



Disadvantaged Business Enterprises

March 2018 Newsletter

Mayor Hosts Conversation on Economic Equity in New Orleans, Releases City’s Disparity Study Draft Report, Touts Economic Opportunity Wins

NEW ORLEANS – On February 28, 2018, Mayor Mitch Landrieu hosted the Mayor’s Conversation on Economic Equity in New Orleans releasing New Orleans’ Disparity Study Draft Report and engaging city Leaders and partners in discussion around how to improve opportunities for women and people of color. Additionally, Mayor Landrieu highlighted the economic opportunity successes of the administration since 2010.

“The success of our small minority- and women-owned businesses is more important to the future of our city now than ever before, and that’s why we commissioned the Disparity Study last year,” said **Mayor Mitch Landrieu**. “With the results of this study, we know that we have to take the Economic Opportunity Strategy to the next level, preparing the most historically disadvantaged businesses for contract and growth opportunities. Our small businesses will help ensure every resident has the opportunity to get a good-paying job for themselves and their families.”

In January 2017, Keen Independent Research began analyzing whether there is a level playing field for minority- and women-owned businesses (MBE/WBEs) when competing for City contracts. Keen assessed what the City might do to increase opportunities for minority- and women-owned firms, and other small businesses.



Contact:

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



In This Issue

- Page 7 DBE Survey
- Page 8 LED Small Business Resources
- Page 9 DBE Safety Article
- Page 11 Traffic Control Training
- Page 12 Events/Workshops
- Page 16 Tariffs
- Page 18 LADOTD Lettings
- Page 22 LADOTD Letting Results
- Page 25 DBE Subcontractor Information
- Page 26 BTR Disparity Study
- Page 27 Featured DBE
- Page 28 Newly DBE Certified Firms
- Page 29 LADOTD Contact Information
- Page 29 SJB Group DBE Supportive Services

As a result, the 2018 City of New Orleans Disparity Study examines whether there is a level playing field for MBE/WBEs in New Orleans' public and private sector marketplace and offers recommendations on how the City can increase opportunities for small businesses, including minority- and women-owned companies.

Keen Independent Research Principal David Keen said, "I have conducted more than 100 disparity studies in communities throughout the country. New Orleans stands out for the large share of businesses owned by people of color and by women. At the City, and only recently, minority- and women-owned businesses are participating in contracts at a level matching availability for that work. There are still gaps for the City, such as low utilization of African American-owned firms in its construction contracts. But the City appears to be doing far better than the marketplace as a whole, where the study found widespread disparities. Not only for equity, but also for economic vitality of the local economy, New Orleans would be a far stronger community if it could level the playing field for the nearly one-half of its local businesses that are owned by people of color and by women."



The highlights of the City of New Orleans Disparity Study Draft Report include:

- There is not a level playing field for MBE/WBEs in the New Orleans marketplace. While MBE/WBEs make up more than 40 percent of the firms available for construction, professional services,

goods and other services work in the New Orleans metropolitan area, they do not have the same market opportunities as other companies.

- When analyzing City of New Orleans contracts from 2014 through 2016, 41 percent of contract dollars would be expected to go to MBE/WBEs based on the availability analysis conducted in the study. The actual use of MBE/WBEs was 47 percent for 2014 through 2016, which exceeded availability overall.
- There is no overall disparity between MBE/WBEs availability and utilization on City government contracts for 2014 through 2016. Utilization of MBE/WBE firms for City government contracts went from 29 percent for 2012-2013 to 47 percent for 2014-2016.
- While there is no disparity overall in City government contracts, once examined separately, there were disparities for some MBE/WBE groups in some areas of work. This includes disparities for Asian American- and Latino-owned companies overall, African American-owned firms in City construction, and all MBE/WBE groups for City goods purchases.
- The study identified disparities across industries in the New Orleans metropolitan area. For commercial development projects for the overall marketplace excluding City Government, utilization of MBE/WBEs was only 7 percent for construction general contractors and 10 percent for A&E firms. Only 1 percent of general contractor dollars went to African American-owned firms.
- City of New Orleans spending only makes up a small portion of marketplace spending. Leveling the playing field for New Orleans area MBE/WBEs requires more than City contracts, programs and goals. In order to remedy discrimination, it takes support of the marketplace overall including the private sector and other public entities.

Office of Supplier Diversity Director Judith Dangerfield said, “New Orleans can only be a safe, viable and resilient city if all citizens are fully participating in the local economy. While there are gaps to be closed and work to be done in ensuring equity in the City’s DBE program, 47 percent participation by people of color and by women is a major accomplishment and a testament to the leadership of the Landrieu administration and the New Orleans City Council to advance this work. But government alone cannot create economic equity, even when we push public policy to the limits. We need the private sector to mirror our values and our behavior, and we need intentionality in the capital market to support entrepreneurs and business owners of color.”

Proposed solutions detailed in the Disparity Study Draft Report include:

- Retaining and strengthening of the City’s current programs
- Limited-competition programs for small City procurements in which only State and Local Disadvantaged Business Enterprise (SLDBE) firms compete for direct procurements
- Increased access to capital and bonding programs

- Additional outreach to Latino and Asian-American contractors
- Prompt payment requirements
- Advances to certified firms for contract mobilization
- For the full report, visit noladisparitystudy.com.

The Collaborative Member Barbara Major said, “As a long standing supporter of this work and advocate for economic parity and equity for all local, small and disadvantaged businesses in New Orleans, The Collaborative is excited to view the Disparity Study Draft Report. The findings give us the insight needed to be able to continue to help New Orleans work toward creating equity across businesses for people of color and for women. We believe that access to business opportunities is vital to growing a stable and sustainable marginalized business class in New Orleans. With the release of this study, we are more committed than ever to helping the City of New Orleans achieve that.”

Dr. Silas Lee and Associates Director Dr. Silas Lee said, “The Disparity Study Draft Report clearly demonstrates the pernicious effect of historic and institutionalized racism and sexism in society and how it has a disproportion impact on the social and economic mobility and inclusion of people of color and women in society and in the business world. It shows the intersection of economic inequality and ability of women and people of color to grow and expand.”



