

Worksheet 4: Client Outreach Tracker

Louisiana's oil & gas, healthcare, and port markets are your three anchors. Energy clients along the Baton Rouge-Lake Charles corridor generate recurring industrial courier demand.

New Orleans — Healthcare / Medical

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Ochsner Health (multiple New Orleans campuses)				
LCMC Health / University Medical Center				
Tulane Medical Center				
Children's Hospital New Orleans				
East Jefferson General Hospital				
West Jefferson Medical Center				

New Orleans — Corporate / Port

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Port of New Orleans (Greater New Orleans Port)				
Shell Oil New Orleans operations				
Entergy Louisiana (New Orleans)				
WWL-TV / media corridor				

Baton Rouge — Energy / Corporate

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
ExxonMobil Baton Rouge Refinery (largest US refinery)				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Turner Industries (Baton Rouge)				
Our Lady of the Lake Regional Medical Center				
Baton Rouge General Medical Center				
LSU Health Baton Rouge				

Lafayette / Shreveport / Lake Charles

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Lafayette General Health				
Ochsner Lafayette General				
CHRISTUS Shreveport-Bossier Health				
Willis-Knighton Health System (Shreveport)				
CITGO Lake Charles Refinery				
Sasol Lake Charles Chemical Complex				

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