



Disadvantaged Business Enterprises



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LA DOTD Compliance Office
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Tuesday/Thursday Breakfast Social Discussion Scarlett Logistics and Solid Ground Innovations July 7, 2015

Highlights –SJB Group DBE Supportive Services staff, Mr. Kenyatta Sparks (DBE Program Assistant) hosted another breakfast meet and greet session on Tuesday, July 7, 2015. Ms. Courtney Richard with Scarlett Logistics and Ms. Sevetri Wilson with Solid Ground Innovations, attended the meeting to discuss the services and assistance available to their company’s under the DBE Supportive Services Program. There were discussions about LADOTD bidding process, business marketing, maneuvering LADOTD’s website, the SBE Program requirements, and their interest in bidding on DOTD contracts. In addition, we provided them with a copies of our Directory of Engineers Booklet and Directory of Prime Contractors Booklet which contains contact information on firms that have done business with LADOTD.

We thank Ms. Richard and Ms. Wilson for taking time out of their busy schedules to attend the meeting. And, we look forward to assisting them with the continued growth and sustainability of their future business endeavors.

As a reminder, our Breakfast Social Discussion meetings are held on Tuesdays and Thursdays, 10:30 AM to 11:30 AM, at our office, 5745 Essen Lane, Suite 200, Baton Rouge, Louisiana. If you are interested in attending, please call Mr. Sparks at (225) 769-3400.





Note From LA DOTD...

IMPORTANT
ANNOUNCEMENT!



Please be advised that LADOTD is beginning our transition to use a component of AASHTO Trans*port known as Civil Rights and Labor or CR & L. It is imperative that we obtain the type of software each Contractor is utilizing for completion and submission of their Certified Payroll to the District offices in order for our IT Team to determine compatibility with the CR & L software. This program will increase the efficiency in which payrolls are checked for correctness with the Wage Decisions assigned to Contracts that you are submitting the payrolls for.

Your response **deadline** for submitting this information is by the close of business on **Thursday, July 30, 2015**. This will allow the agency the time to assist our contractors in the transition to this new software.

Please respond to this notice and send your information to kyle.mcnamee2@la.gov no later than the stated deadline. Should you have any questions, please contact Gene McArdle, Pam Firmin or Kyle McNamee of the Compliance Programs Section at 225-379-1382.

Kyle McNamee
DOTD
Compliance Programs
Phone: (225) 379-1490



OSHA Safety Article.....

Heat-related Illnesses and First Aid

It's that time of the year, so take the necessary precautions to prevent the following heat-related illnesses.

Heat stroke, the most serious form of heat-related illness, happens when the body becomes unable to regulate its core temperature. Sweating stops and the body can no longer rid itself of excess heat. Signs include confusion, loss of consciousness, and seizures. **"Heat stroke is a medical emergency that may result in death!"** Call 911 immediately.

Heat exhaustion is the body's response to loss of water and salt from heavy sweating. Signs include headache, nausea, dizziness, weakness, irritability, thirst, and heavy sweating.

Heat cramps are caused by the loss of body salts and fluid during sweating. Low salt levels in muscles cause painful cramps. Tired muscles—those used for performing the work—are usually the ones most affected by cramps. Cramps may occur during or after working hours.

Heat rash, also known as prickly heat, is skin irritation caused by sweat that does not evaporate from the skin. Heat rash is the most common problem in hot work environments.

The chart below shows **symptoms** and **first aid measures** to take, if a worker shows signs of a heat-related illness.

Heat stroke	Confusion Fainting Seizures Excessive sweating or red, hot, dry skin Very high body temperature	Call 911 While waiting for help: Place worker in shady, cool area Loosen clothing, remove outer clothing Fan air on worker; cold packs in armpits Wet worker with cool water; apply ice packs, cool compresses, or ice if available Provide fluids (preferably water) as soon as possible Stay with worker until help arrives
Heat exhaustion	Cool, moist skin Heavy sweating Headache Nausea or vomiting Dizziness Light headedness Weakness Thirst Irritability	Have worker sit or lie down in a cool, shady area Give worker plenty of water or other cool beverages to drink Cool worker with cold compresses/ice packs Take to clinic or emergency room for medical evaluation or treatment if signs or symptoms worsen or do not improve within 60 minutes. Do not return to work that day



OSHA Safety Article.....

Heat cramps	Muscle spasms Pain Usually in abdomen, arms, or legs	Have worker rest in shady, cool area Worker should drink water or other cool beverages Wait a few hours before allowing worker to return to strenuous work Have worker seek medical attention if cramps don't go away
Heat rash	Clusters of red bumps on skin Often appears on neck, upper chest,	Try to work in a cooler, less humid environment when possible
* Remember, if you are not a medical professional, use this information as a guide only to help workers in need.		

This article was taken from the OSHA Website. For more information about heat-related illnesses: visit, www.osha.gov.

Please share this very important information with your employees.

Remember an ounce of prevention could save a life.