In 2010, Mayor Landrieu, in partnership with business and civic leaders, formed the New Orleans Business Alliance (NOLABA) —the first public-private partnership for economic development—to employ the best practices in economic development to reposition New Orleans as the ideal intersection of commerce and culture. In 2014, Mayor Landrieu introduced a comprehensive strategy to connect disadvantaged job seekers and businesses to new opportunities, unveiling an economic opportunity strategy and the Network for Economic Opportunity. Together, these organizations have worked diligently to promote economic growth and create jobs, vigorously pushing to attract major retailers, business startups and new private investments.

Since 2010, the City has created over 20,000 new jobs and opened more than 140 new retail and restaurant openings. The City’s African-American male under-employment rate decreased from 52 percent to 48 percent.

In 2011, the City launched the Goldman Sachs 10,000 Small Businesses Program in partnership with Delgado Community College. The program provides an opportunity for small business owners gain the practical skills, tools, and support necessary to take their companies to the next level. Most businesses in the program see an increase in revenues and hiring within six months of graduating.

Mayor Landrieu created a robust Office of Supplier Diversity to track and enforce compliance with the City’s goal for DBE participation.

In 2015, the City launched BuildNOLA, which prepares businesses for sustainable growth by focusing on increased revenues, new contracting opportunities, and job creation. Since its launch, the program has created 74 new jobs and generated over \$5 million in public and private contracts to graduates.

In 2015, the City launched STRIVENOLA seeks to connect disadvantaged jobseekers to employment opportunities by providing workforce case management, job readiness training and supportive services. Since the program’s start, over 300 people have been connected to work opportunities with a 75% job placement rate and 72% job retention rate of nine months or more.

To address the capital needs of local small businesses & contractors, the City launched the BuildNOLA Mobilization Fund in 2016 to provide financing and mobilization capital for local small businesses and contractors. The Fund has directly created 69 new construction jobs by ensuring over \$6 million in municipal contracting opportunities for multiple African-American vendors.

As an extension of STRIVENOLA, the City announced STRIVE Future Leaders to support young adults ages 18-24 who have been involved in the justice system. Additionally, STRIVE Fresh Start was launched to support adults 25 and older released from incarceration within the last six months or under supervision.

In 2016, the City raised the minimum wage for all City employees through the Great Places to Work Initiative. The City also introduced new living wage and local hiring policies so that the people of New Orleans will be the ones rebuilding this city and will be paid a living wage in the process.

The City has raised the minimum wage for City employees to \$10.10 and for contractors to \$10.50. Unemployment has been nearly cut in half since its peak in 2010 and over seven years.

To ensure the people of New Orleans are the ones who rebuild New Orleans, the City created Hire NOLA to increase the number of residents employed in the City's unprecedented rebuilding effort. In its first year, Hire NOLA has more than doubled the local workforce participation rate on city-funded projects.

In 2017, Mayor Landrieu announced a new business model for economic development led by the New Orleans Business Alliance (NOLABA). Consolidating the Network for Economic Opportunity's programming into NOLABA, this new model will sustain economic opportunity investments and create a new way to provide economic and workforce development in New Orleans.

Chief Administrative Officer and Deputy Mayor Judy Reese Morse said, "From the beginning, we have been committed to creating a city that every resident of New Orleans could benefit from. Through a number of initiatives including BuildNOLA, STRIVENOLA and the Disparity Study, we have been able to create pathways to prosperity and connect the people of New Orleans to real opportunities. As we approach the City's 300th birthday, we stand confident in the legacy of our work and are thankful for the countless partners and residents who helped New Orleans stand and be all that she is today."





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. **Please circle the areas of assistance you are interested in being provided.**

Business Name: _____

Business Address: _____

Business Email: _____

Business Phone No.: _____ Specialty Areas: _____

Do you actively quote LADOTD projects? Yes No

If not, why? _____

Do you bid primarily as a: prime contractor or sub-contractor

Are you interested in becoming a prime contractor? Yes No

Have you ever received a LADOTD job? Yes No

Do you plan to actively bid LADOTD work in the future? Yes No

If not, why: _____

Are there any barriers you see to quoting LADOTD 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
- Accounting Software

Financial Assistance

- Cash Flow/Working Capital
- Loan & Bond Packaging

Business Management

- Business Planning
- Project Management

Marketing

- Marketing Strategies
- Marketing Plan

Contract Compliance

- Federal/State Compliance
- EEO/Affirmative Action

Job Cost Control

- Preparing Budgets
- Actual Cost Reports

Scheduling & Planning

- Plans & Specs
- Project Scheduling
- Labor/Bar Chart
- Material Delivery
- Estimating/Bidding

Legal

- Contract Negotiations
- Delay Contract
- Construction Lien Law

Contract Compliance

- Hardware/Software

Please complete and return to SJB Group, LLC

Email: jackie.desbordes@sibgroup.com

Mail: P.O. Box 1751, Baton Rouge, LA 70821-1751

Fax: 225-769-3596

Small Business Resources available through Louisiana Economic Development

The [Small and Emerging Business Development Program](#) provides managerial and technical training and one-on-one assistance to help small businesses sustain and grow.

The [Louisiana Contractors Accreditation Institute](#) is a six week course that offers small and emerging construction businesses critical information about construction management and assists with preparing for the business and law portion of the contractors licensing exam.

The [Bonding Assistance Program](#) provides guarantees for bid, payment and performance bonds at reasonable rates that mitigate risk for the surety company and help small businesses build or expand their bonding capacity.

The [Hudson Initiative](#) provides a small business certification that expands opportunities with State contracts and procurement.

The [Veteran Initiative](#) provides a veteran owned and service connected disabled veteran owned small business certification that expands opportunities with State contracts and procurement.

[Economic Gardening](#) connects growth companies to a team of highly skilled research specialists that provide customized information to address a company's specific growth challenges in areas including market research, geographic information systems, and digital marketing.

[CEO Roundtables](#) bring together key decision makers from growth companies 10 times over the course of a year for collaborative, growth-oriented roundtable sessions that support a trusting environment in which they can safely explore business and personal issues with the guidance of experienced facilitators.

[Louisiana Business Connection](#) is a portal designed to connect major business projects with disadvantaged business enterprises, minority-owned businesses, woman-owned businesses, veteran-owned businesses, and the other small businesses of Louisiana to promote growth and inclusiveness in the state. – Large and small businesses operating in Louisiana may register at no cost and discover contract opportunities.

You can visit the highlighted links by pressing “Control” on your keypad and clicking on the link.

