



PRESS RELEASE  
July 10, 2014

## **Goals and Growth**

### *May/June 2014 Newsletter*

At [JEDCO](#), growth is a major goal. This organization always looks ahead, consistently identifying new opportunities to move the [Jefferson Parish](#) economy forward. Whether we're attracting global companies to the area or assisting a local startup with a customized incentive package, our dedicated team approaches each project with a vision for the future.



At the halfway mark of 2014, one of JEDCO's long-term goals became a reality. The [JEDCO Conference Center opened](#) in the [Churchill Technology and Business Park](#) in June. The state-of-the-art facility offers a unique corporate event space on the West Bank while also serving as an attractive feature to prospective business park tenants. The Conference Center will drive traffic and business to the West Bank and our burgeoning tech park.

Speaking of meeting objectives, one of our business incubator tenants [graduated this summer](#) after experiencing an increase in employment and revenue over several years. Global Commerce & Services (GCS), a woman-owned IT company that was one of our first tenants in the [Business Innovation Center](#), relocated to a larger office off of Manhattan Boulevard on the West Bank. Serving national clients, like the US Department of Agriculture, gives GCS continued occasions to advance on a national scale.

Our organization continues to evolve as well. At the end of May, we welcomed [two new economic development specialists to the team](#). Trevor Acy and Annalisa Kelly bring a fresh perspective and an excellent skill set to JEDCO.

As we move into the second half of the year, you can count on us to remain focused on positively advancing the Jefferson Parish business climate through our vast array of services. JEDCO is here as a resource for our community. [Reach out to us](#) to see how we can help you grow your business.

### **ECONOMIC ACCOLADES**

Louisiana gets an "A" from small business owners. That's according to [an article](#) in *The Economist* that ranks the Bayou State as one of the best places in the U.S. to operate a small business.

The state [ranked #9 in America](#) for business, according to *Chief Executive Magazine*.

The Greater New Orleans region, which includes Jefferson Parish, [ranked #2 in the South](#) for most economic development wins over a 20 year period by *Southern Business & Development Magazine*.

Local Jefferson Parish company, Geocent, [won a technology award](#) from the U.S. Small Business Administration.

## **BUSINESS BLURBS**

Our executive director, Jerry Bologna, spoke about the technology industry in Jefferson Parish and future plans for continued economic growth on Cox 4's Across Louisiana last month. You can see the full interview [here](#).



PortaVision Medical, [the winner of the 2014 JEDCO Challenge](#), was selected for the Pre-Seed Grant Award by the New England Pediatric Device Consortium (NEPDC). Owner, Terry Ancar, received \$10,000 and up to 40 hours of direct support from the NEPDC. The grant money will go towards continued development of the NeoRay Pulse X-Ray Source, a device to be used in the neonatal care of premature babies.

2014 JEDCO Challenge finalist, ADVANO, was [named a regional semifinalist](#) in the 2014 Cleantech Open. Pioneered by Alexander Girau, the nanotechnology company has roots in Jefferson Parish.

Be Well Nutrition, Inc., winner of JEDCO's 2013 pitch competition, was recently [accepted into the AccelFoods Class II](#) accelerator program based out of New York.

Planet Beach, which houses its corporate headquarters on the West Bank of Jefferson Parish, plans to [expand the franchise to Poland](#).

Two Jefferson Parish tech companies, ResTech Information Services Inc. and Creole Technologies, [recently announced a merger](#) to enhance services for their clients.

Laitram, a large manufacturing company based out of Harahan, [recently partnered](#) with Southeastern Louisiana University. The manufacturer donated \$5,000 towards the school's engineering and technology programs.

## **UPCOMING EVENTS**

Interested in learning marketing and sales tips from the pros? JEDCO's upcoming [Grow with JEDCO seminar](#), which features speakers Mark Lewis and Scott Uffman from Simmons & White, gives small business owners an in-depth look at the sales and marketing strategies that worked for highly successful organizations. Register online at [www.jedco.org/events/](http://www.jedco.org/events/)

The Water Challenge is accepting applications through [Propeller](#) this year. The [deadline to apply](#) to their Social Venture Accelerator program is July 17<sup>th</sup>.



# Louisiana voted State of the Year by Southern Business & Development



Southern Business & Development magazine awarded Louisiana its 5th State of the Year award in six years. The publication also named Baton Rouge its 2014 Major Market of the Year award and Lake Charles its 2014 Mid-Market of the Year title. (*The Times-Picayune*)

By [Renita D. Young, NOLA.com | The Times Picayune](#)

Email the author | [Follow on Twitter](#)

on June 19, 2014 at 5:27 PM, updated June 19, 2014 at 11:02 PM

*Southern Business & Development* magazine awarded Louisiana its 5th State of the Year award in six years. The publication also named Baton Rouge its 2014 Major Market of the Year award and Lake Charles its 2014 Mid-Market of the Year title.

