

Disadvantaged Business Enterprises December 2016 Newsletter

"SPECIAL ANNOUNCEMENT"

In accordance with Federal Guidelines, beginning with the January 2017, DOTD Letting, the due date for all DBE/SBE required paperwork (CS-6AAA), on all DBE/ SBE Federal Goal Projects, will be reduced from seven (7) calendar days to five (5) calendar days, excluding State and Federal holidays. The count will begin the day after the bid letting. The process and procedures on how the documentation is submitted to the DOTD Compliance Office will not change.



The Disadvantaged Business Enterprise Program Implementation Modifications can be viewed in their entirety at https://www.federalregister.gov/articles/2014/10/02/2014-23173/disadvantaged-business-enterprise-program-implementation-modifications.

If you have any questions, please contact the DOTD Compliance Office at 225-379-1382.

Save the Date: Meet & Greet - February 15, 2017 Electronic Payroll Training - March 14, 2017

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Contact: LA DOTD Compliance Office 1201 Capitol Access Road Baton Rouge, LA 70802 (225) 379-1382





Dear DBE Firm:

The Disadvantaged Business Enterprise (DBE) Program is designed to ensure that small minority and women-owned businesses are able to compete on an equal basis for contracting opportunities within the transportation industry.

Please take a few moments to complete the survey below in order to properly identify areas of concern. Your assistance will aid in creating common solutions and increase contracting opportunities for all.

Business Name:					
Business Address:					
Business Email:					
Business Phone No.: Specialty Areas:					
Do you actively quote LA DOTD projects? Yes No					
If not, why?					
Do you bid primarily as a: prime contractor \square or sub-contractor \square					
Are you interested in becoming a prime contractor? Yes No					
Have you ever received a LA DOTD job? Yes No					
Do you plan to actively bid LA DOTD work in the future? Yes \square No \square					
If not, why:					
Are there any barriers you see to quoting LA DOTD jobs? Yes No					
If yes, please explain:					
If barriers listed, what do you see as ways to overcome those barriers?					
Accounting & Record Keeping Financial Analysis 	Job Cost ControlPreparing Budgets				
 Financial Assistance Cash Flow/Working Capital Loan & Bond Packaging Business Management Business Planning 	 Scheduling & Planning Plans & Specs Project Scheduling Labor/Bar Chart Material Delivery 	Please complete and return to SJB Group, LLC Email: jackie.desbordes@sjbgroup.com			
Project Management	Estimating/Bidding	Mail: P.O. Box 1751, Baton Rouge, LA 70821-1751			
MarketingMarketing StrategiesMarketing Plan	Legal Contract Negotiations Delay Contract Construction Lien Law 	Fax: 225-769-3596			
Contract Compliance	Contract Compliance				

- Federal/State Compliance
- **EEO/Affirmative Action**

in being provided.

Hardware/Software •

Please circle the areas of assistance you are interested

WINTER WEATHER...



Winter weather creates a variety of hazards that can significantly impact everyday tasks and work activities. These hazards include slippery roads/surfaces, strong winds and environmental cold.

Learning how to prepare for work during the winter, protect workers from the cold and other hazards that can cause illnesses, injuries, or fatalities, is essential to maintaining a safe work environment and completing tasks successfully.

Who is affected by environmental cold?

Environmental cold can affect any worker exposed to cold air temperatures and puts workers at risk of cold stress. As wind speed increases, it causes the cold air temperature to feel even colder, increasing the risk of cold stress to exposed workers, especially those working outdoors, such as recreational workers, snow cleanup crews, construction workers, police officers and firefighters. Other workers who may be affected by exposure to environmental cold conditions include those in transit, baggage handlers, water transportation, landscaping services, and support activities for oil and gas operations.

Risk factors for cold stress include:

Wetness/dampness, dressing improperly, and exhaustion Predisposing health conditions such as hypertension, hypothyroidism, and diabetes Poor physical conditioning

What is cold stress?

What constitutes cold stress and its effects can vary across different areas of the country. In regions that are not used to winter weather, near freezing temperatures are considered factors for "cold stress." Increased wind speed also causes heat to leave the body more rapidly (wind chill effect). Wetness or dampness, even from body sweat, also facilitates heat loss from the body. Cold stress occurs by driving down the skin temperature, and eventually the internal body temperature. When the body is unable to warm itself, serious cold-related illnesses and injuries may occur, and permanent tissue damage and death may result. Types of cold stress include: trench foot, frostbite, and hypothermia.

For more information, see OSHA's Cold Stress Safety and Health Guide.

How can cold stress be prevented?

Although OSHA does not have a specific standard that covers working in cold environments, under the <u>Occupational Safety and Health Act (OSH Act) of 1970</u>, employers have a duty to protect workers from recognized hazards, including cold stress hazards, that are causing or likely to cause death or serious physical harm in the workplace.

Employers should train workers. Training should include:

How to recognize the environmental and workplace conditions that can lead to cold stress.

The symptoms of cold stress, how to prevent cold stress, and what to do to help those who are affected.

How to select proper clothing for cold, wet, and windy conditions.

Employers should:

Monitor workers physical condition.

Schedule frequent short breaks in warm dry areas, to allow the body to warm up.

Schedule work during the warmest part of the day.

Use the buddy system (work in pairs). Provide warm, sweet beverages. Avoid drinks with alcohol. Provide engineering controls such as radiant heaters.

Types of Cold Stress

Immersion/Trench Foot

Trench foot is a non-freezing injury of the feet caused by prolonged exposure to wet and cold conditions. It can occur in temperatures as high as 60°F if feet are constantly wet. Injury occurs because wet feet lose heat 25-times faster than dry feet.

What are they symptoms of trench foot?

Reddening skin, tingling, pain, swelling, leg cramps, numbness, and blisters.

First Aid

Call 911 immediately in an emergency; otherwise seek medical assistance as soon as possible.

Remove wet shoes/boots and wet socks.

Dry the feet and avoid working on them.

Keep affected feet elevated and avoid walking. Get medical attention.

Frostbite

Frostbite is caused by the freezing of the skin and tissues. Frostbite can cause permanent damage to the body, and in severe cases can lead to amputation. The risk of frostbite is increased in people with reduced blood circulation and among people who are not dressed properly for extremely cold temperatures.