If you would like more information about each programs please feel free to contact Ms. Stephanie Hartman, the LED Small Business Services Manager, at (225) 342-5677 or Stephanie.Hartman@la.gov



DRINKING WATER ON CONSTRUCTION JOBS

By: [Ron Parker STS, CHST](#)

Drinking water on a construction site is essential. An adequate amount of potable water shall be provided. It is important to specifically pick the source from where water is obtained, who obtains the water and how the water is obtained and distributed. If done otherwise, this can lead to water being contaminated which can lead to sickness within the work force.

It is recommended to research information concerning drinking water on the job site. The sources of information are the CFR 1926, 29 CFR PART 1910 or the EM 385-1-1. Each reference will have a section entitled “sanitation”. To ensure proper dissemination of drinking water on a job site I have developed a plan which I feel will guide you through a workable program. I will share this plan. You can adopt it as is or modify it to suit your needs, however, a plan is needed.

PURPOSE

To provide all employees with sanitary drinking water, containers and individual drinking cups. Ice can be served when feasible. Ensure that drinking water is provided in accordance with local, state and federal requirements. Provide guidelines for the cleaning of containers and dissemination of potable water.

DRINKING WATER CONTAINERS

All containers shall be legibly marked “DRINKING WATER” and used for no other purpose. The date the containers are cleaned, disinfected and filled shall also be visibly marked as well as the initials of the person/s performing the tasks. If additives such as Gatorade are added to the water, the container shall be labeled as such. If emergencies arise, for example eyes need to be flushed and water from the drinking water container is used, the container shall immediately be taken out of service, cleaned and disinfected prior to being refilled and put back into service.

CUPS

Each drinking water container should have a cup dispenser attached or in plain view of the container. The cup dispenser should be constructed to keep the cups clean and free from contamination. Cups shall not be used by more than one person, no community cups allowed. A trash container shall be provided for discarded cups.

PERSONNEL

Personnel assigned the tasks of emptying, cleaning, disinfecting and filling the drinking water containers shall, at least once per week be inspected by the site safety manager. This inspection shall be recorded and kept on file at the safety office. This inspection should consist of a visual check for open wounds, severe coughing and/or sneezing and for flu like symptoms. Any employee who shows any of these symptoms shall not, by the discretion of the safety manager, be allowed to perform the tasks mentioned above.

Personnel assigned to perform these tasks stated above shall daily, prior to the start of their duties, ensure that their finger nails are clean and scrub their hands and arms with soap and water. Employees performing these tasks will be trained in the above mentioned procedures with documentation kept on file at the safety office.

PERSONAL PROTECTIVE EQUIPMENT

Personnel assigned to clean, disinfect and fill drinking water containers shall wear clothes according to the work site dress code. Each employee shall wear a clean pair of disposable latex gloves.

Rubber boots and an apron are optional.

When lifting or transporting the containers the use of dollies or carts should be used. Proper lifting techniques shall be used at all times.

FILLING/CLEANING AREA

All areas where drinking water containers are cleaned, disinfected and filled and where ice is stored shall be kept clean and sanitary. Good housekeeping must be adhered to at all times.

This safety article was brought to you by: Warriors4Safety.com

Support & Training for Safety Professionals



Traffic Control Training

Louisiana AGC has partnered with ATSSA to provide Traffic Control Training in Louisiana. The courses are compliant with Louisiana DOTD regulations and provide individuals with Traffic Control Technician (TCT), Traffic Control Supervisor (TCS) and Traffic Control Supervisor Refresher certificates upon successful completion.

Our upcoming schedule is as follows:

- **April 3 - 5** - Baton Rouge: Transportation Training & Education Center
- **May 8 - 10** - Alexandria DOTD Office
- **June 5 - 7** - New Orleans Regional Transportation Management Center
- **July 24 - 26** - Baton Rouge: Transportation Training & Education Center
- **September 4 - 6** - New Orleans Regional Transportation Management Center
- **October 16 - 18** - Monroe (Exact Location TBD)
- **December 4 - 6** - Baton Rouge: Transportation Training & Education Center

For each of the above mentioned classes the TCT Course is held on Day 1. The TCS Course is held days 2 & 3. Please be reminded that the Traffic Control Technician course is a pre-requisite to sit through the Traffic Control Supervisor course.

For information on attending a TCT, TCS, or TCS Refresher Course please contact Michael Demouy at 225-344-0432 or michaeld@lagc.org. Per DOTD regulations individuals must complete this TCS Refresher Course every 4 years to keep their TCS Certificate valid.



Events & Workshops

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

April

Lunch & Learn with LSBDC: Everyone is in Sales!

April 3, 2018

Tue 11:30 AM to 1:30 PM

Topic: Start-up Assistance

South Central Louisiana Technical College:
River Parishes Campus St. John Parish
Business Training Center

Starting & Financing Your Business

April 4, 2018

Wed 2:00 PM to 4:30 PM

Topic: Start-up Assistance

Delgado Community College City Park
Campus H. Giles Martin Hall Room # 102

Business-to-Business Communication

Workshop *Caldwell Parish*

April 5, 2018

Thu 5:30 PM to 7:30 PM

Topic: Customer Relations

Caldwell Bank & Trust Room 1927

Customer Relations for Small Businesses

April 7, 2018

Sat 9:00 AM to 11:00 AM

Topic: Customer Relations

Allen August Multipurpose Center Annex

Facebook Advertising: The Ins and Outs of Getting Started - Amite

April 10, 2018

Tue 10:00 AM to 12:00 PM

Tangipahoa Parish Library - Amite

How to Become a Licensed Claims Adjuster

April 10, 2018

Tue 6:00 PM to 8:00 PM

LSBDC at Southern University: Main Office

Starting & Financing Your Dream Business

April 11, 2018

Wed 10:00 AM to 12:00 PM

Topic: Start-up Assistance

Fletcher Technical Community College Houma
Campus

Starting & Financing a Small Business

April 11, 2018

Wed 6:00 PM to 7:30 PM

Topic: Start-up Assistance

South Regional Library Auditorium

Developing a Business Plan - Alexandria

April 12, 2018

Thu 10:00 AM to 12:00 PM

Topic: Business Plan

LSBDC Northwest & Central Region- Cenla
Chamber of Commerce - Alexandria Cenla
Regional Chamber of Commerce

Starting & Financing Your Business Idea: Using Sasol's Small Business Resource Guide