EVENTS & WORKSHOPS

[Louisiana Veteran-Owned Small Business Conference](#)

Thursday, July 30, 2015 9:00 AM to 1:00 PM—The U.S. Small Business Administration and the Louisiana Small Business Development Center at Southern University will host the second annual Louisiana Small Business Veterans Conference in Baton Rouge, LA. This conference is for existing businesses and those individuals who are interested in starting a business. Every year, the federal government awards over \$500 billion in contracts and a significant share of those contracts are specifically allotted to small businesses. SBA works with federal agencies to assist them in identifying and awarding contracts in order to meet the 23% statutory goal of government-wide small business prime contracting. Federal agencies are also required to award a certain percentage of these contracts to veteran-owned small businesses. The Veterans Entrepreneurship and Small Business Development Act of 1999 established an annual government-wide goal of not less than 3% of the total value of all prime contract and subcontract awards for service-disabled veterans. The purpose of this conference is to: - provide training and assistance to the veteran small business community - provide information on financial assistance available to veterans - link these businesses with Federal procurement agents who have veteran-owned small business goals - provide tips for success from veteran-owned small businesses - allow attendees to participate in a lenders roundtable to identify the best loan product for their respective business needs SBA encourages all small businesses to learn more about the Veteran-owned Small Business Contracting Program and learn how to take advantage of this federal contracting opportunity. The training portion of the conference will provide information on completing required registrations, applying for various certifications. Additionally, we will provide information on identifying contract opportunities.

Location: [Louisiana Capital Area Chapter of American Red Cross, Baton Rouge](#)

[1521: Networking for Businesses](#)

Thursday, August 13, 2015—Networking is a key element in growing a business. Learn why it's important and get some tips to improve networking skills. Join us at the SEED Center for this free workshop. Please register online at www.lsbdc.org under Training, call 337-475-5529, or email us at lsbdc.msu@lsbdc.org so that we can prepare for your attendance.

Location: [LSBDC at McNeese State University: Main Office, SEED Center, *Lake Charles](#)

[AARP: How to Finance Your Business](#)

Tuesday, August 18, 2015 5:30 PM to 7:30 PM—How to Finance Your Business - LSBDC Identifying and securing the financing you need to start a business can be intimidating. Learn what to do before approaching a lender. When you know what the lender is looking for and the questions the lender wants answered, you will increase your chances of obtaining the financing that your business needs. Seminar covers: •Identify and assess the financial needs of your business •Identify sources of capital •How to prepare the essential documents for a lender or investor •How to answer the key questions lenders ask. Speaker: LSBDC Consultant Location: [AARP Community Resource Center, New Orleans, LA Hubzone Certification](#)

Wednesday, August 19, 2015 10:00 AM to 12:00 PM—The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities. At the end of this session, you will have a thorough understanding of the certification requirements. For information on Hubzone Certification, visit <http://www.sba.gov/hubzone/>. Location: [Louisiana Technology Park, Baton Rouge](#)

Business Plan

[Business Plan Development, Session Three - Marketing](#)

Monday, July 27, 2015 6:30 PM to 8:30 PM—Do you have a business plan for your business? A written business plan is the road map for your business. This is for aspiring entrepreneurs and business owners. At the end of this 4 part series, individuals will be able to identify the detailed sections of a comprehensive business plan and develop a road map for their business operations. Do you have a marketing plan? Are you familiar with the concepts that are considered when developing your market plan? Do you know where to find research information that would be helpful in marketing your business? Have you considered who is your customer and will your sales/service area provide access to those customers? Join us as market plans, market research, customer identification are discussed. Location: [Ascension Parish Library - Gonzales Branch, Gonzales](#)

[Business Plan Development, Session Four - Financial](#)

Wednesday, July 29, 2015 6:30 PM to 8:30 PM—Do you have a business plan for your business? A written business plan is the road map for your business. This is for aspiring entrepreneurs and business owners. At the end of this 4 part series, individuals will be able to identify the detailed sections of a comprehensive business plan and develop a road map for their business operations. Are you familiar with business financial documents such as cash flow, balance sheet and P&I? Have you considered what should be considered when identifying start-up costs? What financial forms should you have when seeking additional financial resources for your business? Do you know how to get a free credit report? The financial components of business plans are discussed and sample templates of the various spread sheets will be provided. Location: [Ascension Parish Library - Gonzales Branch, Gonzales](#)

[Business Planning](#)

Tuesday, August 11, 2015 3:00 PM to 5:00 PM—This workshop is highly recommended for all individuals interested in obtaining funding and determining what documents to take to the bank. Understanding the loan process will improve your chances of meeting lender expectations, therefore increasing your chances of obtaining a loan. Topics of discussion will include: -Key Questions the Bank Wants Answered -Documents Most Lenders Require -Writing a Business Plan -Developing Financial Projections. Speaker: Sarah Burch, Business Consultant Location: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#) Fee: \$ 35.00



EVENTS & WORKSHOPS

Business Planning

Tuesday, August 11, 2015 4:00 PM to 7:00 PM—This workshop is highly recommended for all individuals interested in obtaining funding and determining what documents to take to the bank. Understanding the loan process will improve your chances of meeting lender expectations, therefore increasing your chances of obtaining a loan. Topics of discussion will include: -Key Questions the Bank Wants Answered -Documents Most Lenders Require -Writing a Business Plan -Developing Financial Projections. Speaker: Mike Pennison, Business Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 35.00

Financing and Capital

1519: Loans to Expand Your Business -- Talk to a Banker

Thursday, July 30, 2015 5:00 PM to 1:00 AM—Commercial lenders from local banks will talk about loans to expand a small business. It's a great opportunity to learn how to be successful in getting financing to grow your company. Attendees will also be able to ask questions and get to know these community bankers. Join us at the SEED Center for this free workshop. Please register online at www.lsbdc.org under Training, call 337-475-5529, or email us at lsbdc.msu@lsbdc.org so that we can prepare for your attendance. Location: [LSBDC at McNeese State University: Main Office, SEED Center, *Lake Charles](#)

