



SMALL BUSINESS SERVICES

SMALL BUSINESS PROGRAMS AND RESOURCES

LED PROVIDES SUPPORT FOR SMALL BUSINESSES FROM PRE-VENTURE THROUGH SECOND STAGE

BUILD CAPACITY

Managerial and technical assistance through the **Small and Emerging Business Development Program** and **Mentor Protégé Recognition Program**
Construction management training through the **Louisiana Contractors Accreditation Institute**



INCREASE OPPORTUNITY

Procurement opportunities with State agencies through the **Hudson and Veteran Initiatives**
Opportunities to increase bonding capacity through the **Bonding Assistance Program**



ACCELERATE GROWTH

Support for entrepreneurial growth companies through **Economic Gardening** and **CEO Roundtables**



Programs are designed with the intention of enhancing job creation and revenue growth

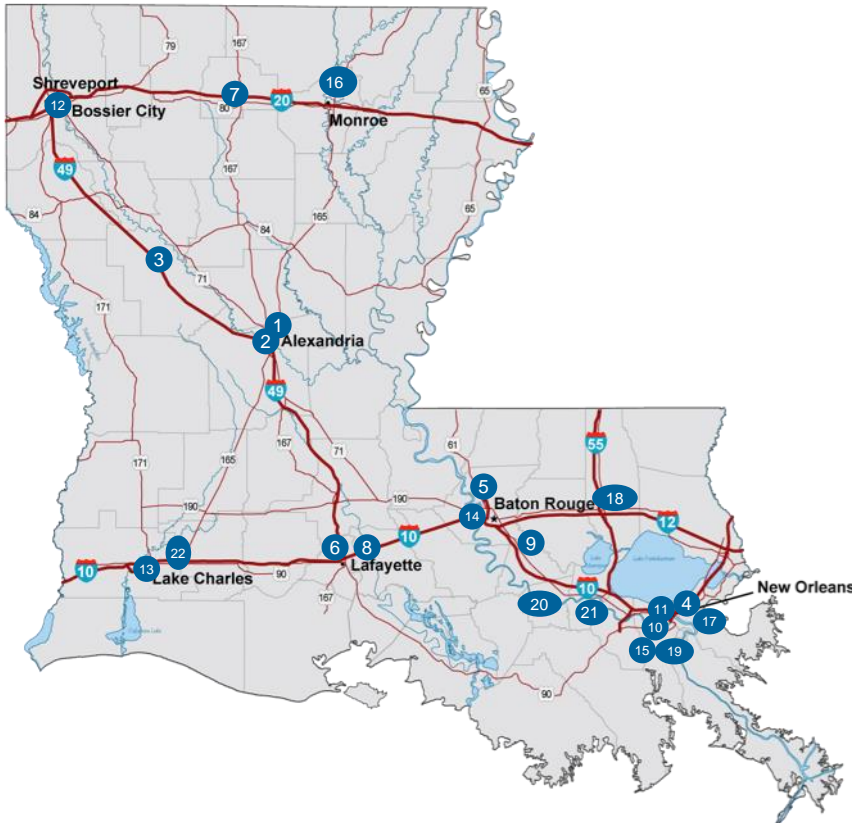
SMALL AND EMERGING BUSINESS DEVELOPMENT (SEBD) PROGRAM SUPPORTS ELIGIBLE SMALL BUSINESSES



BENEFITS

- A race and gender neutral program that assists with the managerial and technical assistance training needed to grow and sustain an eligible small business
- Provides for developmental assistance, including entrepreneurial training, marketing, accounting, business planning, and legal and industry-specific assistance
- Consideration for bidding on select products or services purchased by State agencies
- Program offered through Intermediaries who provide a free needs assessment and assistance with accessing other program benefits