April 12, 2018

Thu 2:00 PM to 4:00 PM

Topic: Start-up Assistance

LSBDC at McNeese State University: Main
Office SEED Center

Fee: \$ 10.00

(Events & Workshops Continued)**FastTrac NewVenture Cass - Session 5****April 12, 2018****Thu 5:30 PM to 8:30 PM**

Topic: Start-up Assistance

**South Central Louisiana Technical College:
River Parishes Campus St. John Parish
Business Training Center**

Fee: \$ 100.00

Starting & Financing a Small Business**April 13, 2018****Fri 10:00 AM to 12:00 PM**

Topic: Start-up Assistance

Louisiana Technology Park**SAM Registration****April 17, 2018****Tue 9:30 AM to 11:30 AM**

Topic: Government Contracting

**LSBDC at McNeese State University: Main
Office SEED Center****8(a) Certification Bootcamp****April 18, 2018****Wed 10:00 AM to 12:00 PM**

Topic: Government Contracting

**Louisiana Technology Park
SEBD Certification - Certification to Grow
Your Business****April 15, 2018****Wed 2:00 PM to 4:00 PM**

Topic: Managing a Business

**Delgado Community College H. Giles Martin
Hall****Business Planning for Entrepreneurs****April 18, 2018****Wed 5:00 PM to 7:00 PM**

Topic: Business Plan

Xavier University Xavier South Rm 225**Starting and Financing a Small Business -
Marksville****April 19, 2018****Thu 5:00 PM to 7:00 PM**

Topic: Start-up Assistance

**LSBDC Northwest & Central Region -
Alexandria Fire Department Meeting Room****FastTrac NewVenture Cass - Session 6****April 19, 2018****Thu 5:30 PM to 8:30 PM**

Topic: Start-up Assistance

**South Central Louisiana Technical College:
River Parishes Campus St. John Parish
Business Training Center**

Fee: \$ 100.00

**Berries and Business Series- Marketing
Effectively to Reach Your Target Audience -
Ponchatoula****April 24, 2018****Tue 7:30 AM to 9:00 AM**

Topic: Marketing and Sales

First Baptist Church of Ponchatoula**Lunch & Learn: Show me the Money!
Accessing money to grow your business****April 24, 2018****Tue 11:30 AM to 1:00 PM****South Central Louisiana Technical College:
River Parishes Campus St. John Parish
Business Training Center****Basic Business Bookkeeping****April 24, 2018****Tue 2:00 PM to 4:00 PM**

Topic: Business Accounting

**LSBDC at McNeese State University: Main
Office SEED Center**

Fee: \$ 10.00

(Events & Workshops Continued)**Securing Business Financing in 5 Steps****April 24, 2018****Tue 5:00 PM to 7:00 PM**

Topic: Financing and Capital

Xavier South Conference Room 320**Hiring & Empowering Your Employees****April 25, 2018****Wed 10:00 AM to 12:00 PM**

Topic: Human Resources

Fletcher Technical Community College Houma Campus**Business Planning for Entrepreneurs****April 25, 2018****Wed 2:00 PM to 4:30 PM**

Topic: Business Plan

Delgado Community College H. Giles Martin Hall**Small Business 101****April 25, 2018****Wed 3:00 PM to 4:30 PM**

Topic: Start-up Assistance

South Regional Library Auditorium**Starting & Financing a Small Business -****Bossier City****April 26, 2018****Thu 2:00 PM to 4:00 PM**

Topic: Start-up Assistance

LSBDC Northwest & Central Region - LA Workforce - Bossier City Louisiana Workforce Commission**Starting & Financing Your Business Idea****May 1, 2018****Tue 2:00 PM to 4:00 PM**

Topic: Start-up Assistance

LSBDC at McNeese State University: Main Office SEED Center

Fee: \$ 10.00

Starting & Financing Your Business**May 2, 2018****Wed 2:00 PM to 4:30 PM**

Topic: Start-up Assistance

Delgado Community College City Park Campus H. Giles Martin Hall Room # 102**Get Certified Month: HUBZone Certification****May 8, 2018****Tue 9:00 AM to 1:00 PM**

Topic: Government Contracting

Louisiana Technology Park**Women-Owned Small Business Certification****May 8, 2018****Tue 9:30 AM to 11:30 AM****LSBDC at McNeese State University: Main Office SEED Center****Starting & Financing a Small Business -****Leesville****May 9, 2018****Wed 1:00 PM to 3:00 PM**

Topic: Start-up Assistance

LSBDC Northwest & Central Region - Leesville Vernon Parish Library**Starting & Financing a Small Business****May 11, 2018****Fri 10:00 AM to 12:00 PM**

Topic: Start-up Assistance

Louisiana Technology Park**May****Get Certified Month: 8(a) Certification****May 1, 2018****Tue 9:00 AM to 1:00 PM**

Topic: Government Contracting

Louisiana Technology Park

(Events & Workshops Continued)

Get Certified Month: Woman-Owned Small Business Certification

May 15, 2018

Tue 9:00 AM to 1:00 PM

Topic: Government Contracting

Louisiana Technology Park

HUBZone Certification

May 16, 2018

Wed 10:00 AM to 12:00 PM

Topic: Government Contracting

Louisiana Technology Park

Business Planning for Entrepreneurs

May 16, 2018

Wed 2:00 PM to 4:30 PM

Topic: Business Plan

Delgado Community College H. Giles Martin Hall

Berries and Business Series: Tax Cuts and Jobs Act – Individuals and Businesses - Ponchatoula

May 22, 2018

Tue 7:30 AM to 9:00 AM

Topic: Tax Planning

First Baptist Church of Ponchatoula

Get Certified Month: Veteran-Owned Small Business Certification

May 22, 2018

Tue 9:00 AM to 1:00 PM

Topic: Government Contracting

Louisiana Technology Park

Starting and Financing Your Business Idea - Slidell

May 22, 2018

Tue 9:00 AM to 12:00 PM

Topic: Start-up Assistance

East St. Tammany Chamber of Commerce

Legal and Effective Interview Techniques for Small Businesses

May 24, 2018

Thu 3:00 PM to 5:00 PM

Topic: Human Resources

LSBDC at McNeese State University: Main Office SEED Center

Fee: \$ 10.00

Get Certified Month: DBE Certification

May 29, 2018

Tue 9:00 AM to 1:00 PM

Topic: Government Contracting

Louisiana Technology Park

Marketing Plans 101 -Natchitoches

May 30, 2018

Wed 1:30 PM to 3:30 PM

Topic: Marketing and Sales

LSBDC Northwest & Central Region - Natchitoches Municipal Building



Tariffs expected to increase industrial construction costs in Louisiana

Annie Ourso Landry

March 14, 2018

The Trump administration's newly imposed tariffs on steel and aluminum are expected to increase construction costs across the nation, including Louisiana, threatening the future on a number of industrial sector projects along the Gulf Coast.