In a statement, Gov. Bobby Jindal said, "Being named State of the Year or Co-State of the Year by *Southern Business & Development* in five of the past six years is a tremendous accomplishment. But we know that we have more work to do. We are committed to working harder than ever to show the world that Louisiana is the new frontier for business opportunity."

To determine *Southern Business & Development's* State of the Year, each state earns 10 points for each economic development project within the publication's top 100 economic development deals of the South. Projects outside the top 100 which include 200 or more jobs created or \$30 million or more invested garners five points each for their states.

The state earned *Southern Business & Development's* 2014 State of the Year honor in the points-per-million category, which ranks states by how many large employment projects--of 200 or more jobs-- and capital investment projects--of \$30 million or more-- they attracted in 2013.

Texas was named 2014 State of the Year for total points, without regard to population, while Louisiana scored second in that area.

In 2009 and 2010, Louisiana and Tennessee shared State of the Year honors, but Louisiana earned State of the Year alone in 2011. After North Carolina claimed State of the Year in 2012, Louisiana and Texas have shared State of the Year honors the past two years.

"The amount of capital being spent in the New Orleans to Baton Rouge industrial corridor and over in Southwest Louisiana is mind-boggling," Editor and Publisher Mike Randle writes in the SB&D 100 issue. "But it's not just petrochemicals thriving in Louisiana. The 800-job IBM software design project in Baton Rouge is impressive. Baton Rouge earned more points (240) than any other market in the South, including mega-markets such as Houston and Dallas-Fort Worth."

LED referenced the variety of project announcements Louisiana made in 2013, including Bell Helicopter's 115-job Jet Ranger X assembly facility in Lafayette; Gulf Coast Spinning Company's 307-job cotton spinning facility in Bunkie; IBM's 800-job technology center in downtown Baton Rouge; Dow Chemical Company's \$1 billion expansion in Plaquemine; and the 740-job Teleperformance expansion in Shreveport.

# THE NEW ORLEANS ADVOCATE

## [Geocent wins SBA tech award](#)

Advocate staff report

July 12, 2014

Geocent LLC, a Metairie-based software engineering firm with an office in Baton Rouge, was one of 25 high-tech small businesses nationwide to win the U.S. Small Business Administration's Tibbetts Award.

The award is based on the economic impact of a company's technological innovations, meeting federal research and development needs, encouraging diversity in tech innovation, and increasing the commercialization of federal research.

Geocent also has offices at the UNO Research & Technology Park; Stennis Space Center in Mississippi; Huntsville, Alabama; and Tulsa, Oklahoma. The company's services include software engineering, data center and core infrastructure design and support, tech consulting, and engineering and scientific support.



## NOLA startup advances in regional competition

By: [Maria Clark, Reporter](#) June 24, 2014 [0](#)

New Orleans nanotechnology startup Advano has been named one of 12 regional semifinalists in the 2014 Cleantech Open, a competitive accelerator program.

Advano founder Alexander Girau developed the company's core technology as a graduate engineering student at Tulane University. It's a faster and less expensive production process to create nanoparticles used in a range of products from lithium-ion batteries to drug delivery systems.

As a Cleantech Open semifinalist, Advano will be participating in accelerator's mentoring and business clinic programs throughout the summer. This fall the company will compete against other emerging companies from the South Central region for \$20,000 and the opportunity to pitch for \$200,000 in San Jose, Calif., as a national finalist in November.

The Cleantech Open was founded in 2006 and has mentored close to 900 companies.

**\*\*ADVANO was a 2014 JEDCO Challenge finalist\*\***



wwltv.com

## Hollywood South incentives working in Jefferson Parish

Posted on July 18, 2014 at 6:15 PM

**Paul Murphy / Eyewitness News**

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Hollywood South is not only alive and well, but thriving in Jefferson Parish. This year, an impressive line up of film projects earned about \$335,000 from the parish's own film incentive program.

Recipients include the award winning "Dallas Buyers Club", "This Is The End", "Grudge Match" and "Hateship Loveship". The productions took advantage of a program that gives them 3 percent cash back on what they spend in Jefferson Parish.

"Jefferson Parish's program is audited," Jefferson Parish President John Young said. "It has to be money spent on facilities, renting facilities in Jefferson Parish, and it has to be salaries paid to Jefferson Parish residents."

