



Louisiana Small Business Development Center at Southeastern Louisiana University

1514 Martens Drive, Hammond, LA 70402
Phone: (985)549-3831 Email: lsbdc.slu@lsbdc.org

Serving Livingston, St. Helena, St. Tammany, Tangipahoa, Washington Parishes

Time Plus Payroll

1206 Park Drive, Suite 150, Mandeville, LA 70471



Glen Villalobos, President
Gulf States Management Services, Inc.

Economic Impact

- 4 jobs created
- 30% increase in revenue
- expanded to two businesses

Glen Villalobos knows people. With more than 20 years in human resource management and a master's degree in organizational behavior, Villalobos understands how human behavior can impact a company's performance. In 1996, Villalobos started a private human resources consulting practice and turned to the Louisiana Small Business Development Center at Southeastern Louisiana University for assistance. LSBDC consultants worked with Villalobos on a business plan, financial projections and marketing assistance to help him start his business.

In 2001, he returned to LSBDC at SLU for help starting a second company called Gulf States Management Services, Inc., which does business as Time Plus Payroll in Mandeville. Time Plus Payroll offers payroll services, electronic timekeeping, and human resource consulting. LSBDC consultants worked with him on a business plan and marketing research for his second company. In 2005 when Villalobos was looking to expand Time Plus Payroll, he turned once again to his old friends at LSBDC.

"LSBDC consultants are highly skilled professionals who do excellent work in the areas where I'm the weakest, which is doing financial analysis. Their market research and detailed financial analysis helped make it possible to expand my business. I was able to buy another company's book of business and find more working capital. LSBDC's assistance was invaluable in helping us move to the next level," praised Villalobos.

Glen estimates with LSBDC assistance he was able to increase his revenue by 30 percent and add another employee. In total, Time Plus Payroll created four new jobs.

LSBDC at SLU Services Given to Client

- developed business plans
- helped prepare financial projections
- provided marketing research
- received entrepreneurial training



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Louisiana Economic Development, and participating universities



**LOUISIANA
ECONOMIC
DEVELOPMENT**