"They're talking about a 6% price increase on steel and aluminum," says Ken Naquin, CEO of Louisiana Associated General Contractors. "Let's say it goes up 6%, it's not a deal killer on any one project, but at end of the day, they'll have to up estimates on how much a project costs. The industrial sector will feel it the most."

Louisiana economist Loren Scott contends construction prices could increase as much as 25%, equal to the amount of the new steel tariff. President Donald Trump on March 8 placed a 25% tariff on imported steel and 10% on aluminum in his effort to bolster U.S. manufacturing. Canada and Mexico are currently exempted from the tariffs as NAFTA negotiations continue.

What's most concerning, Scott says, is the nearly \$100-billion worth of planned industrial projects in Louisiana that are both highly capital as well as steel intensive. While some estimate steel to be only 3% of building costs, Scott says for large projects—like the \$9.4 billion Formosa facility in St. James Parish—that equals about \$300 million.

"Some folks who've announced projects now could say, 'Maybe we better wait,'" Scott says. "To me, that's the biggest impact."

The Louisiana Energy Export Association, along with The World Trade Center of New Orleans, released a statement today strongly opposing the steel and aluminum tariffs, noting that LNG facilities help grow Louisiana's economy.

"These tariffs run a high risk of derailing these investments and doing significant damage to Louisiana's prospects for this unprecedented degree of economic progress," the LEEA statement reads. "The proposed tariffs will increase the construction costs of LNG facilities and natural gas pipelines."

The tariff exemptions for Mexico and Canada do help, but Scott estimates the U.S. imports only a quarter of its steel from those countries, leaving the rest to other countries now under the new tariff. And those countries are expected to fire back.

“The EU is not exempt,” Scott says. “They are naturally going to retaliate. They’re going to pick out products that hurt.”

Another potential impact will be on offshore drilling. Louisiana had just recently gotten to a point where Gulf Coast drilling activity was poised to make a comeback, Scott adds, but the new tariffs and resulting price increases could act as a setback.

In response to the construction cost increases, Associated General Contractors of America is urging the Trump administration to boost domestic demand for steel and aluminum, such as by funding the president’s infrastructure plan, instead of using tariffs that harm domestic contractors and undermine construction demand, according to an AGC of America news release.

“Tariffs may help a few producers but they harm contractors and anyone with a limited budget for construction,” said Stephen E. Sandherr, the association’s chief executive officer. “The best way to help the U.S. steel and aluminum sector is to continue pushing measures, like regulatory reform and new infrastructure funding that will boost demand for their products as the economy expands.”



Letting of 4/11/2018

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

Proposal: H.007440.6-R1 NORTH BOULEVARD PEDESTRIAN IMPROVEMENTS

Local Public Agency project

DBE Goal: 12%

OJT Goal: 2 Trainees

Specbook: 2006

Description of work: drainage structures, class ii base course, portland cement concrete pavement, drilled shaft foundations, landscaping; additive alternate 1 (city plaza): class ii base course, portland cement concrete pavement, landscaping, benches (park), trash receptacles; additive alternate 2 (river road to Shaw Center): drainage structures, class ii base course, portland cement concrete pavement, landscaping, pavers, trash receptacles; additive alternate 3 (Shaw Center to city club): drainage structures, class ii base course, portland cement concrete pavement, landscaping, pavers, bike racks, trash receptacles, and related work.

Parish(es): East Baton Rouge

Federal Number: H007440

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

Construction Proposal Documents

Proposal: H.009456.6 LA 347: ROUNDABOUT @ MELANCON ROAD

DBE Goal: 10%

Specbook: 2006

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

Parish(es): St. Martin

Route(s): LA 347

Federal Number: H009456

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

Construction Proposal Documents

Proposal: H.010382.6 LA 441: LA 16 - LA 10

DBE Goal: 7%

OJT Goal: 3 Trainees

Specbook: 2016

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

Parish(es): St. Helena

Route(s): LA 441

Federal Number: H010382

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

Construction Proposal Documents

(Lettings Continued)

Proposal: H.010994.6 I-12: BAYOU LACOMBE - NORTHSHORE BLVD.

DBE Goal: 8%

OJT Goal: 5 Trainees

Specbook: 2016

Description of work: clearing and grubbing, milling asphalt pavement, asphalt concrete pavement, and related work.

Parish(es): St. Tammany

Route(s): I-12

Federal Number: H010994

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

Construction Proposal Documents

Proposal: H.011705.6 US 11: LAKE PONTCHARTRAIN BRIDGE REHAB PHASE 2 (HBI)

DBE Goal: 4%

OJT Goal: 12 Trainees

Specbook: 2016

Description of work: precast concrete piles, treated timber piles, steel piles, structural metal work, bridge repairs, and related work.

Parish(es): Orleans

Route(s): US 11

Federal Number: H011705

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

Construction Proposal Documents

Proposal: H.011571.6 LA 124: 0.7 MI W OF LA 506 - W JCT LA 126

Specbook: 2016

Description of work: clearing and grubbing (selective), drainage structures, in-place cement treated base course, in-place cement treated subgrade, milling asphalt concrete, asphalt concrete pavement, and related work.

Parish(es): LaSalle

Route(s): LA 124

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

Construction Proposal Documents

Proposal: H.011783.6 PARKER RD (MOORE RD - GARRETT RD)

Local Public Agency project

DBE Goal: 5%

Specbook: 2016

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

Parish(es): Ouachita

Federal Number: H011783

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

Construction Proposal Documents

(Lettings Continued)

Proposal: H.012293.6 LA 5: LOGANSPORT TO THOMAS ROAD

DBE Goal: 4%

OJT Goal: 5 Trainees

Specbook: 2016

Description of work: grading, drainage structures, milling asphalt pavement, class ii base course, in-place cement treated base course, asphalt concrete pavement, and related work.

