

EUAL L. HALL

Business Development Outreach Specialist

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Baton Rouge, LA 70805

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EDUCATIONAL BACKGROUND:

St. Helena Parish High School, Greensburg, LA - General Studies

Grambling State University, Grambling, LA, B.S. Degree in Business Administration,

Specializing in Management, May, 1967

Paradigm Instrumentation Company, Baton Rouge, LA.

Graduate, Basic Instrumentation. August, 1993.

Fayetteville State University, North Carolina School of Real Estate, Fayetteville, NC.

Real Estate Sales. August, 1973.

BUSINESS EXPERIENCE:

Business Development Outreach Specialist, Southern University Center of Rural & Small Business Development, Baton Rouge, LA. April , 1994 to Present.

Duties include coordinating Small Business Development Programs. Providing Human Capital Development efforts in under-represented communities, preparing procurement, loan packaging, business plans etc., and recommend steps for improvements for minority entrepreneurs in coverage area. Composing and presenting elected officials with proposal, working with federal, state and other agencies with economic development initiatives and providing rural businesses with technical assistance such as marketing, management and fiscal assistance; collecting, accessing and analyzing current operations and data of businesses, making recommendations for improvements.

DISTRICT SALES LEADER AND INDEPENDENT REPRESENTATIVE FOR PRIMERICA FINANCIAL SERVICES, Part-time Term Life and Health Insurance Qualified, also Debt Consolidation, Mortgage Application Preparer, Financial Analyst, and Series 6 PFS Investments Inc., Qualifications for Primerica Financial Services, member of CITIGROUP

INDEPENDENT REAL ESTATE BROKER and PROPERTY MANAGEMENT, d/b/a as HALL REAL ESTATE COMPANY and HALL'S ENTERPRISE, INC., Baton Rouge, LA. March, 1993 to Present.

Responsibilities include sales and service of commercial and residential property; soliciting real estate property such as undeveloped land, existing homes, construction of new homes, and rental dwelling places that are for sale, lease, or rent. Also perform lawn maintenance landscaping, for several local businesses and home owners.

PERSONAL ACCOMPLISHMENTS

Contracted, managed, & completed a 4,450 square foot home 15 days ahead of schedule plus contracted several other renovation of single family homes, renovated several private camps which was which was previously condemned on Amite River.

SENIOR TRAFFIC ANALYST, DOW CHEMICAL USA, Plaquemine, LA. June, 1990 to March, 1993.

Duties included performing administrative shipping product functions, managing the loading and shipping of tank trucks, railcars, barges, ships, and sea going vessels, and package trucks, freight rating shipments, selecting routes, expediting and located shipments, diverting and shipping items, carrier selection, negotiating special

truck and train rates and service; preparing written and formal reports, performing risk management services for various companies. (*laid off in employer workforce reduction in March of 1993*)

SENIOR PURCHASING AGENT, DOW CHEMICAL USA, Plaquemine, LA June, 1976 to May, 1990. Responsibilities included administrative and managerial procurement functions such as supplier selection, purchasing of materials, chemicals, furniture, supplies, and initiating contract development and capital project purchasing, and analyzing bids, etc.

GENERAL ACCOMPLISHMENTS:

Designed story board cartoons; resulted in the reduction of unnecessary purchases & freight cost; standardization of purchases and increased utilization of new material services and management system. Immediate 40-50% reduction in inventory, storage, and freight cost. This program is now instituted company-wide.

PROCESS CONTROL BOARD OPERATIONS SPECIALIST, DOW CHEMICAL USA, Plaquemine, LA. May, 1974 to June, 1976. Duties included collecting and analyzing samples, implemented changes to control the chemical process coordinated, monitored and maintained communications between operators within and outside the production units, monitored control room instrumentation including remote controls, computer display informational CPU, electronic and pneumatic transmitter signals and other various instruments. Also assisted in the training of new operators and performed preventative day maintenance on instruments, pumps, valves and chemical process lines.

REAL ESTATE SALES AND MAINTENANCE SUPERVISOR, HALL REAL ESTATE COMPANY, Spring Lake, NC. October, 1971 to March, 1974. Responsibilities included managing, renting, repairing and real estate sales, repairs and rental collection for company properties valued in excess of one million dollars.

SENIOR OPERATIONS TECHNICIAN, DOW CHEMICAL USA, Plaquemine, LA. September, 1969 to October, 1971. Duties included continuous roving operator which involved checking of plant temperature, reassures, flows and mechanical pumps. Also had control room responsibilities which involved monitoring of water flows, pressure, temperatures, chemical product transfers, conductivity.

COMPUTER SKILLS:

Lotus Office Suite, Word Perfect, Microsoft Power Point, Excel, Word, Business Plan Pro, etc.

OTHER SKILLS:

Possess commercial driver's license, and can operate some heavy equipment machinery such as tractor trailers, farm and utility tractors, backhoes, road graders, small dozers, etc.

HONORS AND ACTIVITIES:

Duties include coordinating Small Business Development Programs. Providing Human Capital Development efforts in under-represented communities, preparing procurement, loan packaging, business plans etc., and recommend steps for improvements for minority entrepreneurs in coverage area. Composing and presenting elected officials with proposal, working with federal, state and other agencies with economic development initiatives and providing rural businesses with technical assistance such as marketing, management and fiscal assistance; collecting, accessing and analyzing current operations and data of businesses, making recommendations for improvements.