



Disadvantaged Business Enterprises

September 2017 Newsletter

Failure of Broome’s transportation tax sparks disappointment in business community

Stephanie Riegel
September 14, 2017

The Metro Council’s decision last night not to put Mayor Sharon Weston Broome’s proposed roads tax on the November ballot is coming under fire from some business and industry groups.

“We are disappointed and frustrated,” says Ken Naquin, CEO of Louisiana Associated General Contractors, which publicly supported the 5-mill property tax. “If we want infrastructure improvements, better roads, drainage, less traffic, we have to pay for it.”

The council voted 5-5 on the measure, effectively killing it. Seven votes [were needed to put](#) the proposed tax on the ballot. The millage would have generated an estimated \$440 million over the next 20 years to pay [for infrastructure improvements and new smart traffic control systems](#). Two council members—Chandler Loup and Chauna Banks—left the room and were not present for the vote.

Naquin says while he understands concerns about higher taxes, he argues the area’s chronic gridlock is directly affecting the local economy.

“This is going to shut down economic development in the city,” he says. “I hear it from people every day. Businesses do not want to locate here.”

Metro Council members who voted against the measure say their decision was based on feedback from their constituents, who overwhelmingly opposed the tax.

But pollster Bernie Pinsonat, who conducted a poll in late June on the issue for a group of local business leaders, says that doesn’t correlate with his findings.

Some 63% of chronic voters surveyed between June 30 and July 3 by Pinsonat’s Southern Media and Opinion Research said they would support a dedicated tax if proceeds would be used specifically to address traffic congestion and if there



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was no controversy associated with those advocating for passage.

“There was clear support for this measure, if done right,” he says.

Some community leaders say even if there were legitimate concerns about the plan, voters should have been given an opportunity to weigh in. Boo Thomas, executive director of the Center for Planning Excellence, says she is particularly disappointed that Loupe and Banks didn’t cast a vote on the record.

“We elected them to represent us,” she says. “What does it mean when they don’t have the courage to stay in the room?”

The bigger question, though, is what now? Earlier this year, state lawmakers killed a proposed gas tax hike that would have funded big ticket infrastructure projects like a new bridge across the Mississippi River. Now, a local infrastructure tax measure is dead, too.

Surveys consistently show traffic congestion ranks as Baton Rouge’s biggest problem but too few voters trust government with the tax dollars needed to solve the problem.

In a statement this morning, the Baton Rouge Area Chamber, which supported the measure, says it’s time to go back to the drawing board and work together.

“We encourage the Metro Council and Mayor President to commit immediately to a plan of action on transportation for 2018, using this opportunity to gather broad based public input and seek infrastructure projects designed on the best solutions to address the traffic and infrastructure needs of the parish,” BRAC President and CEO Adam Knapp says.

—Stephanie Riegel

GREATER  BATON ROUGE
BusinessReport



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

Job Cost Control

- Preparing Budgets

Financial Assistance

- Cash Flow/Working Capital
- Loan & Bond Packaging

Scheduling & Planning

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

Business Management

- Business Planning
- Project Management

Marketing

- Marketing Strategies
- Marketing Plan

Legal

- Contract Negotiations
- Delay Contract
- Construction Lien Law

Contract Compliance

- Federal/State Compliance
- EEO/Affirmative Action

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

2017 NEW ORLEANS “DBE CONFERENCE”

*Let's
get together!*

*To Discuss
Upcoming Opportunities and
Develop Business Relationships!*

Date: Thursday, October 19, 2017

Time: 4:30 p.m. - 7:30 p.m.

Location: New Orleans Regional Planning Commission

10 Veterans Memorial Boulevard

New Orleans, LA 70124-1162

RSVP required: [Kenyatta @ 225-769-3400](mailto:Kenyatta@225-769-3400)

Guest Speakers: Kenyatta Sparks with SJB Group, LLC, Remy Graves with LADOTD, Nic Richard with New Orleans Regional Planning Commission, Corey Morgan with LA Economic Development, Stephanie Hartman with LA Economