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## INTRODUCTION

This Directory of Resources for Small Businesses and Entrepreneurs in the New Orleans region was produced by The Idea Village, a community of entrepreneurs and those who believe in them. A non-profit 501 (c) (3) organization, The Idea Village generates economic development by helping people turn their ideas into businesses and by accelerating the growth of entrepreneurial companies.

This Resource Guide exists because The Idea Village knows that entrepreneurs need more than motivation and a good idea to succeed. Along with advice from industry leaders, operational guidance, access to capital and mentors, many can benefit from the resources and information in this guide to realize their entrepreneurial potential.

We are aware that other resource guides are available, all of which we cite and encourage all business owners to utilize. The Idea Village Resource Guide differs in the following ways:

- specifically geared for start-ups and small businesses
- lists organizational resources according to manner of use
- provides detailed information on each organization

We have included a variety of organizations, ranging from small, grassroots organizations to state and federal agencies. We intend to provide an as up-to-date, reliable, and useful directory as possible.

The Idea Village has made every effort to provide current and comprehensive information on business resources, however, information changes quickly and the producers of this guide as well as the agencies submitting the information contained within cannot be held responsible for the accuracy of the information. The inclusion of a program does not imply endorsement nor does the omission of a program imply censure.

Special Thanks go to: Liza Sherman with MetroVision, Norman Roussell with the Capital Access Project and Malcolm Schwarzenbach and staff of Fish or Cut Bait

## How to Use This Guide

The guide is divided into sections designed to allow for quick access to the most pertinent information for a small business or entrepreneur.

The sections are first divided into organizations *according to use*. Each section is preceded by a brief explanation of the various types of organizations in these different areas. This is followed by a formatted description of each organization which includes: contact information, website, mission, brief description and a basic outline of what each organization *does* and *does not* do. Unattainable or unavailable information is marked "N/A."

At the end of the guide we have also provided descriptions and links to federal and state online resources as well as a detailed listing of general online business resources. This section not only lists important sites and sites of interest, but also provides a brief explanation of what can be found at each site.

*The Idea Village highly recommends users of this guide to visit the websites of these organizations and personally contact any organization with questions this guide or the organization's website does not answer.*

*If you think this guide could be helpful in any ways that we have not thought of, or if you have additional resources to suggest, please let us know by emailing Sandra Lombana Landrum [sandra@ideavillage.org](mailto:sandra@ideavillage.org) or calling 504-304-3290.*

## FEDERAL / NATIONAL ORGANIZATIONS

### Better Business Bureau New Orleans

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1539 Jackson Avenue, Suite 400  
New Orleans, LA 70130-5834  
Phone: 581-6222  
Fax: 524-9110

**Website:** <http://www.neworleans.bbb.org>

**Contact:** N/A

**Email:** N/A

**Mission:** To promote and foster the highest ethical relationship between businesses and the public through voluntary self-regulation, consumer and business education, and service excellence.

**Description:** Services for businesses include dispute resolution and customized training in conciliation and negotiation. A business can also become a member of the BBB by adhering to strict business standards – many consumers consult the BBB before buying from a company.

**Cost for Services:** Free, charges for dispute resolution and training vary

Incubator	No
Loan Provider / Financial Assistance	No
Finding Funding	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	No
Work with Young Entrepreneurs	No

## Service Corps of Retired Executives (SCORE)

---

365 Canal Street, Suite 2890  
New Orleans, LA 70130  
Phone: 589-2356  
Fax: N/A

**Website:** <http://www.score.org>

**Contact:** N/A

**Email:** N/A

**Mission:** SCORE provides professional guidance and information accessible to all to maximize the success of America's existing and emerging small businesses.

**Description:** SCORE is a nonprofit organization that provides small business mentoring and advice on a full range of business topics via a corps of volunteer business executives. A free workshop is held on the second Tuesday of each month, and counseling is available by appointment.

**Cost for Services:** Free

Incubator	No
Loan Provider / Financial Assistance	No
Finding Funding	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	No
One-on-One Counseling	<b>Yes</b>
Work with Young Entrepreneurs	<b>Yes</b>

## Small Business Administration (SBA) Louisiana District Office

---

365 Canal Street, Suite 2820  
New Orleans, LA 70130  
Phone: 589-6685  
Fax: N/A

**Website:** <http://www.sba.gov>  
<http://www.sba.gov/la/indexabout.html>

**Contact:** Mr. Allison Randolph, III  
**Email:** N/A

**Mission:** To aid, counsel, assist and protect, insofar as is possible, the interests of small business concerns.

**Description:** The SBA New Orleans District Office guarantees loans through lending organizations in the State of Louisiana. There are term loans, export working capital loans and lines of credit (CAP LINE). The local SBA also offers the following services: free counseling (see SCORE), free consulting services (see SBDCs), Women's Business Center (see Urban League) a Minority Enterprise Development Program, special loan programs (7(a) and 504 loans), and availability of a Veteran's Affairs Officer.

**Cost for Services:** Free

Incubator	No
Loan Provider	Yes
Finding Funding Assistance	Yes
Technical Assistance	Yes
Business Plan Assistance	Yes
Workshops	Yes
Seminars	Yes
One-on-One Counseling	Yes
Works with Young Entrepreneurs	No

## STATE-LEVEL

### Louisiana Business & Technology Center

---

South Stadium Drive  
Baton Rouge, LA 70803-6100  
Phone: 225-578-7555  
Fax: 225-578-3975

**Website:** <http://www.bus.lsu.edu/lbtc>

**Contact:** Charles F. D'Agostino, Executive Director  
**Email:** [lbtc@lsu.edu](mailto:lbtc@lsu.edu)

**Mission:** To assist entrepreneurs and small businesses with access to resources they need to grow and attain long-term success. The LBTC plays a crucial role in the economic development future of Louisiana by supporting Vision 2020, and by promoting the formation and growth of businesses, cultivating jobs, and commercializing technology.

**Description:** The LBTC, a department of the E.J. Ourso College of Business Administration at Louisiana State University, endeavors to enhance economic development in Louisiana through the support of existing small businesses and the development of new businesses. LBTC serves to stimulate small business formation, growth and survival. By fostering growth in the new business segment, diversification occurs and jobs are created further expanding Louisiana's economic development. LBTC focuses on non-technology companies in the surrounding nine-parish area, and technology oriented companies statewide. The LBTC provides the following services:

- Small business incubation services
- Management assistance and small business counseling and consulting services
- Technology transfer including IP and commercialization assistance
- Preparation for and assistance with access to capital: loan, angel, venture capital, or government sources such as SBIR/STTR, ATP, Inventors & Innovation Programs
- Entrepreneurial educational training, seminars & workshops
- Access to the Federal Lab Consortium
- Referral to fee-based professional and advisor resources

**Cost for Services:** Majority of Services are Free

Incubator	Yes
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	Yes
Workshops	Yes
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	Yes



**Louisiana Department of Economic Development  
Offices of Business Resources & Business Development**

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PO Box 94185  
Baton Rouge, LA 70804-9185  
Phone: 225-342-3000  
Fax: N/A

**Website:** <http://www.lded.state.la.us>

**Contact:** N/A

**Email:** N/A

**Mission:** The Louisiana Department of Economic Development (LDED) is committed to expanding our economic development resources and to continuous improvement in our business environment. The LDED is committed to *Louisiana: Vision 2020* and has restructured its economic development process by implementing the “clustering” concept.

**Description:** The LDED offers help and information not only on the clusters project, but also in the areas of business resources and business services. LDED resources, available on our website, include: information on tax exemption programs, enterprise zones, jobs programs, small business loan program, and others. Business services include: state business resource guide, microenterprise program, and small and emerging business assistance.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	No
Works with Young Entrepreneurs	<b>Yes</b>

## Louisiana Partnership for Technology Innovation

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8748 Quarters Lake Road  
Baton Rouge, LA 70809  
Phone: 225-922-9189  
Fax: 225-992-9107

**Website:** <http://www.louisianapartnership.com>

**Contact:** N/A

**Email:** N/A

**Mission:** The Louisiana Partnership for Technology Innovation is devoted to the growth and diversification of Louisiana's economy. It pursues this objective by working with representatives of business and industry, academia, and government to advance innovative Louisiana-based, technological opportunities to and in the marketplace.

**Description:** The Partnership provides consulting services to technology entrepreneurs and to State government in developing strategic initiatives to support the creation and growth of technology-based companies in Louisiana. Our services include business planning, building business relationships, intellectual property management, management assistance, and providing introduction to potential customers and investors.

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	No
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## Louisiana Secretary of State First Stop Shop

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Secretary of State  
First Stop Shop Division  
PO Box 94125  
Baton Rouge, LA 70804-9125  
Phone: 225-922-2675  
Fax: 225-922-0439

**Website:** <http://www.sec.state.la.us/comm/fss/fss-index.htm>

**Contact:** N/A

**Email:** [fss@sec.state.la.us](mailto:fss@sec.state.la.us)

**Mission:** N/A

**Description:** The First Stop Shop streamlines the business licensing process by cutting through the bureaucratic red tape that can delay the start-up of a business. Staff will prepare a customized business license checklist tailored to your specific business licensing need. Counseling available over the phone.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## Louisiana Technology Council

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1215 Prytania Street  
New Orleans, LA 70130  
Phone: 504-304-2910  
Fax: 504-304-2905

**Website:** <http://www.LTC-LA.org>

**Contact:** Mark S. Lewis, President

**Email:** [mlewis@LTC-LA.org](mailto:mlewis@LTC-LA.org)

**Mission:** To assist with the technological development of individuals and member organizations by providing programs, events, organizational support and other value added services that contribute to their competitiveness and growth and leads to the economic development of the area.

**Description:** A non-profit membership organization serving both users and producers of technology focusing on making Louisiana the Tech Capital of the South.

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

## LOCAL

### CONNECT.UNO

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226 Carondelet Street, Suite 310  
New Orleans, LA 70130  
Phone: 539-9555  
Fax: 539-9511

**Website:** <http://www.connect.uno.edu>

**Contact:** Greg Chase, Coordinator  
**Email:** [connect@uno.edu](mailto:connect@uno.edu)

**Mission:** connect.uno is a campus-wide, user-friendly office established to assist the business community in locating UNO resources and services that meet business, technology, and economic development needs.

**Description:** We serve as a web-based, one-stop shop for information about university resources. Inquiries can be completed and returned to the connect.uno office and appropriate information will then be gathered and the connections will be made.