Lunch & Learn: Straight Talk with Capital One

Wednesday, August 05, 2015 11:30 AM to 1:00 PM—Have you ever wanted to sit down face-to-face with a banker in a no-pressure situation? Do you have unanswered questions about banking, SBA loans, lines of credit, commercial services, credit cards, or other financial topics? Do you want to know the best way to finance your business? This is the event for you! Join us for an open forum discussion where YOU can get answers straight from the experts! Capital One Bankers will be joining us as we eat lunch and learn about all things finance. We will discuss what lenders are looking for in a loan package, what questions you should bring to your banker, what banking products and services are available to you, as well as any other questions you have. A light lunch will be served. Speaker: Carmen Sunda, Senior Business Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#)

Lunch & Learn: Straight Talk with Capital One

Wednesday, August 12, 2015 11:30 AM to 1:00 PM—Have you ever wanted to sit down face-to-face with a banker in a no-pressure situation? Do you have unanswered questions about banking, SBA loans, lines of credit, commercial services, credit cards, or other financial topics? Do you want to know the best way to finance your business? This is the event for you! Join us for an open forum discussion where YOU can get answers straight from the experts! Capital One Bankers will be joining us as we eat lunch and learn about all things finance. We will discuss what lenders are looking for in a loan package, what questions you should bring to your banker, what banking products and services are available to you, as well as any other questions you have. A light lunch will be served. Speaker: Carmen Sunda, Senior Business

Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#)

5 Steps to Secure Financing

Monday, August 17, 2015 4:00 PM to 7:00 PM—Identifying and securing the financing you need to grow your business can be a daunting task. Learning how to put together a winning funding proposal can make the difference between No and Yes! Learn what to do before approaching a lender. Knowing what the lender is looking for and the questions the lender wants answered will demonstrate your preparedness and improve your chances of obtaining the financing that your business needs. In this seminar, you will learn: · To identify and assess the financial needs of your business · To identify sources of capital · How to prepare the essential documents for a lender or investor · How to answer the key questions lenders ask Who should attend this workshop: Business owners who are looking for financing to start or expand their business, who want to develop a winning funding proposal, who have been told by a lender to develop projections and a business plan before applying for the loan, and who have been declined for a loan by a bank. Speaker: Michael Pennison, Business Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 40.00

Straight Talk with Capital One

Tuesday, August 18, 2015 3:00 PM to 5:00 PM—Have you ever wanted to sit down face-to-face with a banker in a no-pressure situation? Do you have unanswered questions about banking, SBA loans, lines of credit, commercial services, credit cards, or other financial topics? Do you want to know the best way to finance your business? This is the event for you! Join us for an open forum discussion where YOU can get answers straight from the experts! Capital One Bankers will be joining us as we eat lunch and learn about all things finance. We will discuss what lenders are looking for in a loan package, what questions you should bring to your banker, what banking products and services are available to you, as well as any other questions you have. Speaker: Jimmy Nguyen, Business Consultant Location: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#)

Human Resources

I Have Employees! Now What? and Employee Handbooks – Best Practices!

Thursday, July 23, 2015 10:00 AM to 1:00 PM—This workshop is designed for small business owners and managers with 2 or more employees ready to increase their staff size and grow. Whether you decide to hire employees or independent contractors, you have certain legal requirements. You need to find out what these requirements are and what you need to know about the people who work for you. Topics include: “I Have Employees, Now What” address questions such as: · Employees vs. independent contractors · How to support contractor status · Hiring and firing · Employee benefits · Understanding harassment “Employee Handbooks – Best Practices” · What language to use · What to include. Speaker: MaryJo Roberts, Phelps Dunbar & Alex Glaser, Phelps Dunbar Location: [Phelps Dunbar](#) Fee: \$ 20.00



EVENTS & WORKSHOPS

Government Contracting

[Growing Your Business 101 & Government Contracting 102: Do I Qualify for Gov't. Bid Certifications?](#)

Thursday, August 13, 2015 9:00 AM to 12:00 PM—Come learn how vast the government market really is! This seminar is an excellent resource for companies wanting to grow their business or start-ups seeking information. It will inform you of the numerous business services available to you as a Louisiana business, at no charge through the Northwest and Central LA Small Business Development Center. It will also cover the basics of government contracts and explain how the Northwest Louisiana Government Procurement Center can assist you in your endeavors to secure government contracts. Speaker: Presenters will be James Kilcoyne, Associate Regional Director of the LA Small Business Development Center in Natchitoches and Jen Whittington, Counselor at Northwest LA Government Procurement Center, Procurement Technical Assistance Center (PTAC) in Shreveport. Location: [Bossier Parish Community College, Building D-134, Room 226, Bossier City](#)

Managing a Business

[Accelerated Excel Training * Concordia Parish](#)

Tuesday, July 28, 2015 12:00 PM to 2:00 PM
Are you ready to get to the next level of Microsoft Excel? Do you want to succeed even further in your day to day operations? Join us in this accelerated excel training; you will enhance your skills by learning advanced formulas, tables, importing & exporting data and macros. There will be a brown bag lunch and beverage available! Speaker: Barry Parker Location: [LSBDC at ULM Training Event at, Concordia Bank & Trust, Vidalia](#) Fee: \$ 7.00

[Understanding Financial Statements](#)

Wednesday, July 29, 2015 10:00 AM to 12:00 PM
This seminar is focused on how to use financial statements to manage profits and measure growth. Program includes: • Liquidity, Leverage, and Liability Structure of the Balance Sheet • Profitability and Productivity of the Income Statement • Cash Flow Statement vs Income Statement • Apply Financial Statement to Your Business • Questions the Bank Asks • Hints & Tools to Better Manage Your Business Speaker: Richard Melancon, Business Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 35.00

[Business Certifications that can Grow Your Business](#)

Thursday, July 30, 2015 5:30 PM to 7:30 PM
Learn how your business can benefit from CERTIFICATION as a Louisiana SMALL AND EMERGING BUSINESS. Benefits of free SEBD Certification include: Business developmental assistance, entrepreneurial training, marketing, computer skills, accounting, industry-specific assistance and increased procurement opportunities. Learn more about SEBD and other business certification programs. Plan now to attend this free seminar.

Please Register Here:

<http://business.riverregionchamber.org/events/details/louisiana-small-and-emerging-business-development-program-5047>

Speaker: Wayne Aucoin, Business Consultant

Location: [River Region Chamber of Commerce, Laplace](#)

[Entrepreneurship](#)

Friday, July 31, 2015 9:00 AM to 12:00 PM

This workshop is highly recommended for all individuals with an interest in understanding the full scope of starting and operating a small business. This Entrepreneurship Training is designed specifically to help you develop a solid plan and learn what it takes to build a thriving business. The training focuses on business concepts which includes business planning, financial management, and marketing research. Location: [LSBDC at Southern University: 616 Harding Blvd, *Baton Rouge](#)

[1520: Ready, Set, Grow!](#)

Tuesday, August 04, 2015 5:00 PM to 7:00 PM

What will it take to expand your business? Do you want to take advantage of the opportunities in southwest Louisiana? Learn how to chart a course for growth. Join us at the SEED Center for this free workshop. Please register online at www.lsbdc.org under Training, call 337-475-5529, or email us at lsbdc.msu@lsbdc.org so that we can prepare for your attendance.

Location: [LSBDC at McNeese State University: Main Office, SEED Center, *Lake Charles](#)

[Certification: An Overview in Black & White](#)

Wednesday, August 05, 2015 4:00 PM to 6:00 PM

Many firms get lost in the "alphabet soup" of certifications: DBE, WBE, MBE, 8(a), SEBD . . . This seminar focuses on why (or why not) certification as a minority, woman-owned, or disadvantaged business may be beneficial to your company. The Do's and Don'ts of certification are provided in "plain English" to help the small business owner decide which certification is right for his or her business. Then, get prepared for the certification process: learn about the various certification types as well as how and where to apply. Attendees will have an opportunity to ask questions about the processes, benefits and documentation required for certification. Speaker: Erik Waters, Business Consultant

Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 10.00



EVENTS & WORKSHOPS

Marketing and Sales

[Marketing and Sales](#)

Tuesday, July 28, 2015 9:00 AM to 11:30 AM

This workshop will focus on marketing and sales approaches, identifying potential customers, understanding the marketing concept and buyer behavior, analyzing the competition, developing a marketing strategy, including product, place, promotion, and price decisions, while avoiding common pitfalls. Low cost marketing tools, image development, branding, and e-marketing (social media) will also be discussed. Location: [LSBDC at Southern University: 616 Harding Blvd, *Baton Rouge](#)

[Internet Brand Basics: Social Media, Search Engine Optimization, Websites](#)

Wednesday, August 12, 2015 4:00 PM to 7:00 PM

Your brand is your key to being recognized in a sea of competitors. How you present yourself via digital media is a crucial part of your business' marketing strategy. As more and more people gravitate towards the Internet to do business, it is important to stake your claim in this new territory and get your brand out there. "Internet Brand Basics" takes a look at how you can use your Website Content, Social Media, Search Engine Optimization and various other tools to market your brand online. This class will give you an overview of how the Internet can increase sales through recognition of your brand as a provider of products or solutions. We will cover why content is important, how social media can generate sales, what search optimization is and how you can bring your business online with little or no cost, aside from your time. "Internet Brand Basics" is the starting point for growing your business' presence in a growing digital world.

Speaker: Erik Waters, Business Consultant

Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 35.00

[3rd Annual Small Business Expo](#)

Saturday, August 15, 2015 12:00 PM to 3:00 PM

The Small Business Expo brings together business owners, entrepreneurs and decision-makers from across Northeast Louisiana to network. A panel of small business and industry experts will be available to answer all of your questions about starting, managing and growing a successful small business. More than two dozen local businesses will showcase their products and services during an hour-long exhibition. This event is great for small business owners and aspiring entrepreneurs seeking information on how to increase sales and gain visibility in the market. Speaker: TBD
Location: [Monroe Civic Center, Monroe Convention Center, Monroe, LA](#)

[Timesaving Social Media for the Real Estate Industry - Hammond](#)

Wednesday, August 19, 2015 11:00 AM to 1:00 PM

Do you know that 43% of small businesses dedicate six or more hours per week to social media? While it's important to engage for social visibility and key connections online, we all want to do more in less time. This session will help you save time at get back to what you love to do – running your business or organization. Join us and learn the latest time savers and best practices from Constant Contact Authorized Local Expert, Kim Walker. Participants will learn: • Tips for saving up to ten hours a week managing your social media • Simple ways to find usable, relevant content for your posts • How to integrate your social media into sales promotions and events • Best practices, business builders and more... Who should attend? Marketers, business owners, managers, professional services, nonprofit professionals. Anyone that needs to get more done in less time with social media. This session is suited for beginners. Participants should have a basic knowledge and understanding of social media in general.

