



Southeastern Louisiana University

Small Business Development Center

Sonny Day Surveillance, LLC

Covington, LA

James "Sonny" Salande, Jr., Owner



- SLU SBDC Assistance
 - Business Plan Development
 - Marketing Plan Development
 - Cash Flow Projections
 - Sales Volume
- Sales dramatically exceed Pro-Forma Income Statement
- Obtained VA grant
- Disabled Veteran

"The SBDC has always been available to give assistance or advice when I have needed it. They helped me with my original business plan submitted to the VA; they assisted in developing my Community Watch 2000 Program, have helped me identify my cost structure in putting together contracts and most recently assisted with the licensing of my technology to the T.V. news industry for \$60 million dollars. I am very grateful for the assistance and enthusiasm they have provided." James Salande

"Sonny is an extraordinary client. Because of his technological skills and entrepreneurial spirit, his surveillance company has turned into a successful conglomerate that has exceeded our expectations. Sonny identified his niche and mastered it!"

- William Joubert, SLU SBDC Director



Location: Southeastern Louisiana University, SLU 10522, Hammond LA 70402
Parishes Served: Livingston, St. Tammany, St. Helena, Tangipahoa, and Washington
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