



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

ECONOMIC DEVELOPMENT
ASSISTANCE

•

BUSINESS,
MANAGEMENT
AND

TECHNICAL ASSISTANCE

•

TRAINING, SEMINAR AND OTHER
COMMUNICATION ASSISTANCE

•

MARKET DEVELOPMENT
AND REPRESENTATION
ASSISTANCE



ECONOMIC DEVELOPMENT ASSISTANCE SERVICES



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ECONOMIC DEVELOPMENT ASSISTANCE SERVICES

Vital to any community is a healthy business environment. LeScot has worked with cities and counties across Georgia and the Southeast helping to define their needs and devising strategies to expand their business/industrial base.

Assistance is also available to communities and economic development organizations to better understand their existing business/economic development resources and to expand and retain their existing business base.

Understanding our global economy is critical to business success. LeScot has worked to support development beyond U.S. borders by helping U.S. businesses locate global business opportunities and strengthening the development of foreign economies. LeScot's principal founder was instrumental in AID (Agency for International Development) work for the Sudan Renewable Energy Project to devise and market an energy saving wood stove.



COMMUNITY DEVELOPMENT

- Understanding and assessing local economies
- Devising development strategies to enhance communities
- Identifying and submitting funding proposals to viable funding sources for community development



BUSINESS ATTRACTION/ RETENTION STRATEGIES

- Volunteer training to support retention and expansion activities
- Developing a retention and expansion survey
- Retention and expansion survey analysis
- Devising retention and expansion strategies based on survey findings
- Implementation of retention and expansion survey results



ECONOMIC DEVELOPMENT INITIATIVES

- Federal, state, local and corporate procurement initiatives
- International Development programs
- Backward/Forward Linkage Analyses



GEOGRAPHIC INFORMATION SYSTEMS

- Analyzing markets using GIS
- Market targeting/segmenting using GIS
- Devising geographic market strategies



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

- Helped the City of East Point with identifying specific issues related to the loss of business from an industrial park and designed a survey to capture business needs.

- Assisted the DeKalb County Chamber of Commerce with designing a survey of its existing businesses.

CLIENT TESTIMONIAL

“Art was responsive to our needs to conduct an assessment of our existing industry. He was able to assist with a review of the industrial park that had declining tenants and make recommendations. He also assisted with drafting an existing industry survey, reviewed survey results and made recommendations. His efforts has led to an improved retention of tenants in our industrial park and a renewed understanding on the part of our City of the importance of serving our existing industry. His assistance has been a great asset to us and we look forward to a continued working relationship.”

Bettie Allen
Economic Development Specialist
City of East Point, Georgia