What are the symptoms of frostbite?

Reddened skin develops gray/white patches in the fingers, toes, nose, or ear lobes; tingling, aching, a

loss of feeling, firm/hard, and blisters may occur in the affected areas.

First Aid

Follow the recommendations described below for hypothermia.

Protect the frostbitten area, e.g., by wrapping loosely in a dry cloth and protect the area from contact until medical help arrives.

DO NOT rub the affected area, because rubbing causes damage to the skin and tissue.

Do not apply snow or water. Do not break blisters.

DO NOT try to re-warm the frostbitten area before getting medical help, for example, do not use heating pads or place in warm water. If a frostbitten area is rewarmed and gets frozen again, more tissue damage will occur. It is safer for the frostbitten area to be rewarmed by medical professionals.

Give warm sweetened drinks if alert (no alcohol).

Hypothermia

Hypothermia occurs when the normal body temperature (98.6°F) drops to less than 95°F. Exposure to cold temperatures causes the body to lose heat faster than it can be produced. Prolonged exposure to cold will eventually use up the body's stored energy. The result is hypothermia, or abnormally low body temperature. Hypothermia is most likely at very cold temperatures, but it can occur even at cool temperatures (above 40°F) if a person becomes chilled from rain, sweat, or immersion in cold water.

What are the symptoms of hypothermia?

An important mild symptom of hypothermia is uncontrollable shivering, which should not be ignored. Although shivering indicates that the body is losing heat, it also helps the body to rewarm itself. Moderate to severe symptoms of hypothermia are loss of coordination, confusion, slurred speech, heart rate/breathing slow, unconsciousness and possibly death. Body temperature that is too low affects the brain, making the victim unable to think clearly or move well. This makes hypothermia particularly dangerous because a person may not know what is happening and won't be able to do anything about it.

First Aid

Call 911 immediately in an emergency:

Move the worker to a warm, dry area.

Remove any wet clothing and replace with dry clothing. Wrap the entire body (including the head and neck) in layers of blankets; and with a vapor barrier (e.g. tarp, garbage bag) do not cover the face.

If medical help is more than 30 minutes away:

- Give warm sweetened drinks if alert (no alcohol), to help increase the body temperature. Never try to give a drink to an unconscious person.
- Place warm bottles or hot packs in armpits, sides of chest, and groin. Call 911 for additional rewarming instructions.

Basic Life Support (when necessary)

Co-workers trained in cardiopulmonary resuscitation (CPR) may help a person suffering from hypothermia that has no pulse or is not breathing:

Call 911 for emergency medical assistance immediately.

Treat the worker as per instructions for hypothermia, but be very careful and do not try to give an unconscious person fluids.

Check him/her for signs of breathing and for a pulse. Check for 60 seconds.

If after 60 seconds the affected worker is not breathing and does not have a pulse, trained workers may start rescue breaths for 3 minutes.

Recheck for breathing and pulse, check for 60 seconds.

If the worker is still not breathing and has no pulse, continue rescue breathing.

Only start chest compressions per the direction of the 911 operator or emergency medical services^{*} Reassess patient's physical status periodically.

*Chest compression are recommended only if the patient will not receive medical care within 3 hours.

This article was taken from the OSHA website. For more information on this topic, visit www.osha.gov. Please share this information with your employees.

Tuesday/Thursday Breakfast Social and Discussions

Three N One Enterprises of Prairieville

December 13, 2016

Highlights – The SJB Group DBE Supportive staff Mr. Kenyatta Sparks (Program Assistant) and Ms. Grace Chatman (Communication Specialist) met with Mrs. Tiffany Vallery and Ms. Jaslyn Vallery with Three N One Enterprises of Prairieville. After discussing with Mrs. Tiffany and Ms. Jaslyn in more detail about the type of services their company offers and the types of needs they have. DBESS provided them with a tutorial of how to navigate the LA DOTD website, so they can begin effectively searching the website locating pertinent information about the LA DOTD projects they may be interested in chasing. DBESS also provided them with the contact information for Ms. Kandy Fly, LA DOTD SBE Program Manager and the necessary documents, so they could obtain their SBE Certification.

We thank Mrs. Tiffany and Ms. Jaslyn for taking time out of their busy schedules to meet with us at SJB Group and look forward to assisting them in their future business endeavors.

If you are interested in attending our Breakfast Social Discussion meeting, please call Mr. Sparks at (225) 769-3400. These meetings are held on Tuesdays and Thursdays from 10:30 am to 11:30 am, at the SJB Group Office, 5745 Essen Lane, Suite 200, Baton Rouge, Louisiana.



Events & Workshops

EVENTS/WORKSHOPS OFFERED BY THE LOUISIANA SMALL BUSINESS DEVELOPMENT CENTERS:

For more information and to register for these events, visit: https://www.lsbdc.org/

On Demand

Five Steps to Secure Financing Register

On Demand, available until September 30

Topic: Financing and Capital

In this self-paced training video, you will learn the five key steps to financing your small business. After completing this series, you will gain a better understanding of financial planning and assessment, credit and collateral, sources of funding and pitching your business idea. Click the registration link below to get started!

Speaker: Speaker(s): Mike Pennison, Senior Business Consultant

Location: <u>Louisiana Small Business</u> Development Center, Online

Fee: \$ 25.00

Create a Winning Sales Strategy Register

On Demand, available until October 01

Topic: Marketing and Sales

Good relationship skills, strategic planning and product expertise all contribute to effective selling. In Creating a Winning Sales strategy, you will learn practical solutions for profitable sales growth. Click the registration link below to get started.

Speaker: Speaker(s): Presented by Erik Waters, Business Consultant

Location: <u>Louisiana Small Business</u> <u>Development Center, Online</u> Fee: \$ 25.00

How to Start a Business Register

On Demand, available until September 30

Topic: Start-up Assistance

This course will introduce you to the basics of creating and financing a successful business. You will learn to evaluate your ideas, choose the best financing options and legally register your business. The course will point you to the resources you need on your entrepreneurial journey. Click the registration link below to get started.

