



**Louisiana Small Business Development
Center at
University of Louisiana at Lafayette
220 E. St. Mary Blvd, Lafayette, LA 70503**



Serving Acadia, Evangeline, Iberia, Lafayette, St. Landry, St. Martin, St. Mary, and Vermilion

Frank Kent & Associates

PO Box 51831, Lafayette, LA 70505



Frank Kent, President of Frank Kent & Associates, and his wife, Lynn

LSBDC at ULL Services to Client

- Business Start-Up Process
- Financial Planning
- Business Consulting
- Marketing Assistance
- Web Site Development

“Safety is part of the overall business. Companies who keep that in focus survive even in tough times”.

A Monroe, LA., native, Frank Kent is a veteran who served as a combat medic in the US Army, became a nationally-recognized paramedic and found a niche as an off-shore safety manager who could also care for the injured.

By 2005, Frank had been working for many years as a trainer and manager for a large safety company serving the oil and gas industry. Frustrated by the lack of commitment to customer service he saw as rampant throughout the safety industry, he decided to explore starting his own company. He had learned early on that the major oil companies had a passion for maintaining a safe working environment for their employees on their drilling rigs whether offshore or on land. They also required their many subcontractors to have the same commitment to safety.

Frank saw a niche he could fill but he was hesitant to leave the

Economic Impact

- Over 12 jobs created in 3 years
- Successful start-up operating at full capacity and expanding
- Sales increases of \$900,000 in 4 years

the security provided by working for a large company. He feared that his start-up would fail despite the urgings of both his wife, Lynn, and a future client, a mid-sized oil field service company.

Frank and Lynn then attended a Business Basics seminar presented by the LSBDC at UL Lafayette. That event provided the impetus for Frank to begin working with LSBDC consultants to plan the start up of his company, Frank Kent & Associates.

Soon he had secured his first client growing sales to over \$150,000, achieving profitability right away. This allowed him to hire an employee, a single mother, whom he trained as a safety program manager. As sales continued to increase he added more employees and again sought the guidance of the LSBDC at UL Lafayette on financial management issues and for the development of the company web site.

By 2008, the company had many clients, including Cenergy International Services, a New Orleans-based, woman-owned workforce provider and safety and logistics management company serving the international oil and gas industry.

Because of the expertise and ethics of the Frank Kent & Associates employees, Cenergy courted Frank Kent to become a member of their corporate family. In April of 2009 the merger was accomplished, with Frank receiving a renewable, long-term management contract and allowing him to significantly expand operations and hire more employees.

Frank has also been urged by Cenergy to continue as a motivational speaker. He offers his speaking services to help clients develop that passion for safety which he believes carries companies through leaner times.

His feelings about his relationship with the LSBDC are strong, “The LSBDC is essential to anyone who wants to go into business. Because I worked with them from the very beginning I saved money I would later need during the first years of operations. The American Dream is alive. We’re just getting started!”



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