**Cost for Services:** Free

Incubator	No
Loan Provider / Financial Assistance	No
Finding Funding	No
Technical Assistance	No
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	No
Work with Young Entrepreneurs	No

## Greater New Orleans Inc.

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601 Poydras Street, Suite 1700  
New Orleans, LA 70130  
Phone: 527-6900  
Fax: 527-6950

**Website:** <http://www.norcc.org>

**Contact:** N/A

**Email:** N/A

**Mission:** To create a favorable environment for the growth and development of business throughout the region.

**Description:** GNO Inc. is a public/private partnership with a professional economic development staff available to work with companies interested in locating or expanding business in the NO Region. Our projects include: *Top 10 by 2010* (quality of life indicators project), *Clusters* project, *School-to-Career*, *International Business & Trade* (develops international ED partnerships), *Demographics and Business Data* (publish Regional Factbook), and *Workforce Development Resources*.

**Cost for Services:** Membership Fees / Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	No
Works with Young Entrepreneurs	No

## The Idea Village

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638 Camp Street  
New Orleans, LA 70130  
Phone: 304-3284  
Fax: 304-3294

**Website:** <http://www.ideavillage.org>

**Contact:** Tim Williamson  
**Email:** [tim@ideavillage.org](mailto:tim@ideavillage.org)

**Mission:** To generate economic development by helping people turn their ideas into businesses and by accelerating the growth of entrepreneurial companies.

**Description:** The Idea Village is a community of entrepreneurs and those who believe in them. A 501 (c) (3) organization, The Idea Village vision is to create a world class entrepreneurial community in the New Orleans region.

The Idea Village knows that entrepreneurs need more than motivation and a good idea to succeed. They also need advice from industry leaders, operational guidance, access to capital and mentors. In short, they need The Idea Village.

The Idea Village has the following programs: Business Acceleration, Networks, Education and the Capital Access Project. In addition, The Idea Village works closely with universities in the area to develop businesses and provide hands-on training for MBA students.

Since The Idea Village is populated by connected networks of entrepreneurs, professionals and investors, anyone interested in becoming or assisting an entrepreneur should join The Idea Village community at [www.ideavillage.org](http://www.ideavillage.org).

**Cost for Services:** Varies from free to fees for some business acceleration services

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

**Levy-Rosenblum Institute for Entrepreneurship  
Tulane University Freeman School of Business**

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#7 McAllister Drive  
New Orleans, LA 70118  
Phone: 865-5462  
Fax: 862-8902

**Website:** <http://www.freeman.tulane.edu/lri>

**Contact:** Rosalind Butler  
**Email:** N/A

**Mission:** N/A

**Description:** The Institute trains and inspires entrepreneurs through coursework, community service projects, and internships. In addition, LRI coordinates joint academic, government and business initiatives that stimulate private enterprise and regional economic growth. It also contributes to regional and economic development by assisting the corporate and family business communities in identifying and exploring business issues through shared learning experiences. Programs include Economic Development, TABA Community Service Programs, Tulane Family Business Center, and Entrepreneurial Studies.

**Cost for Services:** Membership fees depend on program

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	No
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## New Orleans Business Center Business Retention & Expansion

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1340 Poydras Street, 9<sup>th</sup> Floor  
New Orleans, LA 70130  
Phone: 636-0336  
Fax: 636-0262

**Website:** <http://new-orleans.la.us/home/departmentsAndAgencies/econDev>

**Contact:** Business Counselors  
**Email:** N/A

**Mission:** To help prospective business owners assess their business needs relating to local and state requirements for doing business in the City of New Orleans.

**Description:** The New Orleans Business Center and Business Retention and Expansion both are arms of the New Orleans Workforce Partnership. *The New Orleans Business Center* is committed to enriching the business climate in New Orleans by making it easier and more efficient to open and operate a business in the City of New Orleans. The Center helps business owners in need of an occupational license and information on the resources that are available to assist in the growth of their businesses. The Center's staff works with businesses to resolve issues and concerns that involve processes of city government and serves as an information resource center for businesses that may be eligible for certain tax and financial incentives. *Business Retention and Expansion* serves to assist businesses that can benefit from programs and activities involving city government. The office markets the City of New Orleans as a very favorable place to do business and works with governmental agencies and private sector firms to put into place those programs, policies, and incentives that enhance the City's attractiveness as a place to grow businesses. Services are available by appointment or walk-ins.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

**University of New Orleans  
Small Business Development Center**

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1600 Canal Street, Suite 620  
New Orleans, LA 70112  
Phone: 539-9292  
Fax: 539-9295

**Website:** <http://ww.uno.edu/~sbdc>

**Contact:** Alice Kennedy, Director

**Email:** [akennedy@uno.edu](mailto:akennedy@uno.edu)

**Mission:** To provide management assistance to current and prospective small business owners.

**Description:** The SBDC Program is designed to deliver up-to-date counseling, training and technical assistance in all aspects of small business management. SBDC services include, but are not limited to, assisting small businesses with financial, marketing, production, organization, engineering and technical problems and feasibility studies. Special SBDC programs and economic development activities include international trade assistance, technical assistance, procurement assistance, venture capital formation, rural development and the FastTrac Entrepreneurial Training Program™.

**Cost for Services:** Free

Incubator	No
Loan Provider / Technical Assistance	No
Finding Funding	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Work with Young Entrepreneurs	No

## Small Business Development Centers

University of New Orleans  
LA International Trade SBDC  
#2 Canal Street, Suite 2926  
New Orleans, LA 70130  
Phone: 568-8222  
Fax: N/A  
<http://www.uno.edu/~litc>

Southeastern Louisiana University SBDC  
College of Business and Technology  
SLU Box 10735  
Hammond, LA 70420-0735  
Phone: 985-549-2258  
Fax: 985-549-5038  
<http://www.selu.edu/sbdc>

Loyola University SBDC  
College of Business Administration  
6363 St. Charles Avenue, Box 134  
New Orleans, LA 70118  
Phone: 864-7942  
Fax: 865-3496

Southern University of New Orleans SBDC  
College of Business Administration  
6400 Press Drive, Room 114  
New Orleans, LA 70126-1009  
Phone: 286-5308  
Fax: 286-5131

Nicholls State University SBDC  
College of Business Administration  
PO Box 2015  
Thibodeaux, LA 70310  
Phone: 985-448-4242  
Fax: N/A

Louisiana International Trade Center SBDC  
[note: new address in Oct – moving to UNO SBDC]  
University of New Orleans  
2926 World Trade Center  
New Orleans, LA 70130  
Phone: 568-8222  
Fax: 568-8228  
<http://www.uno.edu/~litc/>

## UNO Research and Technology Park

---

Center for Energy Resources  
2045 Lakeshore Drive, Room 526  
New Orleans, LA 70112  
Phone: 280-2000  
Fax: 280-2222

**Website:** <http://www.uno.edu/~rtp/techcntr.htm>

**Contact:** Norma Grace  
**Email:** [ngracwe@uno.edu](mailto:ngracwe@uno.edu)

**Mission:** To stimulate the growth of enterprises that are committed to developing public/private collaboration in research, technology advancement, training and educational opportunities; promoting innovation and creativity through cultural and scientific interaction, strengthening economic competitiveness and workforce development of the region, and creating a community that fosters a spirit of inquiry and exchange of ideas.

**Description:** Our objectives include:

- Identify research and technology based companies who meet the Research Park's criteria for admission to the park
- Collaborate with private sector companies who have compatible research areas to build intellectual, human, and technological capacity at the University and throughout the region
- Facilitate the private sector's ability to contract with UNO faculty who share compatible research areas
- Facilitate technology transfer agreements and commercialization between companies and the University
- Facilitate student employment or internship experiences with Research and Technology Park companies

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## SMALL BUSINESS INCUBATORS

### Jefferson Parish Economic Development Commission (JEDCO)

---

3445 North Causeway Boulevard, Suite 300  
Metairie, LA 70002  
Phone: 833-1881  
Fax: 833-7676

**Web site:** <http://www.jedco.org>

**Contact:** June Johns, Marketing & PR Manager

**Email:** [jjohns@jedco.org](mailto:jjohns@jedco.org)

**Mission:** Promotes the economic growth of Jefferson Parish by attraction, creation and retention of quality jobs and fosters entrepreneurship by facilitating a favorable business and investment climate.

**Description:** JEDCO services include site location assistance, parish market data, tax incentives, tax-exempt bonds, business financing, business incubator programs, workforce development, waterway and marina development, strategic planning and more. Incubator services are available for small businesses.

**Cost for Services:** N/A

Incubator	<b>Yes</b>
Loan Provider/Financial Assistance	<b>Yes</b>
Finding Funding	<b>Yes (Referrals)</b>
Technical Assistance	No
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Work with Young Entrepreneurs	<b>Yes</b>

## New Orleans Business & Industrial District (NOBID)

---

6600 Plaza Drive, Suite 601  
New Orleans, LA 70127  
Phone: 242-1300  
Fax: 242-1344

**Website:** <http://www.nobid.org/enterprise.htm>

**Contact:** Tiffany Crawford, Project Manager

**Email:** [nobid@bellsouth.net](mailto:nobid@bellsouth.net)

**Mission:** NOBID will advocate and facilitate the acquisition, development, and maintenance of critical infrastructure and resources necessary to support and nurture the growth of current businesses and the development of new businesses.

**Description:** Stretching across 7,000 acres of prime real estate within the city limits of New Orleans, Louisiana, the New Orleans Business and Industrial District is the ideal location for new business and industry. The New Orleans Business and Industrial District provides extraordinary water, land, rail and air transportation, and abundant, reasonably priced land and utilities. A totally planned and funded commercial and industrial community, the District has all the ingredients for success. The entire District is a Louisiana Enterprise Zone and an Economic Development District, entitling its tenants to certain sales, use and property tax benefits.

**Cost for Services:** Free

Incubator	<b>Yes</b>
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## ASSISTANCE FOR MINORITY BUSINESSES

### Capital Access Project, Inc.

---

1661 Canal Street, Suite 3217  
New Orleans, LA 70112  
Phone: 245-8592  
Fax: 242-7629

**Website:** <http://www.capitalaccessproject.com>

**Contact:** Norman Roussell, Executive Director

**Email:** [NDRoussell@aol.com](mailto:NDRoussell@aol.com)

**Mission:** The Capital Access Project, Inc. is dedicated to supporting the creation of competitively viable small, disadvantaged, minority and women-owned firms through business development assistance by identifying, qualifying and matching those firms with public and private sector capital resources.