Speaker: Kim Walker - 5 Stones Media

Location: [LSBDC at Southeastern Louisiana University: Main Office, Southeast Louisiana Business Center, *Hammond](#)

[Google Tools for Your Business: Gmail & Google Docs](#)

Wednesday, August 19, 2015 4:00 PM to 6:00 PM

Managing a small business' communications between its employees, customers, vendors and partners can be a time consuming and costly endeavor. Acquiring, learning and configuring digital and cloud-based tools can take away from time you should be spending on profitability and growth. With easy to use, universally compatible and best of all free tools, Google Gmail and Docs are accessible on day one and immediately change the way you manage your business' communication and documentation needs. This seminar will cover the advantages of Gmail and show you how Google Docs can increase efficiency and reduce cost as you spend more time on your business' growth and less money than on traditional digital solutions. Speaker: Erik Waters, Business Consultant
Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 25.00

Start-up Assistance

[Starting and Financing Your Business Idea - Hammond](#)

Tuesday, July 28, 2015 9:00 AM to 12:00 PM

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics of discussion will include writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses. Speaker: Louisiana SBDC at Southeastern Louisiana University Location: [LSBDC at Southeastern Louisiana University: Main Office, Southeast Louisiana Business Center, *Hammond](#)



EVENTS & WORKSHOPS

[How to Form & Register Your Business](#)

Thursday, July 30, 2015 10:00 AM to 12:00 PM

Proper licenses and permits are necessary to operate a business. This seminar teaches how to obtain tax ID numbers, permits, and licenses. The seminar examines the differences between "C" and "S" Corporations, sole proprietorships, partnerships, and LLC's. Elements that business structures are based on are discussed such as taxes, ownership, responsibility, control, risk, operations, and employee requirements. -Advantages & Disadvantages of each Legal Structure -Legal Structure Quiz -Filing Forms for Selecting an Organizational Structure are Provided Speaker: Al Overman, LSBDC Business Consultant Mark Jeanfreau, Phelps Dunbar Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, *Metairie](#) Fee: \$ 30.00

[Starting & Financing a Small Business](#)

Thursday, July 30, 2015 6:00 PM to 8:00 PM -This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics of discussion will include writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses. Speaker: David Creswell: Small Business Development Center Business Consultant Location: [NSU Nursing Ed Center, Shreveport](#)

[Starting & Financing a Small Business](#)

Monday, August 03, 2015 4:00 PM to 6:00 PM—This seminar will provide entrepreneurs with a comprehensive overview of the steps to be taken to start a business, the essentials of business planning, and how to determine funding needs for the start-up. Seminar covers: • Items you want to know before starting a business • Preparing for business success • How to start your business • Financing options • Resources for your business. Speaker: Mike Pennison, Business Consultant Location: [Delgado Community College City Park Campus, H. Giles Martin Hall Room # 102](#)

[Starting and Financing a Small Business](#)

Wednesday, August 05, 2015 10:00 AM to 12:00 PM This workshop is highly recommended for all individuals 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. Location: [LSBDC at Southern University: 616 Harding Blvd, *Baton Rouge](#)

[Starting and Financing a Small Business](#)

Friday, August 07, 2015 9:00 AM to 11:00 AM

This workshop is highly recommended for all veterans, or anyone registered with ACAP, who are interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to know more about business planning. Topics of discussion will include writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses. Speaker: Jim Kilcoyne, Business Consultant and Associate Director for NSU's Louisiana Small Business Development Center Location: [LSBDC Northwest & Central Region, Army Alumni and Career Program, Leesville](#)

[Starting and Financing Your Business Idea - Covington](#)

Wednesday, August 19, 2015 9:30 AM to 12:00 PM

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics of discussion will include writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses. Speaker: Louisiana SBDC at Southeastern Louisiana University Location: [.St. Tammany West Chamber of Commerce, Covington](#)

[Starting & Financing A Small Business](#)

Wednesday, August 19, 2015 2:30 PM to 4:30 PM

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics of discussion will include entrepreneurship readiness, writing a business plan, sources of funds for start-up and expansion, and small business resources. Speaker: Heidi Melancon, Director, LSBDC at UL Lafayette Location: [Lafayette Economic Development Authority, Conference/Media Room, Lafayette](#)

Tax Planning

[Louisiana Business Incentives - Hammond](#)

Thursday, August 13, 2015 10:00 AM to 11:00 AM

Class is open to small business owners, certified public accountants, bankers and potential business owners interested in learning how to take advantage of the state's financial incentives provided through Louisiana Economic Development. Changes to incentive programs made during the 2015 legislative session will be reviewed. Seminar attendees will find out about program benefits and the application processes for: Enterprise Zone, Industrial Tax Exemption, Restoration Tax Abatement, Research and Development, Small Business Loan Guaranty, Angel Investor Tax Credit Program, Technology Commercialization and Quality Jobs. LED Program managers will be available to answer questions and provide clarity on program administration and functions. Speaker: Louisiana Economic Development

