

Louisiana's



News

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District Office Spotlight

District Director's Corner

Michael W. Ricks



SBA lending in the Louisiana District Office continues to be strong. With only a week to go before completing the 3rd quarter of our fiscal year, we have met all our lending goals except one, and we expect to finish out the year with the successful completion of the remaining goal. In addition we are at a record pace for dollars lent with SBA assistance; not only are we 32% over last year with over \$135 million in SBA loans committed this year, but for the first time in the district office history, we have exceeded market lending expectations in every State regional developmental district.

Helping small businesses start,
grow and succeed



U.S. Small Business Administration

SBA helps expand and improve small construction company

What began as a hobby for Ken Tillage turned into a sole proprietorship building custom cabinets in 1982. After experiencing a few years of success and discovering a strong need for his services, Ken founded Ken Tillage Construction Company in 1991.



Ken's son Keith Tillage graduated from Southern University in Baton Rouge with a computer science degree and moved to Dallas after graduating to start his corporate career. His corporate experience was highlighted by a life changing event that he witnessed firsthand with his mentor. Keith Tillage's mentor worked his whole life to move up the corporate ladder to make partner and when he finally did he was diagnosed with terminal cancer and died soon after, at the age of 40. Keith said "My mentor's triumph and tragedy showed me two things; Dreams are only realized through hard work and determination, and you have to act now because tomorrow is not promised." Keith made up his mind to pursue his dreams of owning his own business and decided to start Tillage Construction L.L.C in 2000 with his father Ken.

Tillage Construction L.L.C. was financed with the Tillage's own investment and the help of friends and family along the way. The company's first large scale contracting job taught Keith and Ken a lot of valuable lessons, none more obvious than the fact that they needed to refine their business processes. With the help of the SBA they developed a strategic business plan, and targeted jobs that fit directly into the plan. Tillage Construction L.L.C. first major client was the USDA, which began with a 20k job at the local level.

The company successfully finished the job, although it was interrupted by Hurricane Katrina. and Keith was then offered a 500k job with the USDA. Keith stated "I understood that this was a pivotal point in our company and we approached this opportunity as we would come to approach every opportunity in the future, as if my company's very existence depends on it." After successfully completing the project Keith used the skills the SBA introduced him to in order to refine his business processes and expand to additional clients. "As a direct result of that one job we have experienced continued growth in, bonding capacity, employees and revenue" said Keith. Tillage Construction L.L.C currently has 20 million dollars in federal construction contracts, a strong management team, and strategic plans for expansion into the Florida and Texas markets. The future is very bright for Tillage Construction L.L.C.

District News and Announcements

News Releases

SBA Introduces New Mobile Application for Small Business Owners, Entrepreneurs

Smart phone users interested in starting or growing a small business can now find helpful resources at their fingertips via a new SBA mobile application from the U.S. Small Business Administration. The mobile application will help users connect with SBA district office staff and SBA-affiliated counselors and mentors who can provide free, personalized small business assistance.

The User friendly format of the app will help answer questions such as: How do I start a business? Where can I go in my area to get free help with writing a business plan? And where do I begin finding funding for my business? Users will also have mobile access to SBA video content and social media alerts to provide them with tips on the go. The free mobile app can be downloaded from the SBA's website at www.sba.gov/content/sba-mobile-app.

Free Online Tool from SBA Helps Small Businesses Develop an Export Business Plan

Small businesses interested in starting or growing sales of their goods and services overseas have access to a new, free online tool that will gauge their readiness to export and help them develop an export business plan. The Export Business Planner offers a ready-made, customizable and easily accessible document that can be updated and referenced continuously as the business grows.

The Planner allows users to: Determine their export readiness, learn about training and counseling opportunities, complete worksheets for global market research, obtain financing information and options, customize export marketing plans, and access resources for exporters. Found at www.sba.gov/exportbusinessplanner.

SBA and the American Red Cross Join to Help Individuals and Businesses Prepare for Disasters

SBA and the American Red Cross joined forces to intensify outreach efforts to educate the public about the importance of having a disaster recovery plan in place. SBA and the Red Cross will sponsor preparedness training workshops while also increasing awareness in the business community about the Red Cross Ready Rating™ program, a free, self-paced, web-based membership program that helps a business measure its ability to deal with

emergencies while giving feedback on how to improve those efforts.

2010 Small Business Procurement Data Shows Significant Progress toward 23 Percent Federal Contracting Goal

SBA's annual Small Business Procurement Scorecard reports today that federal agencies awarded nearly \$100 billion in federal contracts to small businesses in Fiscal Year (FY) 2010, about 22.7 percent of government contracting dollars, but a record dollar amount nonetheless. The increase marks the largest two-year increase in over a decade and the second consecutive yearly increase after four years of decline.

The Small Business Procurement Scorecard reports that overall, 13 agencies received an "A" grade, five agencies received a "B," four agencies received a "C" and two agencies received a "D." The individual agency scorecards, as well as a detailed explanation of the scorecard methodology, are available online: <http://www.sba.gov/content/small-business-procurement-goaling-scorecards>.

Local News

Small Businesses Win Big Honors in Louisiana

On May 25, 2011, SBA Chief Counsel for Advocacy Winslow Sargeant delivered the keynote address as part of the Jefferson Chamber's annual Small Business Awards Luncheon recognizing several outstanding individuals and businesses who have recently received awards from national, state and local organizations.