**Description:** The Capital Access Project, Inc. is a U.S. Small Business Administration (SBA) approved intermediary that provides small, disadvantaged, minority and women business owners ("DBEs") with the management and technical assistance necessary to bridge the credit market access gap. We help owners pre-qualify for SBA 7(a) loans, through the SBA 7(a) Pre-Qualification Loan Program, and we also help them qualify for traditional bank loans and lines of credit.

**Cost for Services:** \$175 and up

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	No
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## Hispanic Chamber of Commerce

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No address available at this time

**Website:** N/A

**Contact:** Mario Zeron, President

**Email:** [Mario\\_destinations@msn.com](mailto:Mario_destinations@msn.com)

**Business Phone:** 456-0900

**Mission:** To promote Hispanic-owned business in the State of Louisiana.

**Description:** The Hispanic Chamber is a membership organization with four levels of membership for either Hispanic-owned businesses or businesses that work with Latin America. The Hispanic Chamber also conducts free monthly workshops and networking events for members.

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	No
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	No
One-on-One Counseling	No
Work with Young Entrepreneurs	No

## Newcorp Business Assistance Center

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1600 Canal Street, Suite 601  
New Orleans, LA 70112  
Phone: 539-9340  
Fax: 539-9343

**Website:** <http://www.newcorpbac.net>

**Contact:** Vaughn Fauria  
**Email:** [vrfauria@newcorpbac.net](mailto:vrfauria@newcorpbac.net)

**Mission:** To help women, physically challenged people and minority-owned businesses grow and prosper.

**Description:** Newcorp focuses on one-on-one counseling services to provide a wide range of services including but not limited to: business plan assistance, financial consultation, management counseling, operation of Open Access E-Commerce Program, and small business lender. We primarily work with existing / growing businesses but will also work with start-ups.

**Cost for Services:** Client fees are between \$50 and \$75 per month

Incubator	No
Loan Provider	<b>Yes</b>
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	No
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## Training Resource and Assistive-Technology Center (TRAC) University of New Orleans

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PO Box 1051  
Lakefront Campus  
University of New Orleans  
New Orleans, LA 70148  
Phone: 280-5700  
Fax: 280-5707

**Website:** <http://www.uno.edu/~trac> or [www.unotracs.org](http://www.unotracs.org)

**Contact:** Jonathan Orr or Charlotte Jackson

**Email:** [jjorr@uno.edu](mailto:jjorr@uno.edu) or [chjackso@uno.edu](mailto:chjackso@uno.edu)

**Exceptional Entrepreneurs of LA (ExcEL) Mission:** To provide self-employment opportunities that enable people with disabilities to achieve financial independence and contribute to the economic development of Louisiana.

**Description:** TRAC has two programs: 1) ExcEL assists people with disabilities start a small or home-based business and 2) for the local business community TRAC provides qualified applicants with disabilities, assistance with transitioning, assistance in providing job accommodations, and customized training and consulting services.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## Urban League of Greater New Orleans Women's Business Resource Center

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2322 Canal Street, Suite 100  
New Orleans, LA 70119  
Phone: 620-9650  
Fax: 620-9659

**Website:** N/A

**Contact:** Brenda Lyons, Administrative Program Coordinator

**Email:** N/A

**Mission:** To support women entrepreneurs in all phases of enterprise development.

**Description:** Offers educational programs, classes, and seminars on entrepreneurship, business plan development, marketing strategies, and identifying funding. Works primarily with female entrepreneurs, socially and economically disadvantaged women, and women whose businesses are located in high-unemployment and/or low income geographic areas.

**Cost for Services:** Free, 12-month program \$370

Incubator	No
Loan Provider / Financial Assistance	No
Finding Funding	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Work with Young Entrepreneurs	<b>Yes</b>

## IMPORT/EXPORT ASSISTANCE

### City of New Orleans Office of International Trade Development

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Mayor's Office of Economic Development  
City of New Orleans  
1515 Poydras Street, Suite 1150  
New Orleans, LA 70113  
Phone: 565-7230  
Fax: 565-8130

**Website:** [http://www.new-orleans.la.us/home/departmentsAndAgencies/econDev/international\\_trade\\_development.php](http://www.new-orleans.la.us/home/departmentsAndAgencies/econDev/international_trade_development.php)  
or <http://www.globalneworleans.org>

**Contact:** Gina Nadas, Director of International Development  
**Email:** [gnadas@mayorofno.com](mailto:gnadas@mayorofno.com)

**Mission:** To stimulate international trade and investment between the City of New Orleans and viable foreign markets.

**Description:** The ITD coordinates with other international trade resources and the City's economic development programs to achieve its objectives, including interfacing with the business community to assist their internationalization efforts by working with business clusters.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## Louisiana International Trade Center

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World Trade Center, Suite 2926  
New Orleans, LA 70130  
Phone: 568-8222  
Fax: 568-8228

**Website:** <http://www.uno.edu/~litc/index.html>

**Contact:** Doris Bahr, Office Manager

**Email:** [dbahr@uno.edu](mailto:dbahr@uno.edu)

**Mission:** To increase the number of Louisiana businesses involved in international trade and foster economic development in Louisiana.

**Description:** The LITC assists business people interested in exporting, importing, and in foreign investments. Services include, but are not limited to: export/import seminars, trade missions, financing programs, translation services, and referral coordination.

**Cost for Services:** Free, Seminars range in price from \$35 - \$120

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

**New Orleans US Export Assistance Center  
An Agency of the US Department of Commerce**

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2 Canal Street, Suite 2710  
New Orleans, LA 70130  
Phone: 589-6546  
Fax: 589-2337

**Website:** <http://www.export.gov> and <http://www.usatrade.gov>

**Contact:** Don van de Werken, Director  
**Email:** [new\\_orleans\\_office\\_box@mail.doc.gov](mailto:new_orleans_office_box@mail.doc.gov)

**Mission:** To help “export ready” companies begin exporting or increase their export sales.

**Description:** International Trade Specialists provide export counseling and other services designed to assist small and medium sized firms to make their first time export sale or to increase their export markets. The US Commercial Service maintains offices in 70 countries and in over 100 US cities. Services provided by the US Export Assistance Center include:

- Export finance counseling
- Market research
- Trade contacts
- Trade promotion events and programs
- Advocacy on international contracts
- Info on export documentation and licensing

**Cost for Services:** Free counseling, and varying fees depending on service

Incubator	No
Loan Provider / Financial Assistance	No
Finding Funding	<b>Yes</b>
Technical Assistance	No
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Work with Young Entrepreneurs	No

## World Trade Center

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2 Canal Street, Suite 2900  
New Orleans, LA 70130  
Phone: 529-1601  
Fax: 529-1691

**Website:** <http://www.wtcno.org>

**Contact:** Natalie Rideau, Membership Director

**Email:** N/A

**Mission:** To add wealth and jobs in Louisiana through international trade, port development, and allied activities.

**Description:** The WTC was the first of 300 World Trade Centers in 100 countries. The WTC has long been involved in conducting a wide range of *trade promotion, educational, and legislative programs* designed to enhance Louisiana's position in international trade, investment, transportation, banking, and other trade-related services, and to contribute to the state's overall economic development. These programs include:

- training classes on exporting and importing
- foreign language classes
- seminars on doing business in other countries
- international business briefings by visiting U.S. and foreign officials
- international trade publications
- trade missions to other countries, receiving trade missions from other countries

**Cost for Services:** Membership is offered at four levels: Special (\$175 per annum), Small Business (\$300), Sustaining (\$400), and Corporate (\$2500). See website (<http://www.wtcno.org>) for worldwide benefits

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	No
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	No
Works with Young Entrepreneurs	No

## ARTS & CULTURE

### Entergy Arts Business Center Arts Council of New Orleans

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225 Baronne Street, Suite 1712  
New Orleans, LA 70115  
Phone: 523-1465  
Fax: 529-2430

**Website:** N/A

**Contact:** Gene Meneray, Program Manager  
**Email:** [gmeneray@artscouncilofneworleans.org](mailto:gmeneray@artscouncilofneworleans.org)

**Mission:** N/A

**Description:** The goal of the Arts Council's Entergy Arts Business Center (EABC) is to assist in the business process by serving as an *arts business incubator* where individuals and non-profit groups can learn, exchange ideas, and receive practical business assistance. The EABC is a membership organization that offers workshops, entrepreneurial training, legal clinics, and group health insurance. The Business Center also offers low cost office space, shared resources and equipment, and extensive organizational development assistance to its tenant clients.

**Cost for Services:** Membership fees: \$35 individual, organizational membership \$150, Free for low-to-moderate income artists

Incubator	<b>Yes</b>
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

## Louisiana Music Commission

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3330 North Causeway Boulevard, Suite 438  
Metairie, LA 70002  
Phone: 838-5600  
Fax: 838-5280

**Website:** <http://www.louisianamusic.org>

**Contact:** Bernie Cyrus or Steve Picou

**Email:** [lmc@louisianamusic.org](mailto:lmc@louisianamusic.org)

**Mission:** To promote and develop Louisiana's popular, commercial music and related industries to produce the highest possible economic and cultural benefit for the People of Louisiana.