SEBD INTERMEDIARIES COVER ALL REGIONS OF THE STATE



- 1 **City of Alexandria**
Alexandria, LA
- 2 **Ministers of Economic Development**
Alexandria, LA
- 3 **LSBDC at NSU**
Natchitoches, LA
- 4 **LSBDC at Xavier University**
New Orleans, LA
- 5 **LSBDC at SUBR**
Baton Rouge, LA
- 6 **LSBDC at ULL**
Lafayette, LA
- 7 **LaTech University Technology Business Development Center**
Ruston, LA
- 8 **Manufacturing Extension Partnership of Louisiana**
Lafayette, LA
- 9 **Microbusiness Enterprise Corporation of Ascension**
Gonzales, LA
- 10 **Hispanic Chamber of Commerce**
New Orleans, LA
- 11 **SUNO Incubator**
New Orleans, LA
- 12 **SUSLA Center for Business & Community Development**
Shreveport, LA
- 13 **Southwest LA Partnership for Economic Development**
Lake Charles, LA
- 14 **TruFund Financial Services**
Baton Rouge, LA
- 15 **Urban League of Louisiana**
New Orleans, LA
- 16 **LSBDC at ULM**
Monroe, LA
- 17 **VIET**
New Orleans, LA
- 18 **LSBDC at SELU**
Hammond, LA
- 19 **Louisiana Cultural Economy Foundation**
New Orleans, LA
- 20 **St. James Parish**
Covent, LA
- 21 **St. John the Baptist Parish**
LaPlace, LA
- 22 **LSBDC at McNeese State University**
Lake Charles, LA

ELIGIBILITY OF OWNERS AND BUSINESSES FOR THE SEBD PROGRAM



OWNER ELIGIBILITY

- **Citizenship** – U.S. citizen or legal resident.
- **Louisiana Residency** – Louisiana resident for at least one year
- **Net Worth** – 51% of the business owners must have a net worth less than \$400,000, excluding personal residence, the business assets and retirement account
- **Full-time** – Managing owners must work 20+ hours/week in the business

BUSINESS ELIGIBILITY

- **Ownership and Control** – At least 51% of company is owned and controlled by one or more Small and Emerging Business Persons
- **Principal Place of Business** – In Louisiana
- **Lawful Function** – Organized for profit to perform a lawful, commercially useful function
- **Business Net Worth** – Below \$1.5 million
- **Job Creation** – Anticipates creating new full-time jobs

SEBD ROUNDTABLES FACILITATE PEER-TO-PEER LEARNING, NETWORKING AND SUPPORT TO EARLY STAGE COMPANIES

The Small and Emerging Business Development (SEBD) Roundtables provide business owners with the opportunity to improve leadership skills, sharpen decision-making abilities and build lasting relationships through peer-to-peer learning. SEBD Roundtables bring together 15-18 small and emerging business owners from SEBD certified businesses for 10 monthly roundtable meetings over the course of a year to share challenges and learn from the experiences of their peers.

SEBD ROUNDTABLES PROVIDE ACCESS TO:

- Trained facilitators who keep discussions on track and relevant for all participants
- Expert guest speakers who provide information on key business topics
- Structured protocol that sheds new light on both problems and opportunities
- Shared experiences rather than advice
- Safe environment in which to process sensitive business challenges with peers
- Ability to get just-in-time answers to pressing issues



THE HUDSON AND VETERAN INITIATIVES IMPROVE ACCESS TO STATE CONTRACTING OPPORTUNITIES

HUDSON INITIATIVE

- Offers Louisiana-based small businesses more access to contracting and procurement of goods and services with State agencies
- Race and gender neutral
- Goals program encouraging State agencies and contractors to use certified Small Entrepreneurships under the Hudson Initiative



VETERAN INITIATIVE

- Offers Louisiana's Veteran-Owned and Service-Connected Disabled Veteran-Owned small businesses more access to contracting and procurement of goods and services with State agencies
- Race and gender neutral
- Goals program encouraging State agencies and contractors to use certified Small Entrepreneurships under the Veteran Initiative



THE HUDSON AND VETERAN INITIATIVES IMPROVE ACCESS TO STATE CONTRACTING OPPORTUNITIES



BENEFITS

- 10% of the total evaluation points can be added to a certified Small Entrepreneurship's bid on a Request for Proposal (RFP)
 - For the Veteran Initiative, 12% extra points can be added to your bid on a RFP
- Prime contractors who use certified Small Entrepreneurships as a subcontractor on a bid for an RFP are also eligible to receive additional percentage points on their bid
- Business and contact information will be accessible to State purchasing officials and prime contractors looking for subcontractors
- State agencies are encouraged to get quotes from and use qualified, certified companies whenever possible
- For small purchases of less than \$15,000, State agencies can waive the requirement of getting additional quotes if a certified company submits a quote that is reasonable