Jefferson Chamber member businesses swept all of the champion award categories in the SBA's Southeast region. Eight were named SBA State Champions and Haydel's Bakery went on to win the SBA's National Family-Owned Business of the Year. Haydel's becomes the first Louisiana small business in over 25 years to be recognized as a national winner.

Gulf Oil Spill Disaster Adjustment Assistance Center (GOSDAA)

GOSDAA was established to provide assistance to service companies, manufacturers, retailers, and wholesalers located within 60 geographic miles from the coast/marshes of Louisiana and Texas that were impacted by the Gulf Oil Spill Disaster. You can contact GOSDAA at www.gosdaa.org.

Louisiana's Stats

Louisiana Loan Stats

FY 2011(as of 6/30/2011)		
	<u># of Loans</u>	<u>\$ Supported</u>
All Loans	450	\$ 155,469,500
7A	428	\$ 127,488,500
504	22	\$ 27,981,000

Louisiana Contract Stats

FY 2011 (as of 6/30/2011)	
<u>Type of Business</u>	<u>\$ Amount</u>
Small Business	\$ 775,697,155.28
8(a)	\$ 130,546,157.87
8(a) Joint Venture	\$ 16,619,481.54
8(a) + Joint Venture	\$ 147,165,639.41
Hub Zone	\$ 243,840,089.36
Service Disabled Veterans	\$ 116,569,139.20

Louisiana Top 10 SBA Lenders – 3rd Quarter

<u>Ranking</u>	<u>Lender Name</u>	<u># Loans</u>	<u>Original Gross Amount</u>
1	Gulf Coast Bank & Trust Co.	115	\$ 26,483,100
2	JP Morgan Chase Bank National Association	99	\$ 15,571,800
3	Newtek Small Business Finance Inc.	5	\$ 8,393,400
4	Bizcapital Bidco II, LLC	3	\$ 7,000,000
5	South City Bank	2	\$ 6,850,000
6	First NBC Bank	8	\$ 6,479,500
7	First Financial Bank	9	\$ 5,849,800
8	Gulf Coast Bank	13	\$ 4,596,800
9	Midsouth Bank, N.A.	3	\$ 4,385,000
10	Rayne St. Bank and Trust Co.	4	\$ 4,350,500

Did you know....

You can now follow the SBA on Facebook and Twitter.

www.facebook.com

www.twitter.com

Upcoming Events

SBA - "A Free Small Business Seminar"

This event will be held on Saturday, July 30, 2011 from 8:30am – 4:00pm at Franklin Avenue Baptist Church 2515 Franklin Avenue New Orleans, LA 70117. Register at www.moneywise.tv

Department of Labor Informational & Outreach Forum

This event will be held on Monday, July 25, 2011 from 12:30pm – 4:45pm at UNO Lindy C. Boggs International Conference Center, 2045 Lakeshore Dr, New Orleans, LA 70122. To register contact Frank McGriggs by email at: mcgriggs.frank@dol.gov

2011 8(a) Retreat and Medweek

This event will take place on Thursday, July 28, 2011 from 7:30am – 2:00pm at the Lindy C. Boggs International Conference Center UNO Research & Technology Park with a cost of \$40.00 Per Person. To register call [504-589-6688](tel:504-589-6688)

Internal Revenue Service – Small Business Forum

This event will take place on Wednesday, July 27, 2011 from 9:00am to 12:00pm at the University of New Orleans, Oliver St. Pe, Bldg # 27, 2000 Lakeshore Dr., Rm 103, New Orleans, LA. To register contact Earline Brown at earline.brown@irs.gov

LAMSDC Opportunity Zone Gateway Conference 2011

The Conference will take place August 25 and August 26 at the Sheraton Hotel, 500 Canal Street New Orleans, LA 70130. To register please call [504-619-9834](tel:504-619-9834)

The Department of Veterans Affairs Presents- National Veteran Small Business Conference and Expo

The Conference will take place on August 15th, 16th, 17th, and 18th, 2011 at the Ernest N. Morial Convention Center New Orleans, Louisiana. To register visit www.nationalveteransconference.com

U.S Department of Transportation – Bonding Education Program

The Program starts on August 11th and ends on September 29th. Class is 5:00pm - 8:00pm each Thursday at LSBDC Greater New Orleans Region, UNO Jefferson Center, 3330 N. Causeway, Suite 447, Metairie, LA 70002. To register please contact Diana Flores at [214-523-3432](tel:214-523-3432)

People in the News

Catlin Cain – Region VI Advocate



Catlin Cain is the Office of Advocacy's Regional advocate for Region VI, covering the states of Arkansas, Louisiana, New Mexico, Oklahoma, and Texas. She will be the chief counsel's direct link to small business owners, state and local government agencies, state legislators, trade associations, and small business organizations advancing the views, concerns, and interests of small business before Congress, the White House, federal agencies, federal courts, and state policymakers. Cain is based in New Orleans, LA.

Sandro Murtas – Regional Manager, Export Solutions Group



Sandro Murtas is the Regional Manager of Export Solutions Group for the Office of International Trade of the U.S. Small Business Administration in the New Orleans Export Assistance Center. As the Regional Manager, Murtas will assist companies in securing export financing through programs such as the Export Working Capital Program, International Trade Loan and the SBA Export Express and the Export - Import Bank of the United States in an effort to generate new exports and jobs related to international trade.