Young said \$2 million in incentives has resulted in \$88 million in local spending over the past 10 years.

Josh Rongey uses the program to help attract production companies to his G Street Films facility in Elmwood. He and his father turned an old warehouse into storage and shooting space for the film industry. Their latest tenant is the new NCIS-New Orleans TV show on CBS.

"I'm like Dad, I really think if we clear out some of these warehouses and we do some of these things, if we meet the right people we can get in this, we can do this," Rongey said.

Rongey said they've been able to grow their business over the past five years, based in part on what the Jefferson Parish film incentive program is doing for the major producers they work with.

"The kicker that Jefferson Parish gives, that extra percentage, that 3 percent does make a difference. We're literally looking at expanding, building a sound stage outside. We acquired some property," Rongey said.

Young said the film incentive program helps Jefferson Parish compete with New Orleans, Baton Rouge and Shreveport, which also have thriving movie studios.

"It puts us on the map," Young said. "We've had some companies relocate here to service the film industry."



## **Clinicate Launches Clinical Communication App for Healthcare**

*Posted: Jul 11, 2014 8:42 AM CST*

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### **SOURCE:**

*Platform allows healthcare providers and patients to share clinical files, images, and videos.*

New Orleans, LA (PRWEB) July 11, 2014

Clinicate, a new clinical file-sharing platform designed to promote clinical education and awareness, launches today in New York City at a major health technology conference. Clinicians can securely share knowledge and medical instructions through the Clinicate web and mobile applications. Any file, image, or video can now be uploaded, shared, received, and forwarded to healthcare providers, patients, and their caregivers. The platform will debut today at The Open Forum 2014, an annual event for ear, nose, and throat (ENT) specialists and other providers focused on exploring new technologies and their immediate clinical applications.

Under the Health Insurance Portability and Accountability Act (HIPAA), health information must be carefully safeguarded to insure the confidentiality and integrity of patient information. Clinicate is designed to offer tools that help healthcare providers communicate care instructions and other helpful clinical information in a secure and compliant manner within this complex regulatory environment.

Being able to communicate efficiently with my colleagues and patients is essential to my practice says Dr. Ray Weiss, ENT surgeon and co-founder of FIERO and The Open Forum. Clinicate allows me to easily do this using my iPad® and in full HIPAA compliance.

Based within the New Orleans BioInnovation Center incubator, Clinicate was founded by healthcare industry experts and consultants who aim to advance clinical communication. The digital health platform is available for immediate use on the web and on iOS and Android mobile devices. Interested users can sign up for free access today by going to <http://www.clinicate.com>.

\*\*\*CLINICATE was a 2013 JEDCO Challenge Finalist\*\*



## Magazine ranks New Orleans area 2nd for economic development successes in South

[Print](#)



By [Mark Waller, NOLA.com | The Times-Picayune](#)

Email the author | [Follow on Twitter](#)

on June 20, 2014 at 12:26 PM, updated June 20, 2014 at 12:34 PM



New Orleans came in second for the major metropolitan area with the most [economic development](#) successes in the South over the past 20 years in [a survey by Southern Business & Development Magazine](#) (article begins on page 62). Charlotte, North Carolina, topped the list.

The magazine awards cities points based on the number of new business projects they attracted and the sizes of those projects according to the jobs and investment amounts secured. The New Orleans region lands into the class of areas with populations between

750,000 and 2 million people.

While the survey covers 1995 to 2014, in a message celebrating the rating, Michael Hecht, president of the GNO, Inc., economic development group, said, "what is more remarkable, per publisher Mike Randle, is that Greater New Orleans had virtually no wins in the period before Hurricane Katrina, nor for three years after, meaning that nearly all of this performance has been concentrated in only the past five years."

Hecht quoted Ron Starner of Site Selection magazine saying, "You are on a roll that is completely unprecedented in American history."



PRESS RELEASE  
June 26, 2014

## **Global Commerce & Services graduates from JEDCO's business incubator program**

(Fairfield, La) -- The [Jefferson Parish Economic Development Commission \(JEDCO\)](#) is pleased to announce the graduation of Global Commerce & Services from the [Business Innovation Center](#), the organization's business incubator program. Pioneered by founder Joaneane Smith, this award-winning information technology company has experienced growth in revenue and employment for four years in a row.

[Global Commerce & Services](#) is a local company with a national reach. It has proven itself as a leader in information technology services, working with a variety of national clients, including the U.S. Department of Agriculture, Department of Navy, Department of Army, the Business Transformation Agency and the Defense Information Systems Agency.