Parish(es): Desoto

Route(s): LA 5

Federal Number: H012293

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

Construction Proposal Documents

Proposal: H.012602.6 I-10: MORRISON RD INTERCHANGE LIGHTING

DBE Goal: 8%

OJT Goal: 2 Trainees

Specbook: 2016

Description of work: clearing & grubbing, grading, drilled shaft foundations, interchange lighting, and related work.

Parish(es): Orleans

Route(s): I-10

Federal Number: H012602

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

Construction Proposal Documents

Proposal: H.012605.6 LA 82: LITTLE PRAIRIE BR ELEC REP (HBI)

OJT Goal: Trainees

Specbook: 2016

Description of work: movable bridge electrical repairs and hydraulic repairs

Parish(es): Vermilion

Route(s): LA 82

Federal Number: H012605

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

Construction Proposal Documents

Proposal: H.012608.6 LA 478: LA 120 TO I-49

Specbook: 2016

Description of work: drainage structures, milling asphalt concrete, in-place cement treated base course, asphalt concrete overlay, and related work.

Parish(es): Natchitoches

Route(s): LA 478

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

Construction Proposal Documents

(Lettings Continued)

**Proposal: H.012912.6 I-110: CONVENTION ST/
FLORIDA ST RAMPS**

SBE Goal: 8%

Specbook: 2016

Description of work: clearing and grubbing, asphalt concrete pavement, portland cement concrete pavement, and related work.

Parish(es): East Baton Rouge

Route(s): I-110

Federal Number: H012912

Estimated Construction Cost: \$100,000 to \$250,000

Construction Proposal Documents

**Proposal: H.013197.6 LA 1 - TOLL BRIDGE
STRUCTURAL REPAIRS**

Specbook: 2016

Description of work: the removal, replacement, and repair of damaged concrete barrier sections along both travels lanes, and also includes repair patching of spalls in the super- and sub-structures and related work.

Parish(es): Lafourche

Route(s): LA 1

Federal Number: H013197

Estimated Construction Cost: \$100,000 to \$250,000

Construction Proposal Documents



Bid Results for the Letting of 3/14/2018

The CS-6AAA Form and Attachments for all DBE Goal Projects are due on Monday, March 19, 2018, 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.007417.6 (DBE Goal Project) LAKE SHORE DRIVE
MULTI-USE PATH**

CLEARING AND GRUBBING, CLASS II BASE COURSE, PORTLAND CEMENT CONCRETE PAVEMENT, CONCRETE CURB AND GUTTER, CONCRETE PAVERS, AND RELATED WORK.

Parish(es): Calcasieu

Federal Number: H007417

Estimated Construction Cost: \$888,379.25

Apparent Low Bidder:

Pat Williams Construction, LLC

PO BOX 1508

LEESVILLE, LA 71496

(337)238-3743

\$843,026.77

**H.010040.6 (DBE Goal Project) BUD ROAD AND BONNE
IDEE ROAD BRIDGES**

SITE 1: BRIDGE REMOVAL, PILING, CAST-IN-PLACE CONCRETE SLAB SPAN BRIDGE, CONCRETE RAILING (STANDARD BARRIER), AND RELATED WORK. SITE 2: CMP REMOVAL (AT FORMER 3-SPAN TIMBER BRIDGE), STEEL SHEET PILE WALL, PILING, CAST-IN-PLACE CONCRETE SLAB SPAN BRIDGE, CONCRETE RAILING (STANDARD BARRIER), CLASS II BASE COURSE (STONE), SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, AND RELATED WORK.

OJT Goal: 2 Trainees

Parish(es): Morehouse

Federal Number: H010040

Estimated Construction Cost: \$1,581,787.60

Apparent Low Bidder:

Louisiana Bridge, Inc.

PO BOX 489

FARMERVILLE, LA 71241

(318)368-2556

\$1,212,973.50

**H.011364.6 (DBE Goal Project) GOODWOOD BLVD REHAB
(LOBDELL - AIRLINE)**

MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, ASPHALT CONCRETE PAVEMENT, AND RELATED WORK.

OJT Goal: 2 Trainees

Parish(es): East Baton Rouge

Federal Number: H011364

Estimated Construction Cost: \$1,814,630.15

Apparent Low Bidder:

Forby Contracting, Inc.

34363 SWEDE ALLEY

HINCKLEY, MN 55037

(320)384-6061

\$1,555,135.53

**H.011449.6 (DBE Goal Project) GREENWOOD REST AREA
RENOVATIONS**

HANDICAP PARKING, GRADING, BASE COURSE, DRAINAGE STRUCTURES, P.C.C. PAVEMENT, STRIPING, RESTROOM RENOVATIONS, PLAZA PAVING, CCTV SECURITY SYSTEM, LIGHTING, LANDSCAPING, IRRIGATION

OJT Goal: 2 Trainees

Parish(es): Caddo

Route(s): I-20

Federal Number: H011449

Estimated Construction Cost: \$2,318,919.50

Apparent Low Bidder:

Boggs & Poole Contracting Group, Inc

810 Tipton Street

Bossier City, LA 71111

(318)747-3322

\$2,147,192.04

(Bid Results Continued)

H.011539.6 (DBE Goal Project) PERCY BURNS ROAD BRIDGE OVER LITTLE CROOKED CREEK

CLEARING AND GRUBBING, REMOVAL OF CONCRETE BRIDGE, GRADING, CLASS II BASE COURSE, ASPHALT CONCRETE PAVEMENT, PRECAST CONCRETE PILES, CONCRETE BRIDGE (QUAD BEAM), CONCRETE APPROACH SLABS, AND RELATED WORK.

Parish(es): Webster

Federal Number: H011539

Estimated Construction Cost: \$816,155.73

Apparent Low Bidder:

SPECIALTY TRACKHOE & DOZER SERV.INC

6600 BROADACRES ROAD

SHREVEPORT, LA 71119

(318)636-5535

\$773,089.23

H.011541.6 (DBE Goal Project) NATION ROAD BRIDGE / COULEE

CLEARING AND GRUBBING, DRAINAGE STRUCTURES, CLASS II BASE COURSE, LIME TREATMENT, GRADING, REMOVAL OF TIMBER BRIDGE, PRECAST CONCRETE PILES, PRECAST PRESTRESSED GIRDER SPAN BRIDGE, ASPHALT CONCRETE AND RELATED WORK.

