

## **LBTC Mobile Classroom**

**Location: Lacombe, Louisiana**

### **Schedule for Lacombe**

**Location: Louisiana Heart Hospital, 64030 LA Highway 434 Lacombe**

**Dates: Monday, March 27 to Thursday, March 30**

**To Register call St. Tammany West Chamber of Commerce at**

**985-892-3216 fax registration form to 985-893-4244 or email [dduet@lsu.edu](mailto:dduet@lsu.edu)**

#### **Monday, March 27**

3:00 – 6:00

Opening Ceremony / Open house

#### **Tuesday, March 28**

8:30 - 10:30

GO Zone

10:30 - 11:00

BREAK

Developing your Workforce with LDOL

11:00 - 12:00

Training Dollars

12:00 – 1:00

BREAK

1:00 – 3:00

Governmental Contracting Basics

3:00 – 3:30

BREAK

3:30 – 5:30

NASA Stennis Teacher Resource Workshop

#### **Wednesday, March 29**

9:00 – 11:00

Financing Your Business

11:00 – 11:30

BREAK

Communication Improvements Since the Storm

11:30 – 12:30

OPEN

12:30 – 1:30

1:00 -- 2:30

21<sup>st</sup> Century Marketing System

2:30 -- 3:00

BREAK

3:00 -- 5:00

Lean Manufacturing MEPOL

#### **Thursday, March 30**

9:00 – 10:00

Customer Service

10:00 – 10:30

Break

10:30 – 11:30

Preparing Your Business Before a Disaster

11:30 – 11:45

BREAK

11:45 – 12:45

SBIR Program

12:45 – 1:00

BREAK

1:00 -- 2:00

SBA Certifications

2:00 – 2:30

BREAK

2:30 – 4:30

Disaster Loan Seminar

## **Detailed Schedule**

### **Gulf Opportunity Zone—Special Hurricane Provisions**

Presenter: Dee Harris, IRS Stakeholder Liaison

Time: Tuesday, March 28, 8:30 AM to 10:30 AM

This workshop will cover special tax relief provisions for the Katrina Emergency Tax Relief act of 2005 (H.R. 3768) for individuals and business. Information will also be provided on the special economic provisions in the Gulf Opportunity Act of 2005, including bonus depreciation and demolition/clean-up expensing

### **Developing your Workforce with LDOL Training Dollars**

Presenters: Jan Roberts, St. Tammany West Chamber of Commerce

Jim Heap, Business Service Representative, LA DOL

Time: Tuesday, March 28, 11:00 AM to 12:00 PM

This seminar will highlight workforce recovery solutions and resources available for rebuilding the workforce. Programs to be discussed and materials to be provided will include: Customized training, On Job Training program, Enterprise Zone program, Industrial Tax exemption, and the GO Zone Tax incentive program. We will also instruct employers how to register with the department of labor online to list job opportunities. Hopefully we can use a computer in the mobile classroom to demonstrate this.

### **Basics of Federal Contracting**

Presenter: Cindy Carrier, Louisiana Procurement Technical Assistance Center

Time: Tuesday, March 28, 1:00 PM to 3:00 PM

The federal government spends billions of dollars every year contracting with small and medium sized businesses. In the Basics of Federal Contracting the Procurement Technical Assistance Center will provide an overview of how federal contracting works, important contract documents, regulations, and some handy websites.

### **NASA Stennis Teacher Resource Workshop**

Presenter: Glen Vanderbeek, NASA Stennis Teacher Resource Center

Time: Tuesday, March 28, 3:30 PM to 5:30 PM

Educators can join NASA Stennis Educator Resource Center to learn more about free NASA Math and Science curriculum materials. Open house format from 3:30 PM to 5:30 PM with workshops being held at 4:00 PM and 5:00 PM

### **Financing your Business**

Presenters: Merrill Waulet, Resource Bank

John Broussard, Business and Cooperative Programs Director USDA

Time: Wednesday, March 29, 2006. 9:00 AM to 11:00 AM

Resource Bank will discuss how to properly package your loan request to increase the probability that your request will receive funding. They will provide business owners valuable first-hand insight into the business and financial planning process.

