

**LSBDC Improves Performance in Helping Small Businesses Grow**

Happy Holidays from the Louisiana Small Business Development Center (LSBDC)! Even during a recession, LSBDC clients continue to start new businesses and create new jobs. Since the start of 2009 while the rest of the nation were losing jobs, LSBDC worked with 4,776 Louisiana residents who created:

- 220 new businesses
- 2251 new jobs
- 2139 jobs saved
- \$200 million in capital formation

LSBDC clients, like Robert Baker (pictured here receiving his award from LED Secretary Stephen Moret), recipient of the 2009 Louisiana Small Business Person of the Year award, credits LSBDC for helping his business succeed and expand.

*"Bill Joubert and Jonathan Holland with LSBDC at Southeastern Louisiana University have been instrumental in the success of Baker Sales. Joubert has been my number one business adviser for the last 10 years,"* said Baker, owner of a steel pipe & fencing business in Slidell.

Other LSBDC clients testimonials:

*"LSBDC at LSU Shreveport is indispensable. It has become the go-to place for business guidance."*

Yasuko Makishi, Owner, Craters & Freighters

*"Words can not express the gratitude we feel for our consultant from LSBDC at Northwestern State University. He helped steer us in the right direction, encouraged us, and gave us the edge we needed to compete with more established contractors."*

Chioke Helaire, Co-owner, P.A.C. LLC



(l to r) LED Secretary Stephen Moret, Robert Baker, owner, Baker Sales



*"I definitely credit part of my success to the assistance I received from the LSBDC at UL-Lafayette. I don't think I would have grown so quickly had I not received the guidance and support from my LSBDC consultant, Heidi Melancon."*

Donna Aucoin, Ph.D., Owner  
Aucoin & Associates

*"Our consultant from LSBDC at University of Louisiana at Monroe, Marcelo Moncayo, sent us custom made tracking templates that enabled us to see how to manage our business with a profit... He continues to follow up and tell us about opportunities for our business. Marcelo has become our business "Dr. Phil!"*

Dixie Hall, Owner, The Hall Closet LLC

*"I have relied greatly on my consultants with LSBDC-Greater New Orleans Region throughout the disaster recovery process to help me get my business up and running again."*

Cheryl Scriptor, Owner, Bittersweet Confections

*"Our LSBDC consultant at McNeese State University, Kyle Ardoin, was indispensable in helping us put together a business plan, financial projections, and a loan package."*

Melissa Mele, Co-owner, Moss Bluff Mower Sales

*"From start to finish, our consultant from LSBDC at Southern University in Baton Rouge, Leighton Bryant, gave us guidance about the start-up process. He made sure we didn't miss a step."*

Tori Lacour, Co-owner, The Complete Classroom, LLC

*"The LSBDC Technology Center at LSU has been extremely helpful. From helping us find applicable tax credits to assistance in promoting the company on both the regional and national level, LSBDC has been there."*

Dr. Mike O'Neal, Founder and Chief Scientist  
Network Foundation Technologies

Our statewide network of nine centers partners with Louisiana Economic Development and the U.S. Small Business Administration to provide business consulting at no cost to small business owners and entrepreneurs to help them start and grow their businesses. LSBDC also provides low-cost business training and business information and tools at no cost.

According to the latest independent study, *ASBDC Economic Impact Study*, LSBDC has improved its performance in helping small businesses increase sales and create jobs.

Moving up four percentage points, LSBDC clients are seeing a 29% greater sales increase as compared to the average Louisiana business.

Jumping by five percentage points, LSBDC clients are experiencing a 16% greater increase in employment levels as compared to the average Louisiana business.

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U.S. Small Business Administration



LSBDC is funded in part through a Cooperative Agreement with the U.S. Small Business Administration, Louisiana Economic Development, and participating universities. SBA programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities and limited English proficiency (LEP) will be made if requested at least two weeks in advance."