Speaker: Carmen Sunda, Small Business Expert

Location: <u>Louisiana Small Business</u> <u>Development Center, Online</u>

Fee: \$ 25.00

January

Drive New Business with Social Media -Livingston Register

Tuesday, January 10, 2017 10:00 AM to 12:00 PM

Topic: Marketing and Sales

You know you should be on social media for your business or non-profit. You know it can help you drive more new and repeat business for your organization. But, do you know why? Do vou know which social media platform will have the biggest bang for your buck? And when you start your profile, do you know what to say and how to grow your following? This session will answer all of those questions and more! Let us help you: • Determine the platform that's right for you and your organization • Announce your presence and build your network • Create and share content that encourages action • Understand social media advertising and learn vour options • Convert social media leads into potential customers by growing your email list From understanding the different social media platforms, to choosing what to say and where to say it, this seminar will give you the keys to the most effective social media marketing for you. You don't have to be on every platform, and you don't have to make every post by yourself. Let us make social media easy - join us!

Speaker: Kim Walker - 5 Stones Media

Location: <u>Livingston Parish Library - Main</u> Branch, Livingston

Peer to Peer Business Roundtables Register

Wednesday, January 11, 2017 11:00 PM to 1:00 PM

Topic: Managing a Business

Peer to Peer Roundtables The Peer to Peer Roundtable series is designed to discover solutions that create growth opportunities through facilitated group discussions among peer businesses. Strategic growth firms benefit from shared experiences and by tapping into expertise from industry and topic experts and their peer entrepreneurs. The Peer to Peer Roundtable is a series of ten (10) sessions that cover company obstacles to growth in areas such as finance. employee relations, legal compliance, and marketing. Each roundtable will focus on specific business issues of interest to participants according to a pre-participation assessment. The format of the sessions will include scheduled speakers. group discussion and topical assignments that will be discussed at the following roundtables. Each session will be approximately three hours in length and moderators will remain available after each meeting to answer questions and deal with special issues. Businesses that meet the following criteria are encouraged to apply: Annual revenues of a minimum of \$200,000, and a maximum of \$3 million, Minimum of 3 employees (FTE), plus owner, Minimum of 3 years in business, Participants will agree to attend at least 8 of the 10 sessions and sign a participation agreement, and be a SEBD Certified Business and Owner (to obtain FREE SEBD certification, go to www.ledbiz.com) The Peer to Peer Roundtable is presented with funding provided by Louisiana Economic Development, Small & Emerging Business Development Program (SEBD) in partnership with Louisiana Small Business Development Center and Phelps Dunbar Law Firm. Is your business SEBD Certified? One of the benefits to SEBD Certification is access to funding and training opportunities that will provide you with tools and skills to continue your successful business' growth. SEBD certification is a short one-stop, paperless, online process to register your Louisiana small business. This certification is required to participate in the Peer to Peer

(Events & Workshops Continued)

Roundtable visit ledsmallbiz.com to certify your Louisiana small business.

Location: Phelps Dunbar

Peer to Peer Roundtable (For SEBD Certified
Companies) - Hammond
Register

Thursday, January 12, 2017 9:00 AM to 12:00 PM, 1 sessions ending Thursday, May 18

Topic: Not Set

The Purpose: This program is designed for companies that have been certified in the Small and Emerging Business Development (SEBD) through Program Louisiana Economic Development. CEO Peer to Peer Entrepreneurial Roundtables bring together a group of 12-20 clients 10 times a year for learning, discussion and problem solving. These collaborative, growth-oriented meetings support a trusting environment in which CEOs can safely explore business and personal issues. The roundtables are problem-solving sessions that address issues important to the business owners. Roundtable Session Dates: January 12th January 26th February 9th February 23rd March 9th March 23rd April 6th April 20th May 4th May 18th Roundtable Session Topics: Role of Owner or CEO Topical areas will include: Challenges that are stalling you, Business owner's role, Tools to help you, Managing Managers, Letting go and delegating, Time Management, leading the organization, Using Professional Services when needed. Customer Service Topical areas will include: Internal and external customers, customer retention, answering phones, examples of great customer service. Legal and Insurance Topical areas will include: Contracts, intellectual property, Compliance issues. License agreements, Workers comp, Forms of Ownership, Types of Insurances. Sales Topical areas will include: How to hire and pay sales people, Developing new markets while serving

existing ones, Finding the right customers, Setting meaningful sales goals, Customer Service, Sales as a system not an event. Employees and Relations Topical areas will include: Staff meetings, HR manuals, Pay, Work Working with millennials. environment. Training. Employee pipeline. Employee communication / accountability. Financial and Accounting Topical areas will include: Running a business by the numbers, Taxes, Payroll tax, Accounting, Industry comparison, Pricing, Business valuation buying or selling, Cash-flow, Exit strategy. Marketing & Advertising Topical areas will include: Social Media, Customer Engagement, Advertising, Marketing, Budgeting, How to measure ROI in marketing. Technology Topical areas will include: Software to run your company. Cloud computing, Security. Disruptions to your industry, Disaster planning, Technology updates and trends. Operations and Innovation Topical areas will include: Staying on budget, being efficient, best practices of high performing companies, creating clear objectives, identifying problems, keeping up with industry changes, Process improvement, driving change. Finance and Banking Topical areas will include: Loans and structure, Loan programs, Peer to peer lending, Other sources of capital, How to make bankers happy, Bank products, Venture capital.

Speaker: Various

Location: <u>LSBDC</u> at <u>Southeastern Louisiana</u> <u>University: Main Office, Southeast Louisiana</u> <u>Business Center, *Hammond</u>

Starting&FinancingASmallBusinessRegister

Friday, January 13, 2017 10:00 AM to 12:00 PM

Topic: Start-up Assistance

This workshop is recommended for those interested in starting a business. At the end of this workshop, you will have a thorough understanding of the process of starting a business and will be able to implement a required checklist to start your business. The following topics will be discussed during this workshop: determining the feasibility of a business idea, planning to start a small business, required licenses, writing a business plan, sources of funds for start-up, expansion and small business resources. Please feel free to bring laptops!