ELIGIBILITY OF BUSINESSES FOR THE HUDSON AND VETERAN INITIATIVES



ELIGIBILITY FOR HUDSON AND VETERAN CERTIFICATIONS*

- **Principal Place of Business** – In Louisiana
- **Employees** – Fewer than 50 full-time employees
- **Average Annual Gross Receipts** – Average annual gross receipts do not exceed \$5 million for non-construction and \$10 million for construction companies
 - For non-construction businesses, the Veteran Initiative requires that average annual gross receipts must not exceed \$6 million
- **Independently Owned and Operated** – Business is independently owned and operated
- **Not Dominant** – Business is not dominant in its professional field
- **Louisiana Residency** – Owned by persons domiciled in Louisiana
- **Citizenship** – Owned by and has officers who are U.S. citizens or legal residents

ADDITIONAL ELIGIBILITY FOR VETERAN CERTIFICATION

- **Veteran Ownership** – At least 51% of the business must be owned by a veteran/or a Service-Connected Disabled Veteran

*Annual Recertification is required

LOUISIANA BUSINESS CONNECTION LINKS SMALL BUSINESSES WITH BIG OPPORTUNITIES

LOUISIANA BUSINESS CONNECTION connects major Louisiana business projects with disadvantaged businesses, minority- and woman-owned businesses, veteran-owned businesses and the other small businesses of Louisiana. These connections provide a new opportunity for firms to engage with numerous prime contractors and large industrial operations in the state.

- Opportunities to grow and develop their company by maximizing their capabilities and gaining a better understanding of contractors' needs
- The chance to share company details with potential business partners by showcasing their products and services, including certifications and other qualifications in a small business profile
- An informational dashboard with links to small business resources, on-topic blog posts and a newsfeed directly from Louisiana Economic Development's website to help local companies stay in the know



- **REGISTER.** Creating an account is quick, easy and totally FREE. It's an opportunity exclusive to Louisiana companies
- **TELL US ABOUT YOUR COMPANY.** Once complete, you're just one step away from making your company more visible to Louisiana's major contractors
- **SHOWCASE YOUR CAPABILITIES.** Create your small business profile and get ready for your next big opportunity

LouisianaBusinessConnection.com

MENTOR PROTÉGÉ RECOGNITION PROGRAM PROVIDES OPPORTUNITY TO BUILD CAPACITY



LED's Mentor-Protégé Recognition Program connects Louisiana-based small and emerging businesses to technical and developmental assistance provided by large mentor companies. Mentor is solely responsible for selecting protégé at their discretion. Mentor will notify successful protégé accordingly.

BENEFITS Protégé - If selected:

- Starting a foundational relationship with a large business
- Receiving technical and developmental assistance tailored towards your business needs from a mentor company
- Assistance with capacity building to successfully compete for public and private sector opportunities
- Guidance to help avoid the pitfalls that deter business sustainability and growth
- Access to the experience and expertise of seasoned Mentor companies who have been successful at building sustainable and profitable business

ELIGIBILITY

- Business must be certified in the Small and Emerging Business Development Program and in "good standing" with the Secretary of State
- Must be a Louisiana-based company and not be an affiliate or related party of the Mentor
- Must remain in the program for the period of the developmental assistance as defined in the Mentor/Protégé agreement

THE LOUISIANA CONTRACTORS ACCREDITATION INSTITUTE (LCAI)



- The institute offers seminars and courses to small and emerging construction businesses, which assists in building a solid foundation of knowledge within the construction industry
- **General Contractors Seminar**
 - The Louisiana Contractors Accreditation Institute General Contractors Seminar provides foundational technical knowledge that is essential to a general contractor in order to sustain a business within the construction industry.
- **Business and Law Seminar**
 - The Louisiana Contractors Accreditation Institute Business and Law Seminar provides small and emerging construction businesses critical information about construction management and operating a construction related business