USDA Rural Development will discuss their Business and Industry Guaranteed Loan Program, a program that helps create jobs and stimulate rural economies by providing financial backing for rural businesses. This program provides guarantees up to 80 percent of a loan made by a commercial lender. Loan proceeds can be used for working capital, machinery and equipment, buildings and real estate and certain types of debt refinancing.

### Communication Improvements Since the Storm

Presenter: Sheriff Jack Strain

Time: Wednesday, March 29, 11:30 AM to 12:30 PM

Everyone knows that communicating with your family, much less your customers following Hurricane Katrina was almost impossible. Sheriff Strain will address the improvements made to the communication system to ensure that the same issues will not happen again when another storm hits our area.

### 21<sup>st</sup> Century Marketing System

Presenter: Danielle Pontiff, Director of Industrial Marketing Manufacturing Extension Partnership of Louisiana

Time: Wednesday, March 29, 1:00 PM to 2:30 PM

The 21st Century Marketing System is a proven system that has helped small and mid-size businesses increase their sales without spending more on traditional advertising. This is done through asset marketing, multi-step marketing, systemization of the marketing process, and three ways to exponential growth.

### Basics of Lean Manufacturing

Presenter: Baxter Saucier, Director of Manufacturing Productivity Manufacturing Extension Partnership of Louisiana

Time: Wednesday, March 29, 3:00 PM to 5:00 PM

This overview introduces principles of lean manufacturing and includes examples of Louisiana companies that have benefited by lean implementation.

### Customer Service

Presenter: Scuddy LeBlanc, LSU Ag Center

Time: Thursday, March 30, 9:00 AM to 10:00 AM

The major key for small business success is the retention of current customers. Experts estimate it costs 6 times more to acquire a new customer than it does to retain a current customer. For firms who have developed customer retention programs, profits have increased as much as 50%. An important driver of customer retention is customer satisfaction. This seminar will provide important information on customer retention, customer satisfaction, and revenue growth through retaining your current customers.

### Preparing Your Business Before a Disaster

Presenter: Lee Trumble CPA, with LaPorte Sehr Romig Hand

Time: Thursday, March 30 from 10:30 AM to 11:30 AM

The best time to respond to a disaster is before it happens. A relatively small investment of time and money now may prevent severe damage and disruption of life and business in the future.

What should you take from your business before you evacuate and how do you clean up if a disaster does affect your business.

### Small Business Innovative Research Program Overview

Presenter: Vic Johnson Louisiana Technology Transfer Office

Time: Thursday, March 30, 11:45 AM to 12:45 PM

This workshop will provide an overview to the federal SBIR program that funds approximately \$2.3 Billion annually for early stage research and development efforts of a high-risk nature that may have excellent commercial potential. The SBIR program, established in 1982, provides an exceptional opportunity for any innovator who is capable of conducting high quality research and development.

### SBA Certifications

Presenter: Pat Driscoll, US Small Business Administration

Time: Thursday, March 30, 1:00 PM to 2:00 PM

Every year the federal government spends millions of dollars buying goods and services from small business owners just like you. This seminar will teach you the basics of registering your company to do business with the federal government and it will go through certification and business development programs designed to increase the probability that your business will receive a contract.

### Disaster Loan Seminar

Presenter: Small Business Development Center at Southeastern University

Time: Thursday, March 30, 2:30 PM to 4:30 PM

The Disaster Business Loan is specifically designed to assist businesses affected by national disasters. These loans are available to businesses of all sizes and non-profit organizations. These funds, up to \$1.5 million, can be used to repair damage to real estate, machinery, equipment and inventory. Economic Injury Disaster Loans (EIDLs) are also available to small businesses unable to pay bills or meet operating expenses. Interest rates can be as low as 4 percent for businesses with terms up to 30 years. If you are in a declared disaster area and have suffered damage to your business or loss of sales from Hurricanes Katrina or Rita, you may be eligible for federal disaster assistance through the Small Business Administration Disaster Loan Program.

**This project is a partnership of HealthTronics, US Dept. of Agriculture Rural Development, Louisiana Economic Development, Louisiana Municipal Association, Louisiana Business & Technology Center, LSU Ag Center, LSU SBDC, Norco Community Economic Development Foundation, St. Charles Parish Economic Development, Shell Chemical, and E. J. Ourso College of Business.**