Speaker: Ada Womack

Location: Louisiana Technology Park, Baton Rouge

Letting of 1/11/2017

For more information on lettings or to download construction documents, visit: <u>http://wwwapps.dotd.la.gov/engineering/</u> lettings/

Proposal: H.001006.6 LA 21: LA 41 - LA 16

DBE Goal: 7%

OJT Goal: 3 Trainees

Specbook: 2006

ASPHALT PILOT PROJECT This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 AS-PHALT PILOT SPECIAL PROVISION.

Description of work: drainage structures, milling asphalt pavement, pavement patching, in-place cement stabilized base course, asphalt concrete pavement, and related work.

Parish(es): St. Tammany

Route(s): LA 21

Federal Number: H001006

Estimated Construction Cost: \$2,500,000 to \$5,000,000

Construction Proposal Documents

Proposal: H.002281.6-R1 LA 66: BIG BAYOU SARA BRIDGE REHAB

DBE Goal: 6%

OJT Goal: 1 Trainees

Specbook: 2006

Description of work: clearing and grubbing, grading, cold planing asphaltic concrete, class ii base course, superpave asphaltic concrete overlay, temporary detour bridging (LA DOTD supplied), structural metalwork, bridge repairs, and related work.

Parish(es): West Feliciana

Route(s): LA 66

Federal Number: H002281

Estimated Construction Cost: \$2,500,000 to \$5,000,000

Construction Proposal Documents

Proposal: H.003014.6-R1 I-10: LA 347 TO ATCHAFALAYA FLOODWAY BRIDGE

DBE Goal: 7%

OJT Goal: 10 Trainees

Specbook: 2016

Description of work: clearing & grubbing, grading, partial removal of bridges, temporary detour roads, drainage structures, subgrade layer, class ii base courses, portland cement concrete pavement (colored), precast concrete girder & steel plate girder bridges (widening), drilled shaft foundations, precast concrete piles, precast-prestressed concrete girders, concrete roadway barrier (double face), signage, lighting, and related work. alternate aa 1: portland cement concrete pavement; alternate aa 2: asphalt concrete pavement.

Parish(es): St. Martin

Route(s): I-10; LA 347

Federal Number: H003014

Estimated Construction Cost: \$30,000,000 to \$50,000,000

Proposal: H.009556.6 LA 107: LA 454 - 320' S OF ESTATE DRIVE

DBE Goal: 4%

Specbook: 2006

ASPHALT PILOT PROJECT This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 AS-PHALT PILOT SPECIAL PROVISION.

Description of work: drainage structures, milling asphalt pavement, pavement patching, asphalt concrete overlay and related work.

Parish(es): Rapides

Route(s): LA 107

Federal Number: H009556

Estimated Construction Cost: \$2,500,000 to \$5,000,000

Construction Proposal Documents

Proposal: H.011249.6-R1 MAPLE STREET OVERLAY AND WIDENING

Local Public Agency project

DBE Goal: 9%

Specbook: 2006

ASPHALT PILOT PROJECT: This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 AS-PHALT PILOT SPECIAL PROVISION.

Description of work: drainage structures, in-place cement stabilized base course, asphalt surface treatment, milling asphalt pavement, asphalt concrete pavement, and related work.

Parish(es): Livingston

Federal Number: H011249

Estimated Construction Cost: \$500,000 to \$1,000,000

Construction Proposal Documents

Proposal: H.011563.6 LA 108: I-10 - LA 27

DBE Goal: 4%

OJT Goal: 1 Trainees

Specbook: 2006

Description of work: excavation and embankment, drainage structures, cold planing asphaltic concrete, pavement patching, in-place cement stabilized base course, pavement widening, superpave asphaltic concrete overlay, and related work.

Parish(es): Calcasieu

Route(s): La 108

Federal Number: H011563

Estimated Construction Cost: \$7,500,000 to \$10,000,000

Construction Proposal Documents

Proposal: H.011606.6 LA 596: PARISH RD 598 -DELTA RD

SBE Goal: 4%

Specbook: 2006

Description of work: clearing and grubbing, drainage structures, grading, cold planing asphaltic concrete, pavement patching, superpave asphaltic concrete overlay, and related work.

Parish(es): East Carroll

Route(s): LA 596

Federal Number: H011606

Estimated Construction Cost: \$250,000 to \$500,000

Proposal: H.011943.6-R1 DISTRICT 05 LOW COST SAFETY IMPROV.

DBE Goal: 6%

Specbook: 2006

Description of work: high friction surfacing treatment, signing, plastic pavement markings and related work.

Parish(es): Jackson; Lincoln; Ouachita; Richland; Union

Route(s): LA 143; LA 147; LA 15; LA 33; LA 34; LA 4; US 80

Federal Number: H011943

Estimated Construction Cost: \$1,000,000 to \$2,500,000

Construction Proposal Documents

Proposal: H.012139.6 LA 462: LA 112 TO W RIV-ER ROAD

Specbook: 2006

ASPHALT PILOT PROJECT This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 AS-PHALT PILOT SPECIAL PROVISION.

Description of work: subgrade layer, in-place cement treated base course, milling asphalt pavement, asphalt concrete overlay, and related work.

Parish(es): Rapides

Route(s): LA 462

Estimated Construction Cost: \$1,000,000 to \$2,500,000

Construction Proposal Documents

Proposal: H.012150.6 LA 604: S. JCT. LA 605 - N. JCT. LA 605

DBE Goal: 5%

OJT Goal: 1 Trainees

Specbook: 2016

Description of work: clearing and grubbing, drainage structures, milling asphalt pavement, pavement patching, asphalt surface treatment, asphalt concrete overlay, and related work.

Parish(es): Tensas

Route(s): LA 604

Federal Number: H012150

Estimated Construction Cost: \$1,000,000 to \$2,500,000

Construction Proposal Documents

Proposal: H.012193.6 I-20: EB ENTRANCE RAMP AT LA 169 (PRECAST CONCRETE PAVEMENT)

Specbook: 2016

Description of work: grading, class ii base course, lime treatment, precast concrete pavement system, and related work.

Parish(es): Caddo

Route(s): I-20

Federal Number: H012193

Estimated Construction Cost: \$1,000,000 to \$2,500,000

Proposal: H.012197.6 LA 1: RAPIDES PARISH LINE - N JCT LA 490

DBE Goal: 4%

Specbook: 2006

ASPHALT PILOT PROJECT: This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 AS-PHALT PILOT SPECIAL PROVISION.