BONDING ASSISTANCE PROGRAM INCREASES BONDING CAPACITY OF SMALL BUSINESSES IN LOUISIANA



- Provides access to quality bid, payment and performance bonds at reasonable rates from surety companies when bonding capacity is needed on public or private jobs
- Offers 25% of contract price or \$100,000, whichever is less, in bond guarantee to surety
- Bond guarantees may mitigate some risk to surety company, leading to a positive underwriting decision

ELIGIBILITY

- The Bonding Assistance Program is open to all certified Small and Emerging Business Development (SEBD) Program (OpportunityLouisiana.com/SEBD) clients that require bid, payment or performance surety bonds
- Sureties provide all underwriting and offer competitive rates. LED website provides list and contact information for surety agents to contact in order to utilize the program

LED DEFINES A SECOND-STAGE COMPANY AS HAVING CERTAIN CHARACTERISTICS

- **Principal Place of Business** – The company must have maintained their principal location of business in Louisiana for at least the last two years
- **Annual Gross Revenues** – The company must have annual gross revenues between \$600,000 and \$50,000,000
- **Employees** – The company must employ at least five but not more than 100 Full-Time Equivalent (FTE) employees
- **Growth** – The company must demonstrate growth in annual revenue and/or jobs in two of the last five years
- **External Markets** – The company must deliver products and/or services outside the company's local market area or demonstrate the capacity to do so
- **Target Industries** – The company must be in a target industry such as manufacturing, finance and insurance services, administrative services and emerging industries, as identified by LED (retail stores and restaurants are specifically excluded)
- **Lawful Function** – The company must be organized for profit to perform a lawful, commercially useful function



ECONOMIC GARDENING PROVIDES HIGH-LEVEL MARKET RESEARCH WITH A LASER FOCUS ON STRATEGIC ISSUES

Initiated in FY2012, Economic Gardening is an entrepreneurial approach to economic development providing the following benefits:



- Up to 36 hours of strategic market research tailored to your specific needs (or business issues)
- Access to a highly-skilled, four-person research team
 - Team Leader (Strategy Specialist)
 - Market Research Specialist
 - Geographic Information Systems (GIS) Specialist
 - Digital Marketing Specialist
- Review of core strategies including threats and opportunities, business strategies, and niche markets
- Business development opportunities through market research and qualified sales leads
- Improved internet presence by increasing visibility and credibility within the market
- Advice on how to best leverage technology to better connect with customers

CEO ROUNDTABLES FACILITATE PEER-TO-PEER LEARNING, NETWORKING AND SUPPORT



BENEFITS

- CEO roundtables bring groups of 15 to 18 qualified entrepreneurs together 10 times over the course of a year for peer-to-peer learning, business networking, and support
- These collaborative, growth-oriented meetings support a trusting environment in which CEOs can safely explore business and personal issues and has been described as being akin to having a personal board of advisors
- The roundtables are problem-solving sessions that address issues important to business owners
- Topics include, but are not limited to:
 - Diagnostics, core values and goals
 - Value proposition and processes
 - Sales and marketing
 - Strategic planning
 - Operational efficiency

SMALL BUSINESS RESOURCES AND CONTACT INFORMATION

Additional information on LED resources for small businesses can be found at OpportunityLouisiana.com/SmallBusiness

Other resources for Louisiana small businesses can also be found on the [Resources by Region](#) page of the LED website

For more information, contact Small Business Services :

Tatiana Bruce

tatiana.bruce@la.gov

225.342.5663

Senior Program Manager, Small
Business Services

Chris Cassagne

christopher.cassagne@la.gov

225.342.5882

Assistant Director, Small Business
Services

Darrell L. Johnson, Jr.

darrell.johnson2@la.gov

225.342.4680

Program Manager, Small Business
Services

Cory Morgan

cory.morgan3@la.gov

225.342.4317

Program Manager, Small Business
Services

Stephanie R. Hartman

stephanie.hartman@la.gov

225.342.5677

Director, Small Business Services

John W. Matthews

john.matthews@la.gov

225.342.1181

Senior Director, Small Business
Services