

### CORE COMPETENCIES

We provide strategic quality improvement and leadership development training/consulting services for nonprofit, government, corporate, faith-based, and community-based organizations. We help fill the need for a deep bench strength of leadership talent to address the complex challenges inherent in meeting the mission of your organization from refining basic skills to excelling in senior roles. Our core competencies include:

- Leaders Leading Leaders Program Development (creating leaders at every level)
- Change Management & Facilitation Support
- Lean Six Sigma/Process Improvement Training and Support
- Program Evaluation; Staffing and Administrative Support Services
- Training expertise includes leadership development customized programs, DEI, compliance/Respectful Workplace, Team Building/Development

### PAST PERFORMANCE

#### Leadership Development:

- 12-week customized, competency-based leadership programs (over 85% advancement rate) for City/County, STA, SMFM, et. al.

#### Lean Six Sigma:

- Certified over 300 employees as Lean Six Sigma green and yellow belts in City of Memphis and Service Master Facilities Maintenance

#### Change Management:

- Staffed/facilitated training for the HR team (resulted in citywide adoption of the Oracle Fusion platform) for over 7000 employees

#### Program Evaluation:

- Provides program evaluation for over 50 tobacco control grantees for the U of A MISRGO since 2002

#### Administrative Services:

- Provided administrative support services on strategic and organizational services for the City of Memphis MPD, MFD, and GS Divisions.

### DIFFERENTIATORS

- Lead Instructor for SBA Emerging Leaders Memphis Cohort facilitating business principles, strategies, and growth plans for small business CEOs (2021)
- Lead Facilitator for the Inaugural 2021 Entrepreneur Support Summit (ESO) for the SBA TN District
- Instructor/Coach for Transition to Success (TTS) empowering nonprofits with processes and systems thinking techniques to treat poverty with evidence-based strategies.
- 20 years technical assistance as a certified empowerment evaluator for the Minority Sub-recipient Grant Office (Univ of Arkansas)
- Culminating products: individual development plans (IDP), growth plans, certifications.
  - Conference/Keynote Speaker for 2022 – Memphis Police Department (5 sessions). Delta Sigma Theta Memphis Chapter, MyFaith Senior Services

### COMPANY DATA

LFD Consulting, LLC is a Small Business Administration (SBA) certified woman-owned small business, as well as an 8(a) BD Program participant. It was established in 2002 and is based in Memphis, Tennessee.



U.S. Small Business  
Administration  
**8(a) Certified**

### PERTINENT CODES AND DATA

- Small Business certifications: 8(a), EDWOSB, WOSB, DBE, SBE, MBE, LOSB
- UEI - HAFEG6N9FNL3 or DUNS – 128890741
- CAGE Code – 4EBY3
- NAICS – 611430, 541611, 561110, 541612, 541618, 561320
- Accepts Government Credit and Purchase Cards, AAC, DODAAC, BPA