**Description:** The Louisiana Music Commission (LMC) is a state economic development agency. It provides resource information, contact information and counseling. The LMC also provides limited promotional assistance. The agency works on business initiatives, collects business plans and assists in their formulation, and serves as a main contact point for state government economic assistance for music businesses. The LMC also works on broadcasting efforts, educational initiatives and efforts to make state and local governments more business-friendly for music businesses.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	Yes
Technical Assistance	Yes
Business Plan Assistance	Yes
Workshops	Yes
Seminars	Yes
One-on-One Counseling	Yes
Works with Young Entrepreneurs	Yes

## Mayor's Office of Economic Development/Office of Music Business Development

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1515 Poydras Street, Suite 1150  
New Orleans, LA 70112  
Phone: 565-8138  
Fax: 565-8108

**Website:** <http://www.realneworleansmusic.com>

**Contact:** Scott Aiges, Director

**Email:** [musicbiz@mayorofno.com](mailto:musicbiz@mayorofno.com)

**Mission:** To promote growth in the New Orleans music industry.

**Description:** The goal of the Office of Music Business Development is to promote growth in the New Orleans music industry. To that end, the office provides support and outreach to the music community, and engages in numerous initiatives. Among the projects currently underway:

- Professional development for New Orleans musicians and music industry entrepreneurs to improve their business skills
- Provide additional showcase and income-producing opportunities for New Orleans musicians
- Create marketing opportunities for New Orleans music as a whole, through such media as the Internet and satellite radio
- Increase the amount of New Orleans music used in film and television projects
- Create tax incentives to support the recording industry in New Orleans
- Make it easier for visitors to experience authentic New Orleans music – in all its forms
- Increase the number of music-related conventions in New Orleans
- Eliminate pirate (or “bootleg”) CD sales in New Orleans
- Support sensible zoning for live entertainment in New Orleans
- Improve the quality of live for New Orleans musicians

**Cost for Services:** Free

Incubator	<b>Yes</b> (currently in development)
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

## New Orleans Music Office Co-Op

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4040 Tulane Avenue  
New Orleans, LA 70119  
Phone: 483-2880  
Fax: 483-2907

**Website:** <http://www.tipsevents.com/foundation/office.htm>

**Contact:** Todd Souvignier

**Email:** [todd@tipitinas.com](mailto:todd@tipitinas.com)

**Mission:** To provide a professional work space for musicians and others in the New Orleans music business.

**Description:** For those who can't afford, or don't otherwise have access to them, the Co-Op provides: computers, high-speed Internet connections, laser printer, fax machine telephones, page layout tools, web design tools, web audio tools, a professional, fully-equipped, ergonomic work space; and tutorials on basic computer and business skills including word processing, spreadsheets, page layout, web design, and press kit creation.

**Cost for Services:** \$10 per month

Incubator	<b>Yes</b>
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

## Supporting, Enfranchising Economic Development (SEED) New Orleans Jazz & Heritage Festival Foundation

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1205 North Rampart Street  
New Orleans, LA 70116  
Phone: 522-4786  
Fax: 522-5456

**Website:** <http://www.nojhf.org/seed.htm>

**Contact:** Sharon Martin  
**Email:** [smartin@nojhf.org](mailto:smartin@nojhf.org)

**Mission:** To foster the start-up and development of small, economically disadvantaged Louisiana businesses by providing partially secured business loans, business planning and development assistance through our business management mentoring program.

**Description:** Applications are accepted year round for businesses that envelope the mission of the Foundation, that is, those businesses which offer services or products that promote and/or preserve the music, the heritage, the culture of the area. Loan applications are reviewed by a partner bank with loans offered at below market interest rates.

**Cost for Services:** Free

Incubator	No
Loan Provider	<b>Yes</b>
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	No
Business Plan Assistance	<b>Yes</b>
Workshops	<b>Yes</b>
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## PROCUREMENT ASSISTANCE

### Ernest N. Morial Convention Center

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900 Convention Center Boulevard  
New Orleans, LA 70130  
Phone: 582-3023  
Fax: 582-3088

**Website:** <http://www.mccno.com>

**Contact:** Barbar Bryant, Purchasing Manager  
**Email:** [bbryant@mccno.com](mailto:bbryant@mccno.com)

**Mission:** To encourage the maximum employment of local vendors for the acquisition of goods and services in the Convention Center's business operations.

**Description:** The Convention Center holds periodic seminars for local businesses on how to procure contracts and also maintains a website that provides a list of future projects and date of expected release. The Convention Center also offers the opportunity to be included in their Small Business database.

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	No
Business Plan Assistance	No
Workshops	No
Seminars	<b>Yes</b>
One-on-One Counseling	No
Works with Young Entrepreneurs	No

## Louisiana Minority Business Council

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935 Gravier Street, Suite 2023  
New Orleans, LA 70112  
Phone: 523-7110  
Fax: 592-6645

**Website:** <http://www.gsmsdc.org>

**Contact:** Terrence Rice

**Email:** [terrence\\_rice@hotmail.com](mailto:terrence_rice@hotmail.com)

**Mission:** To provide business development services and facilitate business opportunity and access among corporations, the public sector and certified MBEs allowing for mutually beneficial relationships.

**Description:** This council is affiliated with the National Minority Supplier Development Council (NMSDC). The main objective of the Louisiana Minority Business Council (LMBC) is to execute the Council's aggressive outreach programs, which help to identify and contact minority vendors as well as acquaint them with representatives of the corporate purchasing community. The LMBC also hosts the annual Louisiana Economic Opportunity Conference & Expo. The LMBC is a membership organization.

### **Cost for Services:** Membership Fees

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	<b>Yes</b>
One-on-One Counseling	No
Works with Young Entrepreneurs	No

## New Orleans Multicultural Tourism Network Minority & Women Owned Business Resource Directory

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1520 Sugar Bowl Drive  
New Orleans, LA 70112  
Phone: 523-5652  
Fax: 522-0758

**Website:** <http://www.soulofneworleans.com>

**Contact:** Toni Rice

**Email:** [trice@soulofneworleans.com](mailto:trice@soulofneworleans.com)

**Mission:** To promote the diversity of the city and region through its ethnic culture, heritage, product and services with the hospitality, travel, and tourism industry and to encourage leadership, career and business opportunities at all levels of hospitality, travel and tourism industry.

**Description:** The Network is a membership organization that maintains an online resource guide, produced annually, that showcases qualifying businesses and the services offered in order to match these local vendors with events producers (NCAA Final Four, conventions, etc.) who put out bids for services.

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	No
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	No
Works with Young Entrepreneurs	No

## New Orleans Procurement Technical Assistance Center (New Orleans PTAC)

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601 Poydras Street, Suite 1700  
New Orleans, LA 70130  
Phone: 571-2736  
Fax: 527-6950

**Website:** N/A

**Contact:** Bob Dempsey

**Email:** [bdempsey@norcc.org](mailto:bdempsey@norcc.org)

**Mission:** To assist businesses in understanding and competing for contracts in the federal and state arenas. A professional counselor, Certified Federal Contract Manager (CFCM), with the National Association of Contract Managers works and trains businesses to understand and become competitive in the federal and state contract arena. Bob Dempsey was the former Deputy for Small Business for the U. S. Army Corps of Engineers.

**Description:** The New Orleans PTAC helps firms in all phases of government contracting by:

- Providing marketing know-how
- Providing technical tools
- Assistance in understanding the solicitation process (IFB, RFB, RFQ)
- Assistance in understanding federal and local government contracts

**Cost for Services:** Free

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	<b>Yes</b>
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	<b>Yes</b>

## U.S. Army Corps of Engineers Small Business Office, New Orleans District

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7400 Leake Avenue  
New Orleans, LA 70118  
Phone: 862-2885  
Fax: 862-2102

**Website:** <http://www.mvn.usace.army.mil/sb/GenInfo.asp>

**Contact:** Winifred Dyer, Acting Deputy for Small Business

**Email:** [Winifred.A.Dyer@mvn02.usace.army.mil](mailto:Winifred.A.Dyer@mvn02.usace.army.mil)

**Mission:** To help local business understand how the US Army Corps of Engineers New Orleans District works and how to do business with us.

**Description:** The Small Business Office functions as a liaison between local small businesses and this district's needs for local contracting. The office holds workshops, Small Business Acquisition Fairs, and one-on-one counseling if needed. The New Orleans District contracts for supplies, construction, engineering services and other services. Detailed information about current bids is available at our website.

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	No
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	<b>Yes</b>
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

## FINANCIAL ASSISTANCE

### Downtown Development District

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1010 Common Street, Suite 100  
New Orleans, LA 70112  
Phone: 561-8927  
Fax: 581-1765

**Website:** <http://www.neworleansdowntown.com>

**Contact:** N/A

**Email:** [info@neworleansdowntown.com](mailto:info@neworleansdowntown.com)

**Mission:** To develop and sustain a vibrant Downtown New Orleans in which to live, work and play.

**Description:** The Downtown Development District (DDD) offers three development incentive programs to downtown property and business owners located within the district. The DDD helps pay to install attractive brick sidewalks, fence and landscape street-level parking lots, and restore building facades. The DDD also manages the installation and removal of light pole banners in the district. The DDD's boundaries are Claiborne Avenue to the north, the Pontchartrain Expressway to the west, the Mississippi River to the south, and the Iberville Street to the east. The DDD is funded by a 15.9-mils property tax on the property located within those boundaries.

**Cost for Services:** Minimal

Incubator	No
Loan Provider / Financial Assistance	<b>Yes</b>
Finding Funding	No
Technical Assistance	No
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	No
Work with Young Entrepreneurs	No

## Regional Loan Corporation

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330 Camp Street  
New Orleans, LA 70130  
Phone: 524-6172  
Fax: 524-0002

**Website:** <http://www.rlcsbidco.com/index.htm>

**Contact:** N/A

**Email:** N/A

**Mission:** The role of the RLC is to stimulate economic growth and foster new employment opportunities, acting as a catalyst, in partnership with the lending institutions and economic development entities by providing funding sources to Southeast Louisiana businesses to help meet their financial needs and objectives.

**Description:** RLC is a private non-profit formed to assist local government in promoting business expansion and development in the NO area. RLC assists the Mayor's Office by administering a lending program for *qualifying* small, minority, and female businesses in Orleans Parish. Loan programs include: HUD, EDA, SBA 504, NCR, and BRC.

**Cost for Services:** N/A

Incubator	No
Loan Provider	No
Finding Funding Assistance	<b>Yes</b>
Technical Assistance	<b>Yes</b>
Business Plan Assistance	No
Workshops	No
Seminars	No
One-on-One Counseling	<b>Yes</b>
Works with Young Entrepreneurs	No

### **Certified Community Development Financial Institutions (CDFIs)**

CDFIs are private-sector financial intermediaries that attract capital from various public and private sources in order to make investments that support community development. CDFIs provide financial services, loans, technical assistance and other development tools to enable economically disadvantaged individuals become self-sufficient. For more information see <http://www.cdfifund.gov>

The organizations listed here may also appear elsewhere in the resource guide.