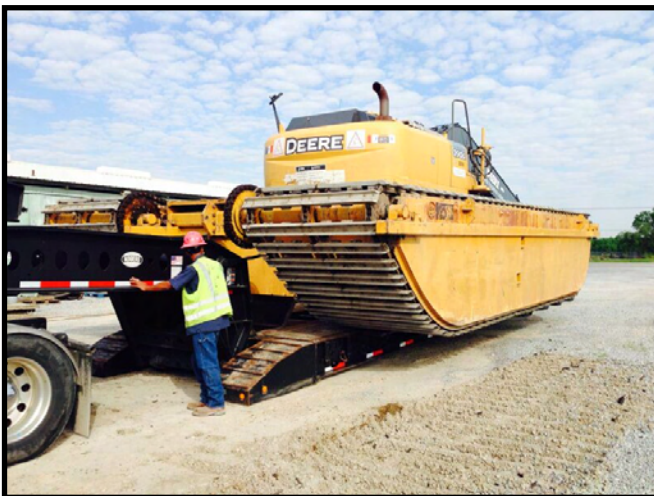


DBE PROFILE



Contact info:
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www.scarlettlogistics.com
courtney@scarlettlogistics.com

Scarlett Logistics, LLC was founded in 2015 by Courtney Richard. It is a privately held heavy haul trucking company located in Jefferson, LA. Courtney has 10 years of project management and 5 years of heavy haul logistics experience. Scarlett Logistics specializes in large scale projects requiring the transporting of over-size, overweight and over-dimensional loads. Courtney has completed projects in Orleans, Jefferson, and St Charles Parishes as well as others throughout the lower 48 states. In the future, Scarlett plans to continue specializing in large scale construction, coastal restoration projects, and post storm clean-up throughout the Gulf South.





DBE PROFILE



Solid Ground Innovations, LLC is a strategic communications and management consulting firm with offices in Baton Rouge and New Orleans.

Through a hybrid model, SGI provides services and expertise in public relations, brand development, digital media and marketing. SGIcares, it's management arm specializes in organizational support, capacity building and program management for both the public and private sector.

SGI's CEO Sevetri Wilson was named Business Woman of the Year by the Louisiana Legislative Women's Caucus. She's a contributing writer for Entrepreneur and Inc. Magazine, both global business publications and has been featured in TIME magazine, USA Today, Wall Street Journal and other national and local publications. "It's really simple," says Sevetri. "We build communities, brands and people. Even more so, we are connectors of people, resources and collaborations and bring visions to reality."

You can visit them online at www.sgicare.com.





DBE PROFILE



MS Engineering and Development, LLC (MSED) is a Certified DBE company founded in August 2014. Our vision is to become the premier provider of engineering, project management, and economic and development services to all levels of government as well as the private sector while following a strict code of ethics.

Partners, Karen Sites, PE, CPESC and Mary Ann Moon, CEcD, offer a wide array of services. Ms. Sites possesses more than 20 years of experience as a Civil Engineer. Her expertise includes all practices of site development, infrastructure design and repairs, roadway design, storm water management, and program and construction management. She is skilled in communicating and acquiring permits from all levels of government. She currently holds Professional Engineering Licenses in nine (9) states. Ms. Moon is a Certified Economic Developer excelling in community development and outreach including economic development coordination, planning, and implementation of best practices. She is well versed in the transportation and distribution industry and educates economic developers on the importance of collaboration among transportation sectors and economic development entities and groups.

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www.msedllc.com

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601.900.8066

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Vice President
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Construction Management

- Construction Administration
- Project Management
- Construction Engineering & Inspection
- Change Order Negotiations
- QA / QC Plans and Specifications
- SWPPP Monitoring / Inspections



Economic & Community Development

- SWOT Analyses
- Workforce / Labor Shed Analyses
- Site Selection
- Community Development
- Collaboration and Community Building
- Economic and Community Development Education
- Business Surveys
- Public Meeting Facilitation



Government Permitting

- Department of Transportation
- Army Corps of Engineers
- DEQ / EPA
- Federal Emergency Management Agency
- Department of Marine Resources

Infrastructure

- Sanitary Sewer Systems
- Water Distribution
- Storm Water Management
- Roadway Design
- Hydraulic and Hydrologic Analyses
- Program Management

Site Development

- Commercial and Industrial Multiplexes
- Single Family Residential Subdivisions
- Multi-Family Complexes
- Recreation / Sports Facilities
- Educational Campuses
- Cemetery Layouts
- Sanitary Landfills
- Construction Demolition Landfills
- Construction Demolition Landfills

