flow, so we wouldn’t have to drain our operating revenue,” said Rubin.

Southern Textile was able to recover quickly from Hurricane Gustav and continues to grow its sales revenues.

According to an independent study, LSBDC clients see a 25 percent greater increase in sales and an 11 percent greater increase in employment levels as compared to the average Louisiana business. To make an appointment with a LSBDC consultant, call (318) 484-2123.