

# SBA Louisiana Small Business Opportunities

By SBA Press Office

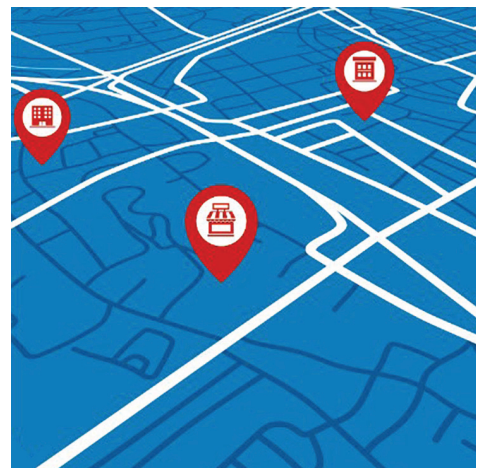
WASHINGTON—Last month, Administrator Isabella Casillas Guzman, head of the United States Small Business Administration (SBA) and the voice for America’s 33.2 million small businesses in President Biden’s cabinet, and Louisiana Governor John Bel Edwards, the state’s fifty-sixth governor, announced the expansion of HUBZone across Louisiana. HUBZone is a program that provides small businesses in low-income communities that hire low-income residents with opportunities to compete in the federal contract marketplace. The announcement grants Governor Edwards’s 2022 petition to add twenty-five HUBZone Governor Designated Covered Areas in Louisiana, expanding access and eligibility to SBA’s HUBZone Program to the small businesses in these areas.

“The SBA’s HUBZones continue to be a critical tool in opening up new opportunities for small businesses to sell their goods and services directly to the world’s largest buyer: the United States government,” said Administrator Isabella

Casillas Guzman. “Thanks to Governor Edwards’s vision for Louisiana, the expansion of certified HUBZones will support efforts to empower rural and historically underserved Louisiana small businesses through the Biden-Harris Administration’s historic investments in critical infrastructure, broadband access, and restoring Made in America manufacturing.”

“I would like to thank SBA Administrator Isabella Casillas Guzman and South Central Region Administrator Ted James for continuing to support my administration’s efforts to drive small business growth in Louisiana,” Governor John Bel Edwards said. “Small businesses lift up communities and families and drive our economy. This program will provide businesses in historically underutilized areas, including economically challenged rural communities, the opportunity to expand and access new markets.”

“I’m excited that Louisiana has become the first state in Region 6 to take advantage of the program, and it will enable us to strive to reach contracting goals set by President Joe Biden,” said SBA’s South Central Regional Administrator



Edward “Ted” James. There are currently one hundred twenty-eight active HUBZone firms in Louisiana. In FY21, Louisiana businesses received \$217,135,255 in federal contract obligations, \$43,682,988 of which were HUBZone contracts.

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## SOUTHEAST EVENTS FOR YOUR BUSINESS

**2023**

**Business Acquisition Strategy Webinar**  
Wednesday, January 18, 2023, 11:00 am–12:00 pm CST Online  
Main Sponsor(s): US Small Business Administration, SBA Louisiana District Office  
Contact: Kate Stackhouse, 215-322-9258, [kstackhouse@multifunding.com](mailto:kstackhouse@multifunding.com)  
Fee: Free; registration required

Acquisitions are hot in today’s market, but few know what it actually takes to close the deal (and how affordable it can be). Acquiring an existing business is a great option for many entrepreneurs. If you already own a business, you could use an acquisition to grow your presence in your current industry or expand into new ones. For entrepreneurs just starting out, it can be a great way to start with an already proven business plan. This webinar will help teach you our top tips and tricks when looking to finance an acquisition, including collateral requirements, SBA assistance, and down payments. To register, visit [https://us02web.zoom.us/join/register/WN\\_NpVwBavdT7-B3K0CVxNfsw](https://us02web.zoom.us/join/register/WN_NpVwBavdT7-B3K0CVxNfsw)

**Selling to the Federal Government Webinar**  
Thursday, January 26, 2023, 12:00 pm–3:00 pm CST Online  
Main Sponsor(s): US Small Business Administration  
Contact: George Tapia, 610-382-3086, [george.tapia@sba.gov](mailto:george.tapia@sba.gov)  
Fee: Free; registration required

Do you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

**Getting Registered into the System for Awards Management (SAM.gov) Webinar**  
Tuesday, February 21, 2023, 10:00 am–11:00 am CST Online  
Main Sponsor(s): US Small Business Administration, West Virginia Women’s Business Center  
Contact: Melissa Loder, 304-623-7448, [Melissa.Loder@sba.gov](mailto:Melissa.Loder@sba.gov)  
Fee: Free; registration required

The West Virginia Women’s Business Center is hosting a valuable webinar on the System for Awards Management (SAM.gov). Join us as Melissa Loder (SBA’s West Virginia District Office) and Sommer Straight (RCAC Procurement Technical Assistance Center—PTAC) guide you through how to register for your SAM.gov account. They will also provide tips, FAQs, and directions on where to get additional assistance, as well as answer questions you may have. To register, visit <https://www.eventbrite.com/e/getting-registered-in-the-system-for-award-management-samgov-tickets-483757992177>

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*Mitchell J. Landrieu*  
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June 15, 2010  
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