Business Resource Capital Specialty BIDCO, Inc. / Regional Loan Corporation  
330 Camp Street  
New Orleans, LA 70130-2804  
Phone: 524-6172  
Fax: 524-0002  
Contact: Ted Ledet  
Website: <http://www.businessresourcecapital.com>

Dryades Bancorp, Inc. / Dryades Savings Bank, FSB  
233 Carondelet Street, Suite 200  
New Orleans, LA 70130  
Phone: 581-5891  
Fax: 598-7282  
Contact: Frank Oliveri

Liberty Bank and Trust Company  
PO Box 60131  
New Orleans, LA 70160  
Phone: 240-5264  
Fax: 240-5166  
Contact: Julius Kembro  
<http://www.libertybank.net>

## **CAPCOs/BIDCOs**

The CAPCO (“certified capital companies”) state program, managed by the State Office of Financial Institutions, allows for the allocation of tax credits to insurance companies that are used to encourage investment in private venture capital firms certified by enabling legislation. CAPCOs typically concentrate on direct equity investments into a business. According to the State Office of Financial Institutions, “CAPCOs are an effective source of financing for businesses that have a window of opportunity, yet are unable to capitalize on these opportunities in a timely manner because of limited internally generated funds and/or lack of conventional financing.”

BIDCOs, or Business and Industrial Development Corporations are also run by the State Office of Financial Institutions and were created to make loans to small businesses located in the State of Louisiana. BIDCOs blend debt financing with equity and near equity investments, and utilize government guaranties to improve the credit worthiness of a business.

Contact information follows below. Note: some organizations qualify as both a CAPCO and a BIDCO and as such are listed twice.

## BIDCOs

Banc One Capital BIDCO-1998, LLC  
Bank One Equity Investors-BIDCO, Inc.  
Thomas J. Adamek --  
450 Laurel Street, Suite 1450  
Baton Rouge, LA 70801  
Telephone: (225) 408-3000

BIZCAPITAL Business & Industrial  
Development Corporation  
BIZCAPITAL BIDCO II Inc.  
John M. Brocato  
2201 Veterans Memorial Boulevard  
Suite 302  
Metairie, LA 70002  
Telephone: (504) 832-1993

Business Resource Capital Specialty  
BIDCO, Inc.  
(formerly New Orleans SBIDCO, Inc.)  
Ted J. Ledet, Program Manager  
650 Poydras Street, Suite 1220  
New Orleans, LA 70130  
Telephone: (504) 524-6172

North Louisiana BIDCO, LLC  
Community Capital BIDCO, LLC  
Richard D. Cloud  
130 DeSiard Street, Suite 411  
Monroe, LA 71201  
Telephone: (318) 807-0522

ECD Investments BIDCO Corporation  
William J. Bynum  
Post Office Box 4754  
Monroe, LA 71211-4754  
Telephone: (601) 944-1100

Gulf Coast Business and Industrial  
Development Corporation  
Cornelius Lewis  
8752 Quarters Lake Road  
Baton Rouge, LA 70809  
Telephone: (225) 922-7717

Red River Valley BIDCO, Inc.  
M. D. LeComte, President  
5210 Hollywood Avenue  
Shreveport, LA 71133  
Telephone: (318) 632-2022

Sisung Capital BIDCO, LLC  
Greg Naquin, President  
World Trade Center  
Two Canal Street, Suite 2435  
New Orleans, LA 70130  
Telephone: (504) 544-7700

Source Business and Industrial  
Development  
Corporation  
Walter M. Anderson  
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Telephone: (225) 922-7411  
Updated 9/18/2002

## CAPCOs

CAPCO Date Certified Contact  
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Advantage Capital Partners VI – XI  
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Audubon Capital Fund I, L.P.  
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1100 Poydras Street, Suite 2000  
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Banc One Capital BIDCO-1998, LLC  
Bank One Equity Investors, Inc.  
Thomas J. Adamek  
450 Laurel Street, Suite 1450  
Baton Rouge, LA 70801  
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Business Resource Capital Specialty  
BIDCO, Inc.  
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Chrysalis of Louisiana, L.L.C.  
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Telephone: (504) 529-3600

ECD Investments BIDCO Corporation  
William J. Bynum  
Post Office Box 4754  
Monroe, LA 71211-4754  
Telephone: (601) 944-1100

Enhanced Louisiana Issuer, LLC  
(formerly Tiger Capital Company of  
Louisiana, L.L.C.)

Enhanced Louisiana Capital II, LLC  
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New Orleans, LA 70170  
Telephone: (504) 569-7900

Gulf Coast Business and Industrial  
Development Corporation  
Cornelius Lewis  
8752 Quarters Lake Road  
Baton Rouge, LA 70809  
Telephone: (225) 922-7717

InterTech Venture Fund, L.P.  
John F. Sharp  
1505 Kings Highway  
Shreveport, LA 71103  
Telephone: (318) 675-4105

The Louisiana Community Development  
Capital Fund, Inc. "CAPFUND"  
Ernest L. Johnson  
350 Third Street, Suites 100C&D  
Baton Rouge, LA 70801  
Telephone: (225) 343-1075

North Louisiana BIDCO, LLC  
Community Capital BIDCO, LLC  
Richard D. Cloud  
130 DeSiard Street, Suite 411  
Monroe, LA 71201  
Telephone: (318) 807-0522

CAPCO Date Certified Contact  
Information  
Red River Valley BIDCO, Inc.  
M. D. Lecomte  
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Shreveport, LA 71133  
Telephone: (318) 632-2022



SBL Capital Corporation  
(formerly Cadence Business and  
Industrial  
Development Corporation)  
Terry D. Jones  
39433 Hwy 929  
Prairieville, LA 70769  
Telephone: (225) 622-0376

Sisung Capital, LLC  
(formerly Sisung Louisiana Platinum  
Fund LLC)  
Sun Capital, LLC  
(formerly Alliance Capital BIDCO, Inc.)  
Larry J. Sisung, Jr

World Trade Center  
Two Canal Street, Suite 2440  
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Source Business and Industrial  
Development  
Corporation  
Walter M. Anderson, Sr.  
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Source Capital, L.L.C.  
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Baton Rouge, LA 70825  
Telephone: (225) 612-2583

Wilshire Louisiana Advisers, LLC  
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New Orleans, LA 70130  
Telephone: (212) 826-9029  
April 24, 2003

## **ADDITIONAL BUSINESS RESOURCES**

### **INTRODUCTION**

The resources listed in the following sections offer the entrepreneur further opportunities to research, network, and learn more about business than can be provided by this guide. These resources include:

1. Additional local business resource guides
2. Listing of local chambers of commerce
3. Guide to online federal and state resources
4. Detailed guide to online resources entrepreneurs and small businesses
5. Listing of elected officials and contact information

## BUSINESS RESOURCE GUIDES

The Idea Village Entrepreneur's Guide to Business Resources in New Orleans provides a wealth of information, yet additional resource guides are available through other entities. Those listed below offer additional information that for brevity and non-duplication reasons were not included in this guide.

Louisiana Department of Economic Development *Online Business Resource Guide* (not available in PDF or hard copies at this time, but should be available by the Fall of 2003)  
<http://www.led.state.la.us/businessretention/bizresource.asp>

LDED guide to Louisiana Business Incentives (within the guide)  
<http://www.lded.state.la.us/businessretention/bizresource2.asp#bi>

Louisiana Small Business Resource Guide by the US Small Business Administration Louisiana District Office  
<http://www.reni.net/guides/intro.asp>

The online version is not available in PDF, but rather as an interactive website. While online be sure to check the top menu tabs *and* the side menu items for each section of the site. This is the best resource for obtaining information on the SBA loan program. To obtain hard copies, see you local SBDC or contact the SBA Louisiana District Office.

MetroVision's Economic Development Factbook and Guide to Business Investment in Southeast Louisiana and the New Orleans Region (64 pages)  
<http://www.norcc.org/factbook.pdf>

The City of New Orleans "Guide to Doing Business in New Orleans"  
[http://www.new-orleans.la.us/home/departmentsAndAgencies/econDev/business\\_resource\\_guide.php](http://www.new-orleans.la.us/home/departmentsAndAgencies/econDev/business_resource_guide.php)

St. Tammany West Chamber of Commerce New Business Toolkit  
<http://www.sttammanychamber.org/BusinessToolkit.pdf>

Fish or Cut Bait  
Available online soon on the La Tech Council website

PowerSource Workforce Development Guide  
Available from MetroVision. Contact Liza Sherman at [lssherman@norcc.org](mailto:lssherman@norcc.org)

## Local Chambers of Commerce

New Orleans Regional Chamber of Commerce  
601 Poydras Street, Suite 1700  
New Orleans, LA 70130  
Phone: 527-6900  
Fax: 527-6950  
<http://www.norcc.org>

Jefferson Parish Chamber of Commerce  
2121 Airline Drive  
Metairie, LA 70003  
Phone: 835-3880  
<http://www.jeffparish.net>

St. Tammany West Chamber of Commerce  
201 Holiday Boulevard, Suite 108  
Covington, LA 70433  
Phone: 985-892-3216  
Fax:  
<http://www.sttammanychamber.org>

Hammond Chamber of Commerce  
No 2 West Thomas Street  
Post Office Box 1458  
Hammond, LA 70404  
Phone: 345-4457  
Fax: N/A  
<http://www.hammondchamber.com>

## Federal Resources

### Small Business Administration

<http://www.sba.gov>

The ultimate online portal to information from the SBA – to browse the site, start with the menu items “Custom Views” (Starting, Financing, Managing, Business Opportunities, and Disaster Recovery) at the top of the home page. The following sections of the SBA website might be particularly helpful:

#### SBA Library

<http://www.sba.gov/lib/linrary.html>

Site has following links: E-books and Publications of over 200 free SBA publications, Business Magazines & Resource Links, Current Business News, Important Business Links, SCORE Learning Center, Online Reading Room (Laws & Regulations), Forms, and Outside Resources

#### SBA Start-Up Kit (Word document and PDF)

<http://www.sba.gov/starting/startup.pdf>

[http://www.sba.gov/starting\\_business/startup/guide.html](http://www.sba.gov/starting_business/startup/guide.html)

Comprehensive guide for start-ups, including in-depth information on SBA resources for entrepreneurs

#### SBA Women’s Business Center

<http://www.onlinewbc.gov>

Main page for SBA programs for women-owned businesses

#### SBA Small Disadvantaged Business (SDB)

<http://www.sba.gov/sdb>

Main page for SBA programs for small disadvantaged businesses, including information on how to apply for certification

#### SBA ProNet

<http://pro-net.sba.gov>

ProNet is the SBA Procurement Marketing and Access Network, an electronic gateway for procurement information and search engine – a one-stop-shop-procurement-shop. See also the SBA SUB-Net (<http://www.sba.gov/subnet>) for subcontracting opportunities.