Description of work: grading, pavement patching, asphalt concrete overlay, milling asphalt pavement, and related work.

Parish(es): Natchitoches

Route(s): LA 1

Federal Number: H012197

Estimated Construction Cost: \$2,500,000 to \$5,000,000

Construction Proposal Documents

Proposal: H.012202.6-R1 DISTRICT 07 LOW COST SAFETY IMPROV.

DBE Goal: 5%

Specbook: 2006

Description of work: high friction surfacing treatment, signing, plastic pavement markings and related work.

Parish(es): Beauregard; Calcasieu; Cameron

Route(s): LA 27; LA 384

Federal Number: H012202

Estimated Construction Cost: \$500,000 to \$1,000,000

Construction Proposal Documents

Proposal: H.012294.6 DISTRIST 03 LOW COST SAFETY IMPROV.

DBE Goal: 6%

Specbook: 2006

Description of work: clearing and grubbing, grading, signing, pavement markings, high friction surfacing treatment, and related work.

Parish(es): Acadia; Evangeline; Iberia; St. Landry; St. Martin; Vermilion

Route(s): LA 103, LA 31, LA 96; LA 320, LA 91, LA 93; LA 328, LA 347; LA 333; LA 352, LA 82; LA 95, LA 10, LA 29

Federal Number: H012294

Estimated Construction Cost: \$2,500,000 to \$5,000,000

Construction Proposal Documents

Proposal: H.012387.6 HICKORY AVE OVER-LAY: 9TH ST - DOCK

DBE Goal: 8%

Specbook: 2006

ASPHALT PILOT PROJECT This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 AS-PHALT PILOT SPECIAL PROVISION

Description of work: asphalt pavement patching, milling asphalt pavement, asphalt pavement overlay, drainage structures, concrete walks, handicapped curb ramps, loop detectors, and related work.

Parish(es): Jefferson

Federal Number: H012387

Estimated Construction Cost: \$500,000 to \$1,000,000

Proposal: H.012411.6 LA 1054 AT BIG CREEK BRIDGE REPLACEMENT

DBE Goal: 11%

OJT Goal: 1 Trainees

Specbook: 2006

ASPHALT PILOT PROJECT This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 ASPHALT PILOT SPECIAL PROVISION.

FEMA PROJECT

Description of work: grading, class ii base course, asphalt concrete pavement, precast concrete piles, concrete slab span bridge, and related work.

Parish(es): Tangipahoa

Route(s): LA 1054

Federal Number: H012411

Estimated Construction Cost: \$1,000,000 to \$2,500,000

Construction Proposal Documents

Proposal: H.012808.6 LA 10: BRIDGE AT COMITE RIVER RELIEF #2

SBE Goal: 7%

Specbook: 2006

Description of work: embankment repair

Parish(es): East Feliciana

Route(s): LA 10

Federal Number: H012808

Estimated Construction Cost: \$250,000 to \$500,000

Bid Results for the Letting of 11-16-2016

The CS-6AAA Form and Attachments for all DBE Goal Projects are due on Wednesday, November 23, 2016, prepared and submitted as provided in the Proposal. Questions regarding the CS6AAA Form and Attachments can be directed to the Compliance Programs Office at 225-379-1382

H.000173.6 (DBE Goal Project) US 80: MCQUILLER RD -BAYOU LAFOURCHE BR CLEARING AND GRUBBING, EXCAVATION, EMBANK-MENT, DRAINAGE STRUCTURES, CLASS II BASE COURSE, LIME TREATMENT, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK. OJT Goal: 2 Trainees Parish(es): Ouachita Route(s): US 80 Federal Number: H000173 Estimated Construction Cost: \$6,667,746.96

Apparent Low Bidder: SOUTHERN INDUSTRIAL CONTRACTORS LLC 158 INDUSTRIAL LOOP RAYVILLE, LA 71269 (318)728-8808 \$4,572,771.99

H.001172.6 VIVIAN SCENIC GATEWAYS CLEARING AND GRUBBING, GRADING, LIGHTING, GATEWAY SIGNS, LANDSCAPING, AND RELATED WORK. Parish(es): Caddo Route(s): LA 1 Federal Number: H001172 No Apparent Low Bidder For This Proposal

H.002941.6 I-49 LANDSCAPING INTERCHANGES, LA 526 TO KINGS HWY. CLEARING AND GRUBBING, LANDSCAPING, WATER LINE CONNECTIONS, AND RELATED WORK. Parish(es): Caddo Route(s): I-49 & LA 3132 Federal Number: H002941 Estimated Construction Cost: \$895,193.35

Apparent Low Bidder: T.L. CONSTRUCTION LLC 133 AMANDA LN ALEXANDRIA, LA 71303 (318)448-4720 \$1,175,959.70 H.003003.6-R1 (DBE Goal Project) I-10: EAST JCT. I-49 TO LA 328

CLEARING & GRUBBING, GRADING, MEDIAN BARRIER, REMOVAL OF BRIDGES, DRAINAGE STRUCTURES, SUB-GRADE LAYER, CLASS II BASE COURSE, PCCP, DRILLED SHAFT FOUNDATIONS, PRECAST CONCRETE PILES, PRECAST- PRESTESSED CONCRETE GIRDER SPAN BRIDGES, SIGNAGE, LIGHTING, ELECTRICAL SYSTEM WEIGH-IN-MOTION; ALTERNATE AA 1: PORTLAND CE-MENT CONCRETE PAVEMENT; ALTERNATE AA 2: AS-PHALT CONCRETE PAVEMENT AND RELATED WORK. OJT Goal: 17 Trainees Parish(es): Lafayette, St. Martin Route(s): I-10, LA 176 Federal Number: H003003 Estimated Construction Cost: \$122,440,126.57

Apparent Low Bidder: James Construction Group LLC 18484 E. Petroleum Drive BATON ROUGE, LA 70809 (225)295-4830 \$124,743,304.90