**NEWLY CERTIFIED DBE FIRMS**

<u>FIRM NAME</u>	<u>OWNER'S NAME</u>	<u>PHONE #</u>	<u>EMAIL ADDRESS</u>
Parr Industries	Shannon Downs	931-363-5379	shannondowns@gmail.com
The Thomas Brothers Group	Thurman & Torrence Thomas	225-673-6209	Yvetteking_2000@yahoo.com
BFI (Belle Fontaine Interests)	Dana Hoyle	407-808-5072	dana@bfinterests.com
Starline Ventures	Douglas Finley	504-298-9354	dfinley@starlineventures.com
Reliable Traffic Data Services	Sameer Parvez	770-578-8158	terryjhonore@gmail.com
Terry Honore' Construction	Terry Honore'	225-270-0921	capital_management@charter.net
KCB Management	Ralph Broussard	337-948-2030	don@bonterrelandscapes.com
Bonne Terre Landscapes	Don LeNoir	504-453-2377	wbarthen2010buymantech@gmail.com
BJ Electric	William Barton	678-8/52-2353	k.carlisle@caditcompany.com
Cadit Company	Kathryn Carlisle	817-430-4409	cwhitfield@cccsinternational.com
CCCS International	Calvin Whitfield	800-221-6610	info@gdswing.com
GD Swing	Gerald Swing	770-323-1446	ahernandez@dapconstructionmgt.com
DAP Construction	Alicia Hernandez	602-541-0229	tuttie210510@yahoo.com
WWB Enterprise	Caleb Tucker	318-366-3131	riverscityrailroad@gmail.com
River City Railroad	Clarence Harris	901-502-7145	Lexi.planbsolutions@gmail.com
Plan B Solution	Alexis Amos-Neuville	337-424-5224	brettblake09@gmail.com
BBS Trucking	Brett Blake Sr. & Jr.	225-733-0103	



Letting of 8/12/2015 LA DOTD Headquarters

[Proposal: H.001257.6](#) INTERSECTION LA 114 @ LA 1

DBE Goal: 11%

OJT Goal: 6 Trainees **Description of work:** clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, class ii base course (stone, recycled portland cement concrete, blended calcium sulfate), lime treatment, superpave asphaltic concrete pavement, precast concrete piles, concrete slab span bridge, and related work.

Parish(es): Avoyelles

Route(s): LA 1; LA 114

Federal Number: H001257

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

[Proposal: H.001278.6](#) INTERSECTION IMPROVEMENTS
YOUREE DRIVE @ KINGS HIGHWAY

DBE Goal: 6%

OJT Goal: 4 Trainees

Description of work: clearing and grubbing, drainage structures, cold planing asphaltic concrete, pavement patching, class ii base course, superpave asphaltic concrete pavement, portland cement concrete pavement, traffic signalization and related work.

Parish(es): Caddo

Route(s): LA 1; LA 3032

Federal Number: H001278

Estimated Construction Cost: \$5,000,000 to \$7,500,000

[Proposal: H.001795.6](#) RED CHUTE AND OLD CHANNEL
BRIDGES

DBE Goal: 10%

OJT Goal: 2 Trainees

Description of work: clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, pavement patching, class ii base course (stone, recycled portland cement concrete, blended calcium sulfate), lime treatment, superpave asphaltic concrete pavement, precast concrete pilings, cast in place concrete slab span bridge, precast concrete girder spans bridge, detour road and bridging, and related work.

Parish(es): Bossier

Route(s): LA 612

Federal Number: H001795

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

[Proposal: H.002070.6](#) LA 14: BAYOU BRIDGE

DBE Goal: 7%

Description of work: clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, class ii base course (stone, recycled portland cement concrete only), superpave asphaltic concrete pavement, and related work.

Parish(es): Calcasieu

Route(s): LA 14

Federal Number: H002070

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

[Proposal: H.002076.6](#) LA 383: LA 101 - ALLEN PARISH LINE

DBE Goal: 5%

Description of work: grading, cold planing asphaltic concrete, pavement patching, pavement widening, superpave asphaltic concrete overlay, and related work.

Parish(es): Jefferson Davis

Route(s): LA 383

Federal Number: H002076

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

[Proposal: H.002133.6](#) BAYOU QUEUE DE TORTUE

DBE Goal: 12%

Description of work: clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, pavement patching, class ii base course, superpave asphaltic concrete pavement, precast prestressed concrete girder spans bridge, and related work.

Parish(es): Acadia; Vermilion

Route(s): LA 705

Federal Number: H002133

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

[Proposal: H.002311.6](#) LA 43: LA 38 - MISSISSIPPI STATE
LINE

DBE Goal: 10%

Description of work: surface preparation, pavement patching, cold planing asphaltic concrete, superpave asphaltic concrete overlay and related work.

Parish(es): St. Helena

Route(s): LA 43

Federal Number: H002311

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

[Proposal: H.005508.6](#) VEROT SCHOOL ROAD

DBE Goal: 10%

OJT Goal: 12 Trainees

Description of work: clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, subgrade treatment, class ii base course (stone, recycled portland cement concrete, soil cement), superpave asphaltic concrete pavement, portland cement concrete pavement, drilled shaft foundations, traffic signalization, and related work.

Parish(es): Lafayette

Route(s): LA 339

Federal Number: H005508

Estimated Construction Cost: \$20,000,000 to \$30,000,000

[Proposal: H.006482.6](#) CITY OF WESTLAKE SIGN REPLACEMENT

Description of work: traffic signs & devices and related work.

Parish(es): Calcasieu

Federal Number: SAFETY TRANSFER FUNDS PROJECT

Estimated Construction Cost: \$50,000 to \$100,000



Letting of 8/12/2015 LA DOTD Headquarters

[Proposal: H.007085.6](#) SHED ROAD IMPROVEMENTS BENTON ROAD TO AIRLINE DRIVE

DBE Goal: 10%

OJT Goal: 3 Trainees

Description of work: clearing and grubbing, grading, drainage structures, pavement patching, class ii base course (stone, recycled portland cement concrete, blended calcium sulfate), lime treatment, portland cement concrete pavement, concrete walks, drilled shaft foundations, water distribution system, traffic signalization, and related work.