#### SBA Tech-Net

<http://tech-net.sba.gov/index2.html>

An electronic gateway of technology information and resources for and about small, high-tech businesses. This site provides a search engine, and also serves as a marketing tool for small firms, and a potential “link” to investment opportunities.

## Other Government Resources Online:

First Gov for Businesses and Nonprofits

[http://www.firstgov.gov/Business/Business\\_Gateway.shtml](http://www.firstgov.gov/Business/Business_Gateway.shtml)

This site is the official U.S. gateway to all government information for businesses, including online services, information by topic, and an online reference center. Many of the federal resources listed here can be accessed via First Gov.

US Business Advisor

<http://www.business.gov>

The Business Advisor was created by the Small Business Administration to serve as an interagency task force to distribute information on the following business-related topics: business development, financial assistance, taxes, laws and regulations, international trade, workplace issues, and buying & selling.

BusinessLaw

<http://www.businesslaw.gov>

This is an online resource guide designed to provide legal and regulatory information to America's small businesses. Site includes, but is not limited to: "Plain English Guides" to starting a business, handling finances, managing employees, etc.; News, Tools ("How Do I....", Legal Research, Legal Forms), Federal Regulatory Information, and Laws and Regulations.

HUD Small Business Resource Guide (2001)

<http://www.hud.gov/offices/osdbu/resource/guide.cfm>

Provides a compendium of practical information on small business resources with specific guidance on contracting with the Department of Housing and Urban Development and HUD grantees.

Minority Business Development Agency

<http://www.mbda.gov>

MBDA online is a minority business community with information on MBDA news and articles. Menu at top of site offers more information on Access to Markets, Access to Capital, Management & Technical Assistance, and Education & Training

Government Executive - Procurement

<http://www.govexec.com/procurement/>

Lists government procurement resources such as Federal Acquisition Regulation, FedBizOpps, and GSAAuctions

#### SBIR/STTR

<http://www.acq.osd.mil/sadbu/sbir>

US Department of Defense's Small Business Innovation Research / Small Business Technology Transfer programs fund over \$1/2 billion early-stage Research and Development projects at small technology companies.

#### Export-Import Bank of the United States

<http://www.exim.gov>

The Export-Import Bank is the official export credit agency of the United States, with the mission to assist in financing the export of U.S. goods and services to international markets.

#### Export.gov

<http://www.export.gov>

Offers primary access to all export-related information offered by the federal government including sections on How to Export, Export Consulting, Market Research Reports, Trade Events, Help with Documentation and Regulations, and Export Financing Programs

#### The Catalog of Federal Domestic Assistance (CFDA)

<http://www.cfda.gov>

Site gives users access to the Federal databases of all Federal and State programs available to local governments, nonprofit and private enterprises

#### United States Patent and Trademark Office, US Department of Commerce

<http://www.uspto.gov>

This site allows users to search for patents (filed and given); register an invention, trademark, or copyright; and get general information concerning patents. Site includes downloadable forms and prices for filing fees.

#### SEC Filings & Forms (EDGAR)

<http://www.sec.gov/edgar.shtml>

Online Federal database of all companies, foreign and domestic, that are required to file registration statements, periodic reports, and other electronically-filed forms – useful for industry / company research purposes

#### IRS Small Business Center

<http://www.irs.gov/business/small>

The official IRS website for Small Business and the Self-Employed offers information ranging from Employer ID Numbers and Online Classes, to Starting a Business and Small Business Forms and Publications. The sidebar menu contains menus including information on upcoming local tax workshops (see Small Business Workshop under Topics).



Women Entrepreneurship in the 21<sup>st</sup> Century  
<http://www.women-21.gov>

A one-stop federal resource for targeted information, registration for online programs, and networking opportunities for women entrepreneurs.

## State & Local Resources

Louisiana Department of Economic Development

<http://www.led.state.la.us/default.asp>

The website for this state agency is one of the greatest local online resources for businesses. Site is divided into the following menu tabs: Office of the CEO, Louisiana Overview, Industry Clusters, Business Resources, and Business Services. Be sure to see the following:

Online Business Resource Guide

<http://www.led.state.la.us/businessretention/bizresource.asp>

Business Resources & Services homepage

<http://www.led.state.la.us/businessresources>

Business Services homepage

<http://www.led.state.la.us/businessretention>

Louisiana Business Incentives

<http://www.lded.state.la.us/businessretention/bizresource2.asp#bi>

Incentive Workshop Schedule

<http://www.led.state.la.us/businessresources/resourceservincwrk.asp>

Louisiana Economic Development Corporation (SBA lender, venture capital)

<http://www.lded.state.la.us/businessresources/ledc.asp>

Louisiana Secretary of State – Commercial Division

<http://www.sec.state.la.us/comm/comm-index.htm>

Selections include: Corporations (about forming a company), Corporation Database (search for names, trademarks, etc.), Direct Computer Access Services (paid service), Administrative Services (process and distribution of documents), First Stop Shop for Business, Uniform Commercial Code (including direct access), and links to related sites

Louisiana Works

<http://www.ldol.state.la.us>

Comprehensive site maintained by the Louisiana Department of Labor that acts as “the labor exchange for the state by serving as the link between employers, job seekers, and training entities.” Online services for businesses include ability to file quarterly reports, print or order state mandated posters, post job openings, search resumes, and e-file worker’s compensation

#### InfoLouisiana Business

<http://www.state.la.us/bus.htm>

Section of State website that provides the following links: locating and expanding business in Louisiana, agriculture, Office of Information Technology, international trade, employment, Louisiana Department of Revenue, environmental information, and a full listing of local chambers of commerce

#### Louisiana Technology Guide

<http://www.latechnologyguide.com/res.php>

Online portal for researching technology in Louisiana that includes a tech company directory, links to tech resources, and description of the states tech features and infrastructure

#### Louisiana Intellectual Property Directory

<http://www.louisianaip.org>

This site was created to promote Louisiana university technology transfer initiatives by offering information about local breaking news, patent information, faculty expertise and a good list of related links. Site especially useful for companies seeking new licensing opportunities

#### Louisiana Electronic Assistance Program (LEAP)

<http://leap.nlu.edu>

Louisiana's central source for *online*, *free*, and *current* US business, economic, and demographic information including: census, agriculture, social, labor and tax data

#### City of New Orleans – Online Business Registration

<http://online.new-orleans.la.us/servlet/user/ViewPermit?permitId=1>

“This online application is provided to register *new* businesses in the City of New Orleans that *do not* require an alcoholic beverage permit, police background check, or registration with the Vieux Carre' commission and state health department. In the coming weeks we will be expanding this service to include change of existing businesses and other permits”

#### Association of Louisiana Technology Companies

<http://www.thefutureoflouisiana.org>

Group that strives “to be the statewide channel for Louisiana based technology companies to organize industry, educate the government, and promote the infrastructure that facilitates collaboration in technology based economic development”

#### Louisiana E-Mail

<http://www.laemail.com>

State-run website that allows businesses to file business and income taxes online. Site also has a link to the Louisiana Register that provides monthly updates on state regulations and legal notices; and a link to the Louisiana Services Directory

### Louisiana Commerce Exchange System (LACES)

<http://www.louisiana1st.com>

An online business directory of Louisiana companies designed to promote business-to-customer and business-to-business commerce. Businesses can advertise products and services at no cost. There are currently ~83,000 listing at this time.

### Top 10 by 2010

<http://www.top10by2010.org>

This initiative sponsored by MetroVision released a 2002 Indicators report that is available as an online PDF or as an interactive searchable database covering various measurements of the economy, community well-being, the environment, and society. A great resource for local statistics (researched by the Greater New Orleans Community Data Center – see below).

### Renewal Louisiana

<http://www.renewallouisiana.com>

The Official Louisiana Renewal Community Information website profiling the Renewal Community initiative and offering information on the New Orleans/Jefferson Renewal Community and a description of the incentives available for businesses locating in this geographic area – be sure to see the PDF version of the HUD Tax Incentive Guide (bottom left-hand of site)

### Greater New Orleans Community Data Center

<http://www.gnocdc.org>

Site geared for non-profits, but useful to all in that all Census data is presented in an easy-to-use fashion via a point & click website with all data broken down by neighborhood

### Associations

Society of Louisiana Certified Public Accountants

<http://www.lcpa.org>

Louisiana State Bar Association

<http://www.lsba.org>

New Orleans Bar Association

<http://www.neworleansbar.org>

American Marketing Association – New Orleans Chapter

<http://www.amaneorleans.org> (not working)

Human Resources Management Association – New Orleans Chapter

<http://www.hrmaneorleans.org>

Louisiana Notary Association

<http://www.lna.org/>

## Business Metasites

These are websites that can be used as portals to access other online business information. These are very large sites and therefore contain a lot of information – these sites are best used for either targeted searches in the universe of business an/or for general browsing.

Small Business Administration (SBA)

<http://www.sba.gov>

See listing in “Federal Resources” section for further information

Entrepreneur magazine

<http://www.entrepreneur.com>

The online version of the popular magazine includes three separate “Centers” (see top menu bar): the Small Business Center, Career Journal Center, and Internet Solutions Center. The site also has 11 menu tabs (top of site) for more in-depth information on Start-ups, Franchises, Business Opportunities, Technology, etc. Through the Magazine menu tab you can also access, for free, archived articles from Entrepreneur magazine, Start-Ups magazine, and Home Office Mag.

Entreworld.org

<http://www.entreworld.org>

Site sponsored by the Kauffman Foundation (<http://www.emkf.org>) that brings a wealth of online resources to entrepreneurs, with three sections: Starting Your Business, Growing Your Business, and Supporting Entrepreneurship. The monthly feature topic (past examples: Creativity, Negotiation, Next Stage Funding, etc.) is an especially interesting element of the site, with past articles available through the Entrepreneur’s Byline link. Also extremely useful for start-ups is the Starting Your Business section with a well-organized resource menu.