OJT Goal: 2 Trainees

Parish(es): Acadia

Federal Number: H011541

Estimated Construction Cost: \$1,008,224.89

Apparent Low Bidder:

GUINN CONSTRUCTION, LLC

1616 INDUSTRIAL DRIVE

JENNINGS, LA 70546

(337)824-0630

\$1,099,391.52

H.011552.6 (DBE Goal Project) LA 307: LA 20 - LA 182

MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, THIN ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): Lafourche

Route(s): LA 307

Federal Number: H011552

Estimated Construction Cost: \$1,785,369.91

Apparent Low Bidder:

COASTAL BRIDGE CO., L.L.C.

PO BOX 14715

BATON ROUGE, LA 70898

(225)766-0244

\$1,669,623.60

H.011788.6 (DBE Goal Project) OAK ST. BRIDGE / OVER POYDRAS BAYOU

CLEARING AND GRUBBING, REMOVAL OF BRIDGE, GRADING, CLASS II BASE COURSE, DRAINAGE STRUCTURES, CONCRETE SLAB SPAN BRIDGE, STEEL SHEET PILE WALL, STEEL PILES, ASPHALT CONCRETE PAVEMENT, CONCRETE APPROACH SLABS, AND RELATED WORK.

Parish(es): West Baton Rouge

Federal Number: H011788

Estimated Construction Cost: \$744,173.30

Apparent Low Bidder:

TL Hawk, LLC

P.O. Box 66144

Baton Rouge, LA 70896

(225)930-5830

\$808,997.15

(Bid Results Continued)

H.012077.6 LA 986: IMPROVEMENTS AT LA 415
 MILLING ASPHALT PAVEMENT, ASPHALT CONCRETE
 PAVEMENT, AND RELATED WORK.
 Parish(es): West Baton Rouge
 Route(s): LA 986
 Federal Number: H012077
 Estimated Construction Cost: \$61,421.80

Apparent Low Bidder:
 Barriere Construction Co., LLC
 12601 Scenic Highway
 BATON ROUGE, LA 70807
 (225)753-1121
 \$49,843.00

**H.012477.6 (SBE Goal Project) KENNER SIGNS & PAVE-
 MENT MARKINGS**
 PLASTIC PAVEMENT STRIPING, SIGNAGE, AND RELATED
 WORK.
 Parish(es): Jefferson
 Federal Number: H012477
 Estimated Construction Cost: \$178,808.00

Apparent Low Bidder:
 Southern Synergy LLC
 1105 BERT STREET
 LAPLACE, LA 70068
 (985)359-9953
 \$127,116.30

**H.012601.6 (DBE Goal Project) I-10: READ BLVD INTER-
 STATE LIGHTING**
 CLEARING AND GRUBBING, GRADING, DRILLED SHAFT
 FOUNDATIONS, ROADWAY LIGHTING, AND RELATED
 WORK.
 OJT Goal: 2 Trainees
 Parish(es): Orleans
 Route(s): I-10
 Federal Number: H012601
 Estimated Construction Cost: \$1,473,247.86

Apparent Low Bidder:
 PREFERRED ELECTRIC INC.
 PO BOX 9060
 NEW IBERIA, LA 70862
 (337)365-5516
 \$1,180,745.75

**H.013052.6 (DBE Goal Project) LA 442: TANGIPAHOA RIV-
 ER BRIDGE REPLACEMENT**
 CLEARING AND GRUBBING, GRADING, CLASS II BASE
 COURSE, LIME TREATMENT, REMOVAL OF STEEL GIRD-
 ER BRIDGE, MILLING ASPHALT CONCRETE PAVEMENT,
 ASPHALT CONCRETE PAVEMENT, STEEL PILES, PRECAST
 PRESTRESSED CONCRETE GIRDER SPAN BRIDGE, AND
 RELATED WORK.
 OJT Goal: 3 Trainees
 Parish(es): Tangipahoa
 Route(s): LA 442
 Federal Number: H013052
 Estimated Construction Cost: \$4,293,240.18

Apparent Low Bidder:
 GILCHRIST CONSTRUCTION CO. LLC
 PO BOX 5699
 ALEXANDRIA, LA 71307
 (318)448-3565
 \$3,358,514.25

**H.013071.6 (SBE Goal Project) N. RIVER ROAD - BRIDGE
 REPLACEMENT**
 CLEARING AND GRUBBING, REMOVAL OF BRIDGE,
 GRADING, DRAINAGE STRUCTURES, ASPHALT CON-
 CRETE PAVEMENT, CLASS II BASE COURSE, PRECAST
 REINFORCED CONCRETE BOX CULVERTS, AND RELATED
 WORK.
 Parish(es): Livingston
 Federal Number: H013071
 Estimated Construction Cost: \$190,145.10

Apparent Low Bidder:
 Byron E. Talbot Contractor, Inc.
 24288 HWY. 190
 ROBERT, LA 70455
 (985)419-9925
 \$202,848.63



DOTD DBE Subcontractor Payment Procedure - Added Step

Another step has been added to the DOTD DBE Subcontractor Payment Procedure. The Prime Contractor remains responsible for entering payments for each DBE on every Estimate, even if zero payments are made. After the Prime enters the payment, the DBE will now receive an email informing them that a payment is ready for their verification and approval. The DBE should then follow the procedure (manual attached) to verify the payment within fourteen (14) days of being notified. After the DBE approves, it is then the responsibility of the Project Engineer to review and approve and the final step is Compliance Program's review and approval.

If you do not already have access to the application, you will need to request your roles in the AASHTO Project Civil Rights Labor application, at http://wwwapps.dotd.la.gov/engineering/registrations/register.aspx?type_id=11. If you already have a Citrix ID, please type in your Citrix ID into the comments.

Once registered, you will also want to enroll in the password reset tool at <https://www9.dotd.la.gov>.

All of this information and more can be found at the DOTD Compliance webpage at

http://wwwsp.dotd.la.gov/Inside_LaDOTD/Divisions/Administration/Compliance/Pages/Subcontractor_Payments.aspx where you can also find the procedure manual.

If you still have questions after reading and following the manual, please contact Judy Halloran at (225) 379-1411 or judy.halloran@la.gov.

