



CERTIFICATIONS, HONORS AND AWARDS

LeScot has been the recipient of numerous awards, honors and citations. A partial list of such awards appears below.

- Lifetime Certified Master Consultant (CMC) by BREI
- Certified Economic Developer by the International Economic Development Council (CEcD)
- Certified Instructor by the NeighborWorks Training Institute
- 2000 Atlanta Minority Business Advocate of the Year



ORGANIZATIONAL MEMBERSHIPS / AFFILIATIONS

- Georgia Women's Business Council Board
- Georgia Economic Development Association
- Business Retention and Expansion International
- International Economic Development Council
- Small Business Administration Strategic Outreach Task Force
- Georgia Electronic Commerce Association Digital Divide Working Group Committee Chair
- Small Business Administration Regional Small Business Advocate Judge



WHY USE LESCOT ENTERPRISES?

If you are having problems getting down to business, let LeScot Enterprises help you get on track to success.

LeScot offers effective, responsive and economical business assistance with a personal, yet professional touch. Founder and CEO Art Brown has 30 years of experience, ranging from construction and manufacturing to retail and government/corporate procurement, that not only enables his firm to identify solutions to a wide array of problems but also help with implementing those solutions.

As a long time associate of Georgia Tech's Economic Development Institute, Art has acquired the skills and expertise to work with a variety of organizations seeking extensive solutions to their problems. As a consulting operation, LeScot distinguishes itself with the ability to quickly identify a problem and offer state-of-the-art solutions at a competitive price.

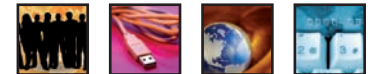
LeScot's goal is to cost effectively build profitable organizations through a solid foundation of business, marketing and economic development expertise.

LESCOT'S CORE CAPABILITIES

**BUSINESS,
MANAGEMENT
AND
TECHNICAL ASSISTANCE**
 •
**ECONOMIC DEVELOPMENT
ASSISTANCE**
 •
**TRAINING, SEMINAR AND OTHER
COMMUNICATION ASSISTANCE**
 •
**MARKET DEVELOPMENT
AND REPRESENTATION
ASSISTANCE**



BUSINESS, MANAGEMENT AND TECHNICAL ASSISTANCE SERVICES



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BUSINESS, MANAGEMENT AND TECHNICAL ASSISTANCE SERVICES

LeScot can develop, coordinate, manage and deliver all types of management and technical assistance services for a wide range of companies.

LeScot focuses on management assistance strategies designed to sustain the business enterprise. Assistance strategies are generated from research and proven business assistance efforts and correlated with company / organization capabilities and resources.

LeScot's business, management, market and technology development skill sets include:



BUSINESS DEVELOPMENT ASSISTANCE

- Business Planning
- Marketing Planning
- Contract/Loan/Grant Proposals
- Feasibility Studies
- Site Analyses
- Project Management
- Business Research
- Internet Marketing
- Marketing Promotion Strategies
- Government / Business Procurement Strategies
- Survey Research and Design
- Sales Development Strategies



TECHNOLOGY DEVELOPMENT EXPERTISE

- Quality Control Analysis
- Workflow Analysis
- Plant Layout Assistance
- Web Site Analysis and Design Assistance



INTERNATIONAL DEVELOPMENT / TRADE

- Survey Design
- Survey Research
- Training
- International Trade Workshop
- Developing Strategic Alliances



E-COMMERCE / PROCUREMENT ASSISTANCE

- Internet Procurement Marketing Strategies
- Electronic Web Site Registration Strategies



LeScot has a successful track record of providing specific assistance in this arena. Experience includes:

- Assisted a non-profit organization with the submission of a successful grant application.
- Completed feasibility study for a campgrounds that was also used in a successful loan application.
- Managed Georgia Tech's EDA University Center for 13 years whose mission was to provide management and economic development assistance to businesses and economic development organizations in Georgia; able to keep funding for the program while the federal government was focused on reducing/eliminating funding for this activity. LeScot also acquired additional funding during the time period for specific projects.

CLIENT TESTIMONIAL

"I have had the good fortune to work with Art on domestic and international projects. Art is a consummate professional with many years of practical experience. What I truly like however is Art's commitment to his clients to get the job done in a timely manner. He is not only a quality professional, he is a quality person who is a pleasure to work with."

Edward A. Nelson, Jr.
EAN International Consulting, Inc.