Parish(es): Bossier

Federal Number: H007085

Estimated Construction Cost: \$10,000,000 to \$15,000,000

[Proposal: H.008345.6](#) BAYOU ALEXANDRE

DBE Goal: 9%

OJT Goal: 1 Trainees

Description of work: clearing and grubbing, grading, pavement patching, class ii base course (soil cement), lime treatment, superpave asphaltic concrete pavement, precast concrete pilings, precast prestressed concrete girder spans bridge, and related work.

Parish(es): St. Martin

Route(s): LA 3083

Federal Number: H008345

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

[Proposal: H.009179.6](#) WAX ROAD

DBE Goal: 6%

Description of work: clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, lime treatment, in-place cement treated base course, superpave asphaltic concrete overlay and related work.

Parish(es): Livingston

Federal Number: H009179

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

[Proposal: H.009319.6-R1](#) I-10 OVERPASS BRIDGES; CLEANING, PAINTING AND REPAIRS

DBE Goal: 10%

Description of work: bridge painting, repairs, and related work.

Parish(es): Acadia; Calcasieu; Jefferson Davis

Route(s): I-10

Federal Number: H009319

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

[Proposal: H.009798.6](#) CITY OF CENTRAL SIDEWALKS

DBE Goal: 7%

Description of work: clearing and grubbing, grading, drainage structures, sidewalks, and other related work.

Parish(es): East Baton Rouge

Route(s): LA 3034

Federal Number: H009798

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

[Proposal: H.010013.6](#) US 84: LAS RAILROAD OVERPASS BR REHAB

DBE Goal: 3%

Description of work: clearing and grubbing, cold planing asphaltic concrete, pavement patching, superpave asphaltic concrete pavement, bridge repairs, and related work.

Parish(es): Winn

Route(s): US 84

Federal Number: H010013

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

[Proposal: H.010639.6](#) LA 939 AND LA 940 REHAB

DBE Goal: 5%

OJT Goal: 1 Trainees

Description of work: grading, drainage structures, cold planing asphaltic concrete, in-place cement treated base course, asphaltic surface treatment, superpave asphaltic concrete pavement, and related work.

Parish(es): Ascension

Route(s): LA 939; LA 940

Federal Number: H010639

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

[Proposal: H.010894.6](#) US 165: RIGHT TURN LANE AT LA 112

SBE Goal: 5%

Description of work: drainage structures, class ii base course (stone), lime treatment, superpave asphaltic concrete overlay, and related work.

Parish(es): Rapides

Route(s): US 165

Federal Number: H010894

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

[Proposal: H.011489.6](#) DISTRICT 04 LOW COST SAFETY IMPROV.

DBE Goal: 2%

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

Parish(es): Bienville; Bossier; Caddo; Desoto

Federal Number: H011489

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

[Proposal: H.011678.6](#) US 171: HORNBECK TO WHITFIELD ROAD

DBE Goal: 2%

Description of work: pavement patching, and related work.

Parish(es): Sabine; Vernon

Route(s): US 171

Federal Number: H011678

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



Bid Results for the Letting of 7/8/2015 LA DOTD Headquarters

H.002394.6 (DBE Goal Project) LA 22: W END TCHEFUNCTE RB-MARINA BEAU C DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVEMENT PATCHING, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, AND RELATED WORK.

OJT Goal: 1 Trainees

Parish(es): St. Tammany

Route(s): LA 22

Federal Number: H002394

Estimated Construction Cost: \$2,693,746.34

Apparent Low Bidder: Diamond B Construction Co., L.L.C. \$2,367,017.86
PO BOX 7618
ALEXANDRIA, LA 71306
(318)427-1300

H.009494.6 (DBE Goal Project) I-49 FRONTAGE ROADS: I-10 - ST. LANDRY P/L COLD PLANING ASPHALTIC CONCRETE, PAVEMENT PATCHING, PAVEMENT WIDENING, ASHALTIC SURFACE TREATMENT INTERLAYER, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK.

OJT Goal: 2 Trainees

Parish(es): Lafayette

Route(s): I-49 FRONTAGE ROADS

Federal Number: H009494

Estimated Construction Cost: \$9,632,957.78

Apparent Low Bidder: Prairie Contractors Inc. \$9,441,570.61
PO BOX 1530
OPELOUSAS, LA 70571-1530
(337)948-3229

H.011497.6 (DBE Goal Project) LA 18: ST CHARLES P/L - GRAMERCY BR DRAINAGE STRUCTURES, PAVEMENT PATCHING, THIN ASPHALTIC CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): St. John the Baptist

Route(s): LA 18

Federal Number: H011497

Estimated Construction Cost: \$1,699,705.55

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. \$1,726,091.50
PO BOX 14715
BATON ROUGE, LA 70898
(225)766-0244

H.011624.6 LA 576: DRAINAGE IMPROV 0.4 MI N LA 135 GRADING, DRAINAGE STRUCTURES, PAVEMENT PATCHING, AND RELATED WORK.

Parish(es): Richland

Route(s): LA 576

Estimated Construction Cost: \$277,774.05

Apparent Low Bidder: BEN ALLEN, INC. \$287,767.75
247 HART ROAD
WEST MONROE, LA 71291-0000
(318)397-9352



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What can SJB Group do for You?

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

SJB Group can assist you 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 LADOT 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.