Overview of the Louisiana Small Business & Entrepreneurship Council

Mandi D. Mitchell, CEcD
Assistant Secretary, LED

March 2021
The LSBEC was established in 2018 (Act 327)

Pursuant to Act 327 of the 2018 Regular Session (La. R.S. 51:2375 et seq)

The Louisiana Small Business and Entrepreneurship Council (LSBEC or the council) was established to identify issues pertinent to the operations of small businesses and advise Louisiana Economic Development (LED) and the governor on issues affecting the competitiveness of small businesses in Louisiana.

The council will advise the department on strategies to cultivate small business competitiveness and strengthen entrepreneurship throughout the state. The council in conjunction with the department will also work to ensure coordination of small business support between federal, state, and local agencies so as to decrease duplicative regulations, rules, and requirements.
LSBEC Membership

The LSBEC membership is diverse in many ways

Mandi Mitchell, CECd – Assistant Secretary, LED

*LED Secretary’s Designee*

Allison Clarke – Deputy Secretary, Office of GeauxBiz at Louisiana Department of State

*Louisiana Secretary of State’s Designee*

Kelisha Garrett – Executive Director, Louisiana Chamber of Commerce Foundation

*Louisiana Alliance for Economic Inclusion*

Bryan Greenwood – Associate Director, Louisiana Small Business Development Center

*Louisiana Small Business Development Center*

Kenny Anderson – Executive Director, Stephenson Entrepreneurship Institute

*Louisiana Business Incubation Association*

John Everett – Executive Vice President and Market President, Iberia Bank Baton Rouge

*Louisiana Bankers Association*

Edward “EJ” Krampe III – President & CEO, MacLaff, Inc.

*Louisiana Venture Capital/Angel Investor Community*

Courtney Davis – CEO, Bart’s Office Moving

*National Federation of Independent Business*
The LSBEC membership is diverse in many ways

Cassie Felder – Corporate Counsel, Swamp Dragon Hot Sauce  
*Louisiana Association of Business and Industry*

Alta Baker – President & CEO, Safe Haven Enterprises, LLC  
*Governor’s Appointee*

Zazell “Zell” Dudley – Dudley Worldwide, LLC  
*Governor’s Appointee*

Richard Vince Hayward – CEO, L.H. Hayward & Company, LLC  
*Governor’s Appointee*

Angelica Rivera – President, Colmex Construction  
*Governor’s Appointee*

Bill Sawyer – President & CEO, Sawyer Industrial Plastics, Inc.  
*Governor’s Appointee*

E. René Soulé – Owner, E. René Soulé & Associates  
*Governor’s Appointee*

Iam Tucker – President & CEO, ILSI Engineering  
*Governor’s Appointee*
LSBEC Inaugural Report & Recommendations

The inaugural report set a baseline for where we are and where we’d like to go.

Where we are: While we do an excellent job of serving the small businesses and entrepreneurs that we reach, we have room for improvement in certain areas.

No. 1 in Small Business Services, *International Economic Development Council Gold Award, 2019*

<table>
<thead>
<tr>
<th>PROGRAM</th>
<th>2020 IMPACT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Strategic Research Engagements</td>
<td>67</td>
</tr>
<tr>
<td>CEO Roundtables Graduates</td>
<td>72</td>
</tr>
<tr>
<td>Companies Certified through the Hudson Initiative and Veterans Initiative</td>
<td>2,612</td>
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<tr>
<td>Companies Certified through the SEBD Programs</td>
<td>892</td>
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<tr>
<td>Louisiana Contracting Accreditation Institute Graduates</td>
<td>199</td>
</tr>
<tr>
<td>Businesses Counseled by the SBDCs</td>
<td>3,452</td>
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<tr>
<td>Individual Trained by the SBDCs</td>
<td>9,781</td>
</tr>
<tr>
<td>Dollar Value of Secured Contracts Supported by the Bonding Assistance Programs</td>
<td>$2,454,086</td>
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</tbody>
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LSBEC Inaugural Report & Recommendations

The inaugural report set a baseline for where we are and where we’d like to go.

Where we’d like to go:

Access to capital
- Identify potential funding sources and structures for enhanced debt and equity capital in the State
- Identify additional education services for small business owners and entrepreneurs
- Research options to improve Louisiana’s entrepreneurial culture

Occupational licensing
- Perform a comprehensive review of all the occupational licenses in Louisiana in comparison to other states
- Evaluate opportunities to change laws and processes which will enable greater ease in making changes to occupational licensing requirements in the future; model after best practices implemented in other states over recent years

Regulatory
- Conduct further research on improvement opportunities related to workers compensation insurance and support incremental, bi-partisan, proven tort reform proposals that would result in more competition and lower costs for consumers and small businesses
LSBEC Inaugural Report & Recommendations

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Where we’d like to go (continued):

Other identified recommendations include improvements to the Hudson and Veterans Initiatives and providing support for Small Businesses Before, During, and After Natural and Man-made Disasters:

- **Hudson/Veterans Initiatives**
  - Expand outreach and education efforts to potential Hudson/Veterans-certified vendors
  - LED and the Office of State Procurement (OSP) will continue to work together to increase awareness of Hudson Veterans (H/V) Initiative programs and goals within agency purchasing or procurement offices
  - Strengthen accountability among prime contractors on following through with hiring/sub-contracting with Hudson- and Veteran-certified businesses when partnered with for added bid scoring points

- **Small Business Recovery Recommendations**
  - Implement a comprehensive business resiliency education and training program for small businesses
  - Research limitations on access to capital for certain small business types (e.g. 1099 independent contractors, sole proprietors that use IRS Schedule C, Gig Economy workers and others that aren’t W-2 employees
  - Develop outreach and educational programs around digital storefront and eCommerce opportunities
  - Ensure there are procurement opportunities for Louisiana-based small businesses and DBEs during declared emergencies
Additional information on LED resources for small businesses can be found at [OpportunityLouisiana.com/SmallBusiness](http://OpportunityLouisiana.com/SmallBusiness)

For more information, contact LED:

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