Subcontractor Complaint Process

DOTD has implemented a new process for all subcontractors (not just DBE) to report prompt payment issues. All complaints must now be submitted online at

<http://wwwapps2.dotd.la.gov/Administration/SPPComplaint/>

Subcontractor Approval Process

In accordance with the DOTD Required Contract Provisions for DBE Participation in Federal Aid Construction Contracts (DBE Goal Project), the Prime contractor must meet the requirements of Subsection 108.01 Subletting of Contract, and must submit DOTD Forms OMF□1A, Request to Sublet and OMF□2A, Subcontractor's EEO Certification. After submittal, all signatures must be obtained and then the entire document must be scanned and emailed to the DOTD Compliance office for review and approval. These forms must be approved by DOTD before any subcontract work is performed on the project. This requirement includes suppliers and/or truckers that appear on the CS-6AAA. If the aforementioned process is not followed, the subcontractor is in danger of being turned away from the jobsite.



Broome issues RFP for city-parish procurement disparity study

Daily Report Staff
March 19, 2018

Is Baton Rouge government biased in how it awards contracts? It's a question Mayor Sharon Weston Broome wants answered.

Which is why her administration is moving forward with a study to determine if there are racial, gender and ethnic disparities in the city-parish contracting process. Broome today issued a request for proposals, seeking a consultant to provide technical and administrative support for the study. The Metro Council signed off on the plan in February, approving up to \$300,000 be spent.

The consultant will design and conduct a study to identify what small minority-owned, women-owned, and veteran-owned businesses in East Baton Rouge Parish qualify for government contract work, while also determining what, if any, bias exists in city-parish departmental procurement practices.

Broome signed [an executive order](#) last November for the study, saying she aimed to “change the culture” of city-parish contracting to give small and disadvantaged businesses a better shot at landing government contracts.

The study is meant to be the first in a series of steps to extend government contracts to a larger group of businesses.

In 2016, 27% of the bid requests on city-parish work received zero or one bid, Broome's office says. A [Daily Report analysis](#) conducted last year found that 10 companies landed contracts amounting to nearly 60% of the money spent on goods and services by the city-parish in 2016.

Many of those contracts were larger-scale projects like a sewer overhaul system and debris removal from the August 2016 flood.

GREATER  BATON ROUGE
BusinessReport



Dorothy Nairne, Owner

1711 2nd Street, Suite 4

New Orleans, LA 70113

Phone: (262) 352-9903

Email: dorothy@deltabuildsl.com

Delta Builds is a newly established Louisiana based company that gives personal touches to building materials for the public, commercial and public spaces. We bring years of project management at Delta Builds to ensure that quality materials are delivered at your construction sites on time. We have capabilities and expertise engineering, human resources, project design and logistic in rural and urban areas throughout the world. Our team members have multiple degrees in engineering, project management, design and manufacturing.

Certifications:

State & Local DBE
LAUCP DBE
EDWOB (SBA)
Hub Zone
Hudson Initiative
Women Owned Business

NAICS Codes:

444190
444130
423310
236220

Products:

Division 8 Doors, Frames, and Hardware
Division 10 Commercial Toilet Accessories, Lockers, Flagpoles, White Boards
Construction Materials and Supplies

Newly DBE Certified Firms

| Firm Name | Owner's Name | Phone | Email Address |
|--------------------------------|-------------------|---------------|--|
| Alamo Bridge and Road | Lynette Pierce | (214)932-9161 | lpierce@alamobandr.com |
| Techsmith Integrated Solutions | Joel Smith | (504)218-3910 | joel.smith@solutionsattechsmith.com |
| Lavelle Entity | Ernest Muhammad | (773)585-9018 | ejfmu@live.com |
| Haynes-Eaglin-Waters | Cloteal Haynes | (512)451-6600 | chaynes@hewaustin.com |
| Larco | Rhonda Bolin | (870)364-6765 | mslarco@windstream.net |
| North American Safety Products | Nicole Pfeiffer | (815)469-1144 | nicole@naspinc.com |
| Precision Builder | Todd Littleton | (318)221-1112 | littleton0973@yahoo.com |
| Johnson Drywall Solutions | Jodi Johnson | (225)347-5400 | jjohnson@jdsla.com |
| Alvin's | Alvin Goosby | (318)631-1785 | alvinllc@yahoo.com |
| Puryear Steel Service | Kimberly Puryear | (804)873-8024 | puryearsteel@gmail.com |
| Global Public Intelligence | Cliff Davy | (818)934-2605 | cliff@globalpublicintelligence.com |
| Native Accent | Brandon Brown | (504)250-4204 | b.brown@native-accent.com |
| Real Estate Revive + Painting | Pamela Hijuelos | (985)640-3301 | revive.pamh@mail.com |
| Crew Facilities.Com | Andrea Tsakanikas | (800)273-9256 | andrea@crewfacilities.com |
| Capp Uniform Services | Alphonso Tavera | (562)317-9760 | info@cappservices.org |



LA DOTD DBE Program Contact Information



Stephanie P. Ducote, Compliance Programs Director
(225)379-1363 | stephanie.ducote@la.gov

Remy Graves, DBE/SBE Program Manager
(225)379-1762 | remy.graves@la.gov

Rhonda Wallace, DBE Certification Program Specialist
(504) 376-0233 | rhonda.wallace@la.gov

Kandy Fly, DBE Certification Program Specialist/SBE Program Specialist
(225) 379-1922 | kandy.fly@la.gov

Euphemia Renee' Smith, DBE Certification Program Specialist
(225) 379-1775 | euphemia.smith2@la.gov

Amber White, DBE Contract Administration Program Specialist
(225) 379-1494 | amber.white@la.gov

Carla Murray, DBE Project Investigator
(225) 379-1774 | carla.murray@la.gov

Judy Halloran, DBE Contract Administration Program Specialist
(225) 379-1411 | judy.halloran@la.gov

DBE Supportive Services Staff

Jackie des Bordes, Program Coordinator
Jackie.desBordes@sjbgroup.com

Kenyatta Sparks, Program Assistant
Kenyatta.Sparks@sjbgroup.com

Grace Chatman, Communication Specialist
Grace.Chatman@sjbgroup.com

8377 Picardy Avenue
Baton Rouge, Louisiana 70809
Office: 225.769.3400
Fax: 225.769.3596
Website: www.SJBGroup.com

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 LADOTD 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.