Business 2.0 Magazine Online – Web Guide

<http://www.business2.com/webguide/0,,00.html>

A “hand-picked directory of the best business links on the web” divided into the following topics: Business, Management, Careers, Marketing, Company Information, Mobile and Wireless, E-Business, Networks, E-Commerce, People, Education, Security, Finance, Industries, Software, International, Small Business, Internet, and Technology – in other words this site has links to over 50,000 sites organized into a total of 13,000 categories. The ultimate business web portal with high-quality content *only available to Business 2.0 subscribers*.

Edward Lowe PeerSpectives: Information, Insight and Inspiration for Business Owners  
<http://peerspectives.org>

“PeerSpectives.org contains hundreds of articles and briefs of information that will provide second-stage entrepreneurs and their business with a resource on how to go the ‘next level’.” Information is divided among 6 categories, each of which is further divided into sub-topics. For each sub-topic a small menu appears providing the most requested articles for that topic.

Brint.com  
<http://www.brint.com>

A somewhat busy site that is nonetheless easy to use and a truly exhaustive online resource for business technology, information economy, and knowledge management. The site can simply be used as a search engine but for best results users can browse different “Channels” (see especially General Business at <http://links.brint.com>) or various other sections.

CEO Express  
<http://www.ceoexpress.com>

Metasite includes sections/directories for Daily News & Info, Business Research, and Office Tools & Travel. The section on Business Research is especially useful. The site is large, but user-friendly and edited for quality.

## Entrepreneurship

These websites offer advice to entrepreneurs in particular, and to all business owners in general. Those listed below offer advice, articles, networking opportunities, and other useful information to those new to the business.

### Startup Journal

<http://www.startupjournal.com>

This free online version of the Wall Street Journal focuses exclusively on issues facing entrepreneurs. The menu tabs at the top of the site point to seven sections for further browsing: Columnists, How-To, Ideas, Franchising, Financing, Technology, and Running a Business. The Toolkit on the site offers Business Plan Tools, a Trademark Search, Bookstore, and a link to sign up for WSJ email newsletters. The Market Center is also useful and includes links on searching for venture capital and incorporating your business, among others.

### The Entrepreneurs Coalition

<http://www.entrecoalition.org>

A nonprofit, international network of entrepreneurs. The site features include: The Network of Entrepreneurs, The Interview Series, Discussion Forums, and six Resource Centers (Business, Entrepreneurship, Marketing, Online Marketing, E-Business, and Economics & Policy).

### ZeroMillion.com

<http://www.zeromillion.com>

An online entrepreneur/business community with many links to articles and other business resources ranging from Starting a Business and eBusiness to Economics and Policy, Marketing, and Young Entrepreneurship. The site also has a nice Business & Entrepreneurship Directory of online resources (<http://www.zeromillion.com/resoruce/>).

### Successful Entrepreneur Inc.

<http://www.bizroadmap.bizroadmap>

Provides guidelines to starting and growing a business with “Roadmaps” for Business Basics and Build Your E-Biz including a detailed list of what to do, when to do it, and how to do it (organized into different “Tracks” and “Milestones”). There is also a section on Interactive Tools & Self-Assessments.

### CELCEE Database

<http://www.celcee.edu>

Database of abstracts and articles on entrepreneur education and entrepreneurship, updated on a weekly basis. Users can browse the 20 different “Subject Categories” or search by “Publication Type.” CELCEE also publishes digests on entrepreneurship and users can sign up for a free monthly CELCEE newsletter.

Business Owner's Toolkit  
<http://www.toolkit.cch.com>

A portal for entrepreneurs that includes an online "Small Business Guide" and a link to various "Business Tools" such as model business documents, financial spreadsheet templates, checklists, and official government forms. The home page has a small amount of news and the site also has a link to an online business-help columnist.

## Leadership

### Young Leadership Council (YLC)

<http://www.youngleadershipcouncil.org>

A local, nonprofit membership organization that strives to develop leadership through community projects. The YLC consists of individual and corporate members who volunteer time on YLC projects and have the opportunity to take on leadership roles in the community through their involvement. Recent YLC projects include: Festival of Fins, creation of the Greater New Orleans Sports Foundation, and the Proud to Call It Home campaign.

### LeaderValues

<http://www.leader-values.com>

Focus areas include leadership and value systems, innovation, complexity, and organizational change. Material presented with a unique Asian/Western approach. Site also contains “Links” that lists 64 different sites describing different approaches to leadership. Site makes for good reading.

### Wharton Center for Leadership & Change Management

<http://leadership.wharton.upenn.edu>

This inclusive site on leadership incorporates the “Leadership Digest” (available online) along with information on leadership and change, news, conferences, research at Wharton, e-commerce, the Wharton Leadership Ventures, and organizational structure and design.

### Big Dog’s Leadership Page

<http://www.nwlink.com/~donclark/leader/leader.html>

An online book with appendices for new managers and leaders. The book contains 16 chapters and the appendices including a leadership development lesson plan, leadership quotes, and other links.

### The CEO Refresher

<http://www.refresher.com/ceo.html>

A publication for business leaders with online content and archived materials. Site also has links to executive conferences, recommended reading, and links to other sites of interest. See especially the links on Creative Management, Leading Change, Creativity & Innovation, and Management Development.

## Online Tools for Entrepreneurs

### FindLaw For Business

<http://biz.findlaw.com/>

A great source for legal questions, with articles and guides on Starting a Business, Business Finance, Debt & Bankruptcy, Employee's Rights, and Worker's Choice to name a few (see sidebar menu). The site also has search capabilities for finding a lawyer, laws, business contracts, and cases or codes.

### La-Legal.com

<http://www.louisiana-legal.com>

Online Louisiana Legal Advisor that features information for the public to find lawyers, discuss laws, read current news on changes to the law, and search the Web using "The Legal Beetle".

### ACE-Net – Access to Capital Electronic Network

<http://acenet.csusb.edu>

ACE-net was created to conduct networking, educational, training and research activities for investors and entrepreneurs. The site helps investors, SBICs, and venture capitalists find small, growing companies through a secure Internet database. ACE-net also provides training and research to help entrepreneurs and small investors.

### BusinessFinance.com

<http://www.businessfinance.com>

"America's Business Funding Directory" contains over 4,000 business loan and capital sources. One BusinessFinance service matches business funding needs with available funding programs. Users can use the online Business Capital Search Engine or examine the easy to use sections on different financing options.

### vFinance

<http://www.vfinance.com>

vFinance "provides online tools and premium services to private companies, investors, public companies and institutions." For entrepreneurs one popular tool is the Venture Capital Directory including more than 1,800 venture capital firms. Other online services include ability to post a business plan, free business plan review and information on getting a business loan and a bookstore (click on Private Companies menu tab at top of home page to access these other resources).

### VentureWire

<http://www.venturewire.com>

VentureWire is an online source of news, networking, and information about private technology companies, and venture capital firms. Services are fee-based and include, but are not limited to: the publication "VentureWire Professional," a listing of VentureWire events, an online marketing service, and VentureWire research.

BFI Business Filings Incorporated  
<http://www.bizfilings.com/index.asp>

Incorporate your business online and learn about incorporating. Other online services (see bottom of home page) include: Foreign Qualification, Amendments, Dissolutions, Registered Agent, IRS Forms/Corporate Supplies, and Formation for Non-U.S. Clients.

Microsoft Office Tools on the Web  
<http://office.microsoft.com/default.aspx>

Site includes links to free Microsoft templates for Marketing, Legal Forms, and Staffing and Management – to name a few – along with online advice for using Microsoft Office Products and information on how to utilize Microsoft eServices (such as printing postage online, internet faxing, document translation, and converting PDFs).

My Own Business  
<http://www.myownbusiness.org>

Free e-learning site for entrepreneurs that offers a free course for entrepreneurs divided into 12 sessions: Deciding on a Business, The Business Plan, Basic Computer and Communication Tools, Organization, Insurance, Location & Leasing, Accounting and Cash Flow, How to Finance Your Business, E-Commerce, Buying a Business or Franchise, Opening and Marketing; and Expanding or Handling Problems.

ECNext Knowledge Center – Conference & Tradeshow Search  
[http://www.ecnext.com/commercial/search/search\\_TSNN.shtml](http://www.ecnext.com/commercial/search/search_TSNN.shtml)

Offers an easy to use search engine for looking up tradeshow and conferences. Search by category (46 different categories), location (including international), and date. See also the link to “Search Seminars”.

NAICS – North American Industry Classification System  
<http://www.census.gov/epcd/www/naics.html>

The official site in which to research NAICS provided by the US Census Bureau offers information about the new classification code, the 2002 NAICS codes (with links to definitions), table showing SIC correspondence, and a link to the National Technical Information Service.

Thomas Register  
<http://www.thomasregister.com>

Free online resource for finding companies and products manufactured in the United States, searchable by product or service, company name, or brand name.

Global Sources  
<http://www.globalsources.com>

An international product sourcing site offering searches by product, supplier, or country that also includes a categorized menu of “Products, News & Features” offering an easy to use directory of manufactured goods.

## Business Research

The websites listed in this section provide the researcher with *free* information needed to conduct market and industry research along with online guides on *how to conduct business research*. The majority of these sites are national in scope.

### Industry Research

Hoovers Online – The Business Information Authority

<http://www.hoovers.com>

Site provides business professionals with continuously updated information on public and private companies worldwide. The “Companies & Industries” and “Information Marketplace” menu options are especially useful for business research (ex: Industry Masterlist).

U.S. Census Bureau – Business

<http://www.census.gov/econ/www/index.html>

The original source for business data as it relates to business and the economy. Site is large, but well-organized. Users can look up data by sector and have access to data collected on monthly or quarterly basis.

Fuld & Company, Inc. – Internet Intelligence Index (I3)

<http://www.fuld.com/Tindex/I3.html>

Clearinghouse for online sources for industry research; lists of over 600 intelligence-related websites divided into: General Business Internet Resources, Industry-Internet Resources, and International Internet Resources. Useful sub-categories include annual reports, company information, and statistics.

Price’s List of Lists

<http://www.specialissues.com/lol/>

A database of ranked listings gathered from various resources, divided by subject headings based on 1997 NAICS Codes (ex: under Manufacturing one finds various lists / articles, such as the “Top 50 Adhesives and Sealants Manufacturers, Their Products and Identities”).

The Internet Public Library – Subject Collections – Business & Economics

<http://www.ipl.org/div/subject/browse/bus00.00.00>

The Internet Public Library is a general reference site. This subject category lists 21 sub-headings (accounting, banking, business directories, marketing & advertising, statistics, etc.) and an annotated list of online business resources. Each sub-heading also contains a list of links with detailed explanations of each site.