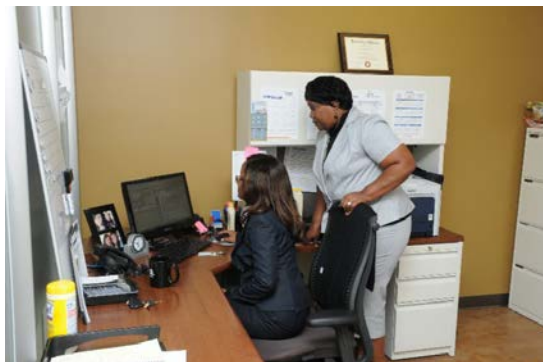


Smith, the president and CEO of the company, has been recognized on numerous occasions for her work in the IT industry. She was awarded the 2010 and 2011 USDA Office of Procurement and Property Management Hubzone Contractor of the Year. Smith was also named the 2011 SBA District Minority Small Business Person of the Year - Louisiana District. Smith was featured on "Inside Business," a live broadcast that focuses on emerging small business concerns and in 2013, she participated in a Washington D.C. Senate hearing to discuss how the government furlough affected her company. Smith is a graduate of the Goldman Sachs 10,000 Small Businesses Program at Delgado Community College.

Global Commerce & Services will stay in Jefferson Parish, locating to a new office space off of Manhattan Boulevard on the West Bank. In the new location, the company will continue to grow and service a vast array of clients, both locally and on a national level.

"JEDCO is proud of the accomplishments Joaneane and her team have achieved while taking advantage of our small business resources," says JEDCO Executive Director Jerry Bologna. "Global Commerce & Services is an exceptional company with an exciting future. We look forward to watching Joaneane and her team continue to grow the business in Jefferson Parish."

"JEDCO has definitely been fundamental to the early stages of my company," Smith says. "They've always been there to offer





assistance and the feedback was always constructive. JEDCO understands that small businesses are the lifeblood of a successful economy. That is why supporting my company and helping us to grow, create jobs and crack new markets has been such a major part of JEDCO's mission over the last three years. At Global Commerce and Services, LLC, we appreciate all of the assistance we've received from JEDCO."

The Business Innovation Center is located at the [Churchill Technology and Business Park](#) in Avondale. Designed to connect entrepreneurs with the resources they need to help transform ideas into viable business ventures, the Business Innovation Center offers below-market rate office space and a wide range of tools to help companies get started. Offices come equipped with office furniture, telephone service, wireless Internet, copy and fax machine, conference rooms, video conference capabilities, Smartboard technology and 24/7 secure access.

For more information about the business incubator program, visit JEDCO's website at [www.jedco.org](http://www.jedco.org) or call (504) 875-3908.

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Contact:

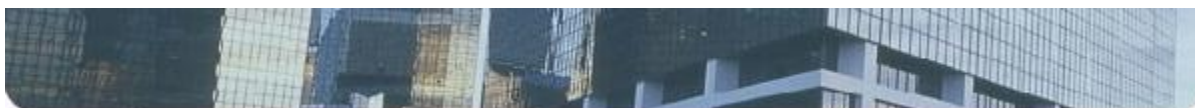
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# SILICON BAYOU NEWS

## Global Commerce & Services Graduates from Jefferson Parish Business Incubator

[Julia Ballard](#) | July 17, 2014 | [0 Comments](#)

[Global Commerce & Services](#), a leader in information technology services, has recently graduated from the [Jefferson Parish Economic Development Commission](#) (JEDCO) Business Innovation Center located the newly rebranded Fairfield just outside of New Orleans.



The Center is the business incubator program that helped Global Commerce & Services founder Joaneane Smith grow her company. According to JEDCO, the award-winning company has experienced growth in revenue and employment for four years in a row.

"JEDCO has definitely been fundamental to the early stages of my company," Smith says. "They've always been there to offer assistance and the feedback was always

constructive. JEDCO understands that small businesses are the lifeblood of a successful economy. That is why supporting my company and helping us to grow, create jobs and crack new markets has been such a major part of JEDCO's mission over the last three years."

Global Commerce & Services services clients, both locally and on a national level, including the U.S. Department of Agriculture, Department of Navy, Department of Army, the Business Transformation Agency and the Defense Information Systems Agency. The company will remain in Jefferson Parish as they continue to grow. "JEDCO is proud of the accomplishments Joaneane and her team have achieved while taking advantage of our small business resources," says JEDCO Executive Director Jerry Bologna. "Global Commerce & Services is an exceptional company with an exciting future. We look forward to watching Joaneane and her team continue to grow the business in Jefferson Parish."

The JEDCO headquarters is situated on the mostly undeveloped Churchill Technology and Business Park-owned land, which spans 500 acres.