H.009028.6-R1 (DBE Goal Project) AIRLINE PARK BLVD: W METAIRIE - 0.4 M N GRADING, DRAINAGE STRUCTURES, PAVEMENT PATCHING, CLASS II BASE COURSE, TRAFFIC MAINTE-NANCE SUPERPAVE ASPHALTIC CONCRETE, PORT-LAND CEMENT CONCRETE PAVEMENT, COFFERDAMS, PUMPING STATION, AND RELATED WORK. OJT Goal: 2 Trainees Parish(es): Jefferson Federal Number: H009028 Estimated Construction Cost: \$4,217,821.50

Apparent Low Bidder: Command Construction Industries LLC 3206 N TURNBULL DR METAIRIE, LA 70002 (504)887-8795 \$4,699,999.99

H.009626.6 (DBE Goal Project) US 190: LA 742 - BAYOU COURTABLEAU SHOULDER UNDERDRAIN SYSTEM, COLD PLANING ASPHALTIC PAVEMENT, CLASS II BASE COURSE (STONE), PAVEMENT PATCHING, PAVEMENT WIDEN-ING, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, ASPHALTIC SURFACE TREATMENT, AND RELATED WORK.

OJT Goal: 1 Trainees Parish(es): St. Landry Route(s): US 190 Federal Number: H009626 Estimated Construction Cost: \$4,022,154.01

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. PO BOX 14715 BATON ROUGE, LA 70898 (225)766-0244 \$3,143,021.00

H.009658.6 (DBE Goal Project) US 90: LA 182 - LA 1 MILLING ASPHALT CONCRETE, MILLING CONCRETE PAVEMENT, PAVEMENT PATCHING, ASPHALT CON-CRETE PAVEMENT, AND RELATED WORK. Parish(es): Lafourche Route(s): US 90 Federal Number: H009658 Estimated Construction Cost: \$3,539,886.88

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. PO BOX 14715 BATON ROUGE, LA 70898 (225)766-0244 \$2,667,113.30

H.010299.6 (DBE Goal Project) US 80 EB:EASTWOOD TO WEBSTER PARISH LINE COLD PLANING ASPHALTIC CONCRETE, SUPERPAVE ASPHALTIC CONCRETE OVERLAY AND RELATED WORK Parish(es): Bossier Route(s): US 80 Federal Number: H010299 Estimated Construction Cost: \$2,172,548.27 Apparent Low Bidder: Benton & Brown, LLC. 5626 HWY. 528 MINDEN, LA 71055 (318)377-8720 \$2,078,523.08

H.010340.6 (DBE Goal Project) LA 107 & MP CUTOFF: CE-MENT BASE & OVERLAY GRADING, DRAINAGE STRUCTURES, LIME TREAT-MENT, IN-PLACE CEMENT STABILIZED BASE COURSE, ASPHALT SURFACE TREATMENT, ASPHALT CONCRETE OVERLAY, MILLING ASPHALT PAVEMENT, AND RELAT-ED WORK. OJT Goal: 1 Trainees Parish(es): Avoyelles Route(s): LA 107, LA 3192 Federal Number: H010340 Estimated Construction Cost: \$3,218,505.02

Apparent Low Bidder: Diamond B Construction Co., L.L.C. PO BOX 7618 ALEXANDRIA, LA 71306 (318)427-1300 \$3,121,314.05

H.010378.6 (DBE Goal Project) LA 38: LA 1054 - WASHING-TON P/L GRADING, DRAINAGE STRUCTURES, MILLING AS-PHALT PAVEMENT, PAVEMENT PATCHING, IN-PLACE CEMENT TREATED BASE COURSE, ASPHALT CON-CRETE PAVEMENT AND RELATED WORK. OJT Goal: 2 Trainees Parish(es): Tangipahoa Route(s): LA 38 Federal Number: H010378 Estimated Construction Cost: \$3,677,896.80

Apparent Low Bidder: Barriere Construction Co., LLC. 407 CC ROAD FRANKLINTON, LA 70438 (985)795-8239 \$3,033,064.20 H.010428.6 (DBE Goal Project) US 71: I-20 TO HEARNE AVE

COLD PLANING ASPHALTIC CONCRETE, PAVEMENT

PATCHING, SUPERPAVE ASPHALTIC PAVEMENT, AND RELATED WORK. Parish(es): Caddo Route(s): US 71 Federal Number: H010428 Estimated Construction Cost: \$2,786,491.35

Apparent Low Bidder: Best-Yet Builders, LLC 3820 W. 70TH ST. SHREVEPORT, LA 71108 (318)459-1125 \$3,247,433.01

H.010558.6 (DBE Goal Project) I-12 WDN: .5 M W SATSUMA -SATSUMA RAMPS CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, CONCRETE BARRIERS, THIN ASPHALT CONCRETE (OGFC), MILLING ASPHALT CONCRETE, LIME TREATMENT, CLASS II BASE COURSE, ASPHALT CONCRETE, PORTLAND CEMENT CONCRETE PAVE-MENT, SIGNING, ELECTRICAL, AND RELATED WORK. OJT Goal: 2 Trainees Parish(es): Livingston Route(s): I-12 Federal Number: H010558 Estimated Construction Cost: \$12,049,478.68

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. PO BOX 14715 BATON ROUGE, LA 70898 (225)766-0244 \$9,935,570.88

H.010561.6 (DBE Goal Project) CASTOR CK RD/BEAR CK RD/DANIEL ST BRDGS CLEARING AND GRUBBING, GRADING, CLASS II BASE COURSE (STONE), SUPERPAVE ASPHALTIC CONCRETE, PRECAST CONCRETE PILES, CONCRETE SLAB SPAN BRIDGE, PRECAST PRESTRESSED CONCRETE GIRDER SPANS BRIDGE, AND RELATED WORK. OJT Goal: 1 Trainees

Parish(es): Bienville Federal Number: H010561 Estimated Construction Cost: \$2,095,107.50

Apparent Low Bidder: SPECIALTY TRACKHOE & DOZER SERV.INC 6600 BROADACRES ROAD SHREVEPORT, LA 71119 (318)636-5535 \$1,931,737.40