Small Business Development Center National Information Clearinghouse – Industry Research  
<http://sbdcnet.utsa.edu/SBIC/industry.htm>

The Industry Research section of this large site offers basic industry research resources in a simple format, covering topics ranging from classification codes and associations, to trends & reports and specialized industry data.

LaParish.com Industry, Research, Environment, and Business  
<http://www.louisiana-parish.com/industry.htm>

A list of internet links to local and community resources for businesses including state and federal information, local associations, research centers and environmental organizations.

### **Guides to Conducting Business Research**

Rutgers Library Business Research Guide  
[http://www.libraries.rutgers.edu/rul/rr\\_gateway/research\\_guides/busi/business.shtml](http://www.libraries.rutgers.edu/rul/rr_gateway/research_guides/busi/business.shtml)

A regularly updated online research guide with 21 topics, which are all available in an easy to search outline form. Topics include: Business Electronic Journals, Company Research, Industry Research, Marketing Research, etc.

Golden Gate University Research Road Maps  
[http://internet.ggu.edu/university\\_library/inetsea.html](http://internet.ggu.edu/university_library/inetsea.html)

Offers listings of business-related research guides in alphabetical order. Directions in the guides are clear, easy to use and provide all available links needed to complete the research. Though some library resources are only available to enrolled students, much of the information is also freely available to all researchers.

Industry Research Desk  
<http://www.virtualpet.com/industry>

Unsophisticated site with great information and an especially useful guide on how to conduct industry or company research.

*There are also many research sites that charge for services. These are not included in the above listing, but deserve some attention due to the high quality of information these sites make available. Most charge a somewhat reasonable rate for an annual subscription or for a pay-per-transaction level. These sites include:*

Stat-USA (\$175 per year or \$75 per quarter)

<http://www.stat-usa.gov>

BizMiner (Costs vary between \$70 - \$600 per profile, or \$5,000 for whole database)

<http://www.bizminer.com>

US Business Reporter (\$99.95 per year or \$4.95 per month for mobile devices)

<http://www.activemedia-guide.com/index.htm>

Lexis-Nexis (subscription price varies)

<http://www.lexisnexis.com>

HillSearch (\$595 per year or \$49 per month)

<http://www.hillsearch.com>

Plunkett Research (\$1,995 per year for 1-5 users, and up)

<http://www.plunkettresearch.com/index.htm>

## Business News Sites

### CNN Money

<http://money.cnn.com>

This site, from the editors of CNN and Money magazine, offers basic business news along with news in the categories of Markets & Stocks, Company News, Economy, World Biz, Technology, Commentary, Your Money, and Mutual Funds. This site also links to: *Money* magazine, *CNN.com*, *Business 2.0* magazine, and *Fortune* magazine.

### BBC Business News World Edition

<http://news.bbc.co.uk/2/hi/business/default.stm>

Offers top business stories from around the world along with articles on E-Commerce, Economy, and Market Data. From this site users can also access news from Africa, the Americas, Asia-Pacific, Europe, the Middle East, South Asia, and the UK. BBC online is always worth exploring.

### Google News – Business

<http://news.google.com/news/en/us/business.html>

Although still a BETA version, Google news provides an interesting departure from typical news sites due to the unique nature in which sites are listed. Site provides the most *popular* news stories and links to related articles from various online newspapers (so a reader can view what papers around the world have to say about a particular topic). Best used to *search for news*.

### Fast Company magazine

<http://www.fastcompany.com/homepage/index.html>

This magazine's website offers online articles, article-search capabilities, a listing of "fast companies," and a FC Weblog. The site also has "Fast Company guides" – links to favorite FC articles divided into some of the following categories: leadership, strategy & innovation, marketing & branding, and human resources.

### Fortune magazine

<http://www.fortune.com>

The Small Business section (<http://www.fortune.com/fortune/smallbusiness>) of Fortune online contains interesting and on-target articles for the small business owner and has its own "Features", including Financing, Managing, Marketing, Technology, Off Hours, and 100 Hottest Small Companies. The Small Business page also has the "Ultimate Resource Guide" (see bottom of site).

### New Orleans City Business

<http://www.neworleanscitybusiness.com>

This is the go-to weekly business newspaper for the greater New Orleans area with a *free* online version. Archived articles are also available.

### BizNewOrleans

<http://bizneworleans.com>

Online version of the local business magazine. Site highlights latest local news, lists current and upcoming conventions and keeps track of local industry news.

### Red Herring

<http://www.redherring.com>

This online magazine provides “analysis and reporting on the business of technology, innovation, and entrepreneurship.” Site also has archived articles of Red Herring magazine along with news on Technology, Venture Capital, and Investor issues.

### Access Business News

<http://www.theaccess.net>

Access is an interesting business site that covers “late breaking business news on small cap public companies,” but that also has a “Columns” section that includes the Conservative Beat and Discordant Notes – in order to publish objective news commentary. Top news stories (<http://www.theaccess.net/money.html>) are found through a link at top of home page [note: “Small Business” News link on side menu bar did not work at the time visited].

### Marketplace

<http://www.marketplace.org>

Online version of business news from National Public Radio, with audio clips of today’s shows available for listening and a sneak peak at upcoming news briefs. Site also includes current news articles and links to news headlines from *The Economist* and *The Globalist* magazines.

### Knowledge@Wharton (University of Pennsylvania)

<http://knowledge.wharton.upenn.edu/index.cfm>

Bi-weekly online resource offering the latest business insights, information and research. Site also offers a searchable database of articles and research abstracts. Information is divided into 14 sections, each with four levels of inquiry (summaries, short articles, academic papers, and related websites).

### Working Knowledge (Harvard Business School)

<http://hbsworkingknowledge.hbs.edu>

Website newsletter offering 13 topics of interest ranging from Entrepreneurship to Leadership, and Strategy to Globalization. Each section includes most recent articles, along with featured book selections and access to related internet sites. Working Knowledge is also available as a free weekly newsletter to your email or PDA.

## Business Plans

The websites listed below provide detailed information on how to write a business plan. Some sites offer detailed outlines, templates and other tools while other sites give general advice.

“The Tactics of Creating a Business Plan” *free* PDF

<http://www.keybank.com/media/strategynotebook.pdf>

This 31-page PDF document from Key Bank provides a very detailed business plan outline and the appropriate online sources to go to for further information, making this one of the more outstanding business plan guides online. See the Key Bank “Solutions Center” (<http://www.keybank.com/templates/t-ps1.5.jhtml?nodeID=I-6>) and “Start Your Business” section for more resources (<http://www.keybank.com/templates/t-ps2.jhtml?nodeID=I-6.7.a>).

Center for Business Planning

<http://www.bplans.com/dp>

This four-section website includes Tools for Business Planning (software products), Example Business Plans, Resources for Business Planning, and Strategy Insight (online fee-based expert system software). The example business plans section has the business plan winners of the Moot Corp Competition. The Resources section has a list of annotated links on the *sidebar menu* covering the business planning process.

BusinessTown.com – Business Planning

<http://www.businesstown.com/planning/creating.asp>

The BusinessTown.com site is a general business website with a business planning section covering different topics such as how to structure and build your business plan, why business planning is important, and how to plan for profits. The “Frequently Asked Business Plans Questions” and “Web Resources” (listed at bottom of the site) might also be useful.

Inc.com Writing a Business Plan

[http://www.inc.com/guides/write\\_biz\\_plan/directory.html](http://www.inc.com/guides/write_biz_plan/directory.html)

The Inc.com section on writing a business plan offers complete information in a well-organized format with the following topics: The Plan’s Purpose, Mastering the Basics, Creating a Winning Company Description, Writing a First-Class Executive Summary, Creating a Comprehensive Marketing Section, Positioning Your Entrepreneurial Team, Getting the Financials Right, and Consider Including a Tech Plan.

small business is here! Business Plan Coach

<http://www.sbishere.com/guide-indepth.html/5/>

This free online ebook written by Greg Balanko-Dickson provides an in-depth look at the business planning process via 50 separate chapters and is available for online browsing or as a downloadable PDF.

Small Business Town.com Entrepreneur's Guidebook Series  
<http://www.smbtn.com/businessplanguides/>

A collection of 91 online information handbooks. Each is available for free download as PDF and ranges from twenty to sixty pages long. The information provided is complete and helpful.

Liberty Ventures, LLC Business Plan Template  
[http://205.238.176.218/Liberty\\_Ventures/businessplan.htm](http://205.238.176.218/Liberty_Ventures/businessplan.htm)

A boiler-plate business plan fully outlined, divided into 10 sections, written by Liberty Ventures, a financial consulting firm specializing in the development of emerging growth companies.

## Minority Business

### National Minority Business Council

<http://www.nmbc.org>

This membership organization offers the following services: Education and Training (seminars and workshops), Consulting and Needs Assessments, BizDev Program, SBA (8a) Certification Program, networking events, and financing assistance.

### Minority Business Community Network

<http://www.mbnet.com>

An online network offering minority business information and resources to market and support minority and women owned businesses.

### Blackenterprise.com – Small Business Channel

<http://www.blackenterprise.com/Entrepren.asp>

The Small Business Channel of this site has a “Franchise Finder,” “Knowledge Center” (business planning tools), “Toolbox” (HUD Renewal Communities information, and link to the Catalog of Federal Domestic Assistance), and a menu bar for “News.” This large site also has special sections for Conferences & Events, online job postings, and “Teenpreneur”.

### Catalyst

<http://www.catalystwomen.org>

A nonprofit research and advisory organization working to advance women in business; site offers overview of research and publications sponsored by Catalyst.

### count-me-in

<http://www.count-me-in.org>

count-me-in is the first online microlender using women friendly credit scoring to make loans of \$500 - \$10,000 to women-owned businesses across the United States. The section “biz help services” outlines other business resources including a start-up checklist, free online business help via “BizLine,” online business courses, and a “Biz Education Library” (count-me-in articles).

### HispanicBusiness.com

<http://www.hispanicbusiness.com>

Site features online version of Hispanic Business magazine as well as articles on entrepreneurship, franchising, supplier networks, and events – to name a few. The site is full of good articles, including those listed under “Daily News”.

### Las Culturas

<http://www.lasculturas.com/lib/libBusiness.php>

Annotated links to websites on trade, finance, and professional resources for Latino businesses.