PRESS RELEASE  
July 2, 2014

## **JEDCO to Host Sales and Marketing Seminar for Small Businesses**

(Fairfield, La) --Sales and marketing are vital components to business vitality. Through successful marketing efforts, companies can boost name recognition with target audiences and increase company sales. The [Jefferson Parish Economic Development Commission \(JEDCO\)](#) wants to help arm our small businesses with the information and knowledge they need to successfully market their products and services.

As part of the [Grow with JEDCO](#) series, the economic development commission partnered with [Simmons & White](#) and the [Louisiana Small Business Development Center \(LSBDC\)](#) to host "Sales & Marketing Secrets of High Performance Organizations." This educational seminar will provide small and medium-size businesses with successful tips and techniques used by organizations that have been highly successful in generating qualified leads and sales. Marketing and sales experts, Mark Lewis and Scott Uffman, will work together to cover the following topics:

- The attributes of high performance sales organizations (HPSO)
- Steps to become an HPSO
- Strategies that can be used to best get there
- How current dynamics of the organization can affect your strategy
- Best ways to measure effectiveness and results
- How to take advantage of a statewide program that provides strategic market research at no cost
- The single best thing you can do

Join us Wednesday, July 23<sup>rd</sup>, at the East Bank Regional Library's Jefferson Room (4747 W. Napoleon Ave. Metairie) from 9:00-10:30. Admission is free, but registration is required to attend. The event is open to all businesses and entrepreneurs. Click [here](#) to register. For more information, contact Kelsey Scram at [kscram@jedco.org](mailto:kscram@jedco.org) or call (504) 875-3927.

###

**About JEDCO:** JEDCO is an independent, yet complementary arm of Jefferson Parish government with the main objective of attracting, growing and creating new business in our area. Since its inception in 1987, JEDCO has aided thousands of companies through [business incubator](#) and [loan programs, tax incentives and rebate programs, workforce development](#) and information services. While dedicated to assisting existing Jefferson Parish businesses, JEDCO's efforts also target the recruitment of new businesses for the area.

**Simmons & White:** A local consulting firm, Simmons & White partners with high-potential companies to navigate challenges and opportunities. Whether you are troubleshooting management issues, seeking best practices, or

exploring new ways to grow, our team of experts can help. Simmons & White provides a comprehensive range of services in the areas of financial management, business process improvement, sales and marketing, access to capital, policies and procedures, risk management, strategy and technology.

**About the LSBDC:** The Louisiana Small Business Development Center is the state's largest and most accessible source of assistance for entrepreneurs and the only statewide nationally accredited program that provides business consulting to entrepreneurs at no cost. Through a network of 10 centers, the LSBDC provides high quality one-on-one consulting, training and information resources to help your business start, grow and succeed.

**About the Business Innovation Center at Churchill:** [The Business Innovation Center at Churchill](#) provides a place to develop up-and-coming businesses. Not only can startups find office space at below-market rent, but the incubator program is designed to connect business innovators, market experts and capital providers to transform business ideas into viable business ventures. The Business Innovation Center at Churchill provides an atmosphere in which startup businesses can survive and prosper.

**Contact:**

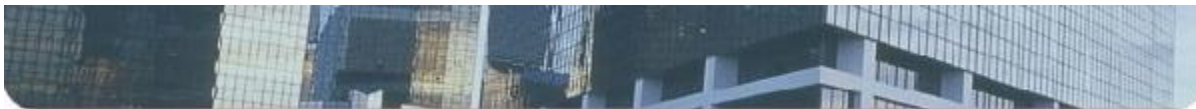
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# Grow with JEDCO presents

## Sales & Marketing Secrets of High Performance Organizations

**Want to know how to better market your business?**

**We can help!** This educational seminar will provide small and medium-size businesses with successful tips and techniques used by organizations that have been highly successful in generating qualified leads and sales.

### Topics include:

- ➔ **The attributes of high performance sales organizations (HPSO)**
- ➔ **Steps you can take to become an HPSO**
- ➔ **Best ways to measure effectiveness and results**
- ➔ **How to take advantage of a statewide program that offers strategic market research at no cost to your business**

**Grow with JEDCO** is a new educational series for small businesses and entrepreneurs. Throughout the year, JEDCO will host a number of events to help you grow and find success locally.

**JULY 23, 2014**

9:00 - 10:30

East Bank Regional Library  
Jefferson Room  
4747 West Napoleon Avenue  
Metairie, La 70001

Register for this **FREE** event at  
[www.jedco.org](http://www.jedco.org) or call  
(504) 875-3908.