H.011322.6 (DBE Goal Project) US 61-X: FLORIDA ST -PHLOX AVENUE GRADING, DRAINAGE STRUCTURES, MILLING AS-PHALT PAVEMENT, PAVEMENT PATCHING, CLASS II BASE COURSE, ASPHALT CONCRETE PAVEMENT, AND RELATED WORK. Parish(es): East Baton Rouge Route(s): US 61 Federal Number: H011322 Estimated Construction Cost: \$2,663,896.36

Apparent Low Bidder: Barber Bros. Contracting Co., L.L.C PO BOX 66296 BATON ROUGE, LA 70896 (225)355-5611 \$2,464,720.38

H.011493.6 (DBE Goal Project) LA 1 - ITS EQUIPMENT UP-GRADE INTELLIGENT TRANSPORTATION SYSTEMS AND RE-LATED WORK. Parish(es): Lafourche Federal Number: H011493 Estimated Construction Cost: \$1,592,134.00

Apparent Low Bidder: Diamond Electrical Co., Inc. PO BOX 15501 BATON ROUGE, LA 70895-5501 (225)752-7492 \$1,533,398.50

H.011611.6 (DBE Goal Project) I-10: CAUSEWAY BLVD. -ORLEANS P/L MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING,

ASPHALT CONCRETE (SMA) WEARING COURSE, AS-

PHALT OVERLAY OF RAMPS, AND RELATED WORK. Parish(es): Jefferson

Route(s): I-10 Federal Number: H011611 Estimated Construction Cost: \$4,263,702.07

Apparent Low Bidder: Barriere Construction Co., LLC PO BOX 1576 BOUTTE, LA 70039 (985)785-7700 \$3,716,508.06

H.011620.6-R1 (DBE Goal Project) I-20: WALNUT BAYOU -EAST OF US 65 RAMPS GRADING, CLASS II BASE COURSE (STONE), LIME TREATMENT, SHOULDER UNDERDRAIN SYSTEMS, PAVEMENT PATCHING, GUARD RAIL; ALTERNATE AA1: SUPERPAVE ASPHALTIC CONCRETE PAVEMENT; AL-TERNATE AA2: PORTLAND CEMENT CONCRETE PAVE-MENT, AND RELATED WORK. Parish(es): Madison Route(s): I-20 Federal Number: H011620 Estimated Construction Cost: \$5,562,008.79

Apparent Low Bidder: D & J CONSTRUCTION CO., LLC PO BOX 1889 WEST MONROE, LA 71294 (318)388-2764 \$5,250,907.20

H.011716.6 Belle Chasse/Scarsdale Mooring Dolphins TOWING, INSPECTION, REMOVAL, INSTALLATION, AND RELATED WORK Parish(es): Plaquemines Federal Number: H011716 Estimated Construction Cost: \$636,250.00

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. PO BOX 14715 BATON ROUGE, LA 70898 (225)766-0244

\$689,650.00

H.011727.6 (DBE Goal Project) BOSSIER NORTH-SOUTH CORRIDOR SWAN LAKE RD C&G CLEARING AND GRUBBING, FENCING, AND RELATED WORK. Parish(es): Bossier Federal Number: H011727 Estimated Construction Cost: \$674,079.50

Apparent Low Bidder: F. J. Burnell, Inc. PO BOX 19243 SHREVEPORT, LA 71149 (318)741-1330 \$653,435.00

H.011729.6-R1 (SBE Goal Project) NATCHITOCHES STREET REHABILITATION PAVEMENT PATCHING, COLD PLANING ASPHALTIC CONCRETE, SUPERPAVE ASPHALTIC CONCRETE OVER-LAY, AND RELATED WORK. Parish(es): Ouachita Federal Number: H011729 Estimated Construction Cost: \$374,138.90

Apparent Low Bidder: D & J CONSTRUCTION CO., LLC PO BOX 1889 WEST MONROE, LA 71294 (318)388-2764 \$321,788.70

H.011753.6 (DBE Goal Project) HIGHLAND DRIVE ROAD-WAY IMPROVEMENTS PAVEMENT PATCHING AND RELATED WORK. Parish(es): Rapides Federal Number: H011753 Estimated Construction Cost: \$654,903.00

Apparent Low Bidder: Forby Contracting, Inc. 34363 SWEDE ALLEY HINCKLEY, MN 55037 (320)384-6061

\$392,639.00

H.011936.6 (DBE Goal Project) I-12 & I-10 PATCHING IN EBR PARISH PAVEMENT PATCHING AND RELATED WORK Parish(es): East Baton Rouge Route(s): COLLEGE DRIVE, I-10, I-12 Federal Number: H011936 Estimated Construction Cost: \$14,988,430.69

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. PO BOX 14715 BATON ROUGE, LA 70898 (225)766-0244 \$15,987,539.64

H.012111.6 (DBE Goal Project) LA 1065: E. MICHIGAN TO LA 442 DRAINAGE STRUCTURES, MILLING ASPHALT CON-CRETE, PAVEMENT PATCHING, CEMENT TREATED BASE COURSE, THIN ASPHALT CONCRETE, ASPHALT CONCRETE PAVEMENT AND RELATED WORK.

Parish(es): Tangipahoa Route(s): LA 1065 Federal Number: H012111 Estimated Construction Cost: \$2,155,465.65

Apparent Low Bidder: Diamond B Construction Co., L.L.C. PO BOX 7618 ALEXANDRIA, LA 71306 (318)427-1300 \$1,831,806.31

H.012134.6 LA 505: WINN PARISH LINE - US 167 CLEARING AND GRUBBING, PAVEMENT PATCHING, COLD PLANING ASPHALTIC PAVEMENT, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, DRAINAGE STRUC-TURES, AND RELATED WORK. Parish(es): Jackson Route(s): LA 505 Estimated Construction Cost: \$1,060,714.01

Apparent Low Bidder:

Madden Contracting Co., LLC PO BOX 856 MINDEN, LA 71058 (318)377-0928 \$737,425.19

H.012288.6 (SBE Goal Project) LA 72: HAMILTON RD TO BENTON RD GRADING, COLD PLANING ASPHALTIC CONCRETE, CLASS II BASE COURSE (STONE), PAVEMENT PATCH-ING, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK. Parish(es): Bossier Route(s): LA 72 Federal Number: H012288 Estimated Construction Cost: \$432,231.81

Apparent Low Bidder: Benton & Brown, LLC. 5626 HWY. 528 MINDEN, LA 71055 (318)377-8720 \$598,535.66

H.012291.6 (DBE Goal Project) CITY OF THIBODAUX OVERLAY PROJECTS DRAINAGE STRUCTURES, PAVEMENT PATCHING, MILL-ING ASPHALT PAVEMENT, ASPHALT CONCRETE OVER-LAY, AND RELATED WORK. Parish(es): Lafourche Federal Number: H012291 Estimated Construction Cost: \$1,209,380.20

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. PO BOX 14715 BATON ROUGE, LA 70898 (225)766-0244 \$889,589.92

H.012300.6 (DBE Goal Project) LA 5: KEATCHIE TO KICKA-POO

DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVEMENT PATCHING, SUPERPAVE AS-PHALTIC CONCRETE OVERLAY, AND RELATED WORK.

(Bid Results Continued)

Parish(es): Desoto Route(s): LA-5 Federal Number: H012300 Estimated Construction Cost: \$2,034,582.30

Apparent Low Bidder: Best-Yet Builders, LLC 3820 W. 70TH ST. SHREVEPORT, LA 71108 (318)459-1125 \$1,912,763.50

H.012317.6 I-10 & LA 35: BRIDGE REPAIR PRESTRESSED GIRDER REPAIR AND RISER REPAIR, AND RELATED WORK. Parish(es): Acadia Route(s): I-10 & LA 35 Estimated Construction Cost: \$144,440.40

Apparent Low Bidder: Gibson & Associates Inc. 11210 RYLIECREST BALCH SPRINGS, TX 75180 (972)557-1199 \$102,403.50

H.012343.6 (DBE Goal Project) LA 70: MISSISSIPI RIVER BRIDGE PHASE III DECK JOINT REPAIRS, GIRDER WEB AND WEB SPLICE REPAIRS, TRESTLE AND TOWER BENT REPAIRS and RE-LATED WORK. Parish(es): St. James Federal Number: H012343 Estimated Construction Cost: \$5,289,374.50

Apparent Low Bidder: Abhe & Svoboda, Inc. PO BOX 251 PRIOR LAKE, MN 55372 (952)447-6025 \$6,573,310.00

H.012460.6 (DBE Goal Project) LA 3033: 0.35 MILES N ELKINS RD RECONSTRUCT STORM DAMAGED ROADWAY OJT Goal: 2 Trainees Parish(es): Ouachita Route(s): LA 3033 Federal Number: H012460 Estimated Construction Cost: \$1,931,829.67

Apparent Low Bidder: D & J CONSTRUCTION CO., LLC PO BOX 1889 WEST MONROE, LA 71294 (318)388-2764 \$1,476,357.01

H.012484.6 LA 2 CROSS DRAIN FAILURE JACKED OR BORED CROSS DRAIN AND RELATED WORK Parish(es): Union Route(s): LA 2 Federal Number: H012484 Estimated Construction Cost: \$103,563.19

Apparent Low Bidder: REGIONAL CONSTRUCTION, LLC PO BOX 796 NATCHITOCHES, LA 71457 (318)352-6494 \$146,061.00

H.012490.6 (SBE Goal Project) LA 4, 126, 500 DMGE REP 2016 SEVE WEA EVENT ASPHALT PATCHING, PIPE REPLACEMENT AND RELAT-ED WORK Parish(es): Caldwell, LaSalle Route(s): LA 126, LA 4, LA 500 Federal Number: H012490 Estimated Construction Cost: \$344,221.78

Apparent Low Bidder: REGIONAL CONSTRUCTION, LLC PO BOX 796 NATCHITOCHES, LA 71457 (318)352-6494 \$266,126.00

Newly DBE Certified Firms

Firm Name	OWNER'S NAME	PHONE #	EMAIL ADDRESS
Amidon	Angela Amidon	(919)269-5742	angela@amidonbdi.com
Toro Tree Experts	Tony Robins	(225)636-1160	torotreeexperts@gmail.com
VTC	Robin Baughman	(817)557-5600	chorton@btc.us.com
Boyette Printing	Janet Boyett	(318)869-1319	orders@boyettprinting.com
BJL Group	Brian LaFleur	(225)932-0045	lafleur@bjlgroup.com
Ally General Solutions	Rolando Castaneda	(713)459-7230	rcastaneda@allygeneralsolutions.com
Wash N Go Laundry Services	Kyrston Brooks	(504)214-6991	kyrstonbrooks@yahoo.com
Land I Contracting Services	Dhonosongo Dhovorath	(227)577 2250	nhave not for in discreting some som
I and I Contracting Services	Phonesanga Phayarath	(337)577-2359	phayarath@iandicontractingservices.com
E. K. Lozano & Co.	Ken Lozano	(985)727-9695	ken.lozano@lozanoco.com
VanTel	Charlotte VanMol	(318)308-4828	vanteljc@outlook.com
S&T Mobil Auto Detail & Car Wash	Tiffany Johnson	(318)792-3327	sandtmobil@gmail.com
W. D. Schock Co.	Leigh Lasley	(615)399-0585	llasley@wdschockco.com
3South	Charlotte Johnson	(225)571-9539	charlotte@3southcompanies.com
Linguistic Arete	Kelly Preuss	(517)993-6873	kelly@linguisticarete.com

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What can SJB Group do for YOU?

SJB Group, LLC can provide free assistance to certified LADOTD DBE firms in the following areas:

- By preparing company business cards, profile sheets, and providing information on recommended target areas for your marketing efforts.
- By acting as a liaison between the DBE Contractor and Prime Contractor for project information, and in problems occurring on the jobsite.
- By informing of upcoming LA DOTD lettings, and project information for other agencies throughout the state. SJB can
 assist you in locating bid tabulation information as well.
- By providing assistance and guidance on material takeoffs, bid preparation and estimating, project scheduling, and planning for projects that DBE firms are bidding or plan to bid in the near future.
- By helping with office computer operations to include trouble-shooting problems, Internet access and software installation, and basic to technical computer training.
- By **assisting in financial areas** such as loan and bond package preparations, company financial statements, business plan preparation, and SBA 8(a) and Hub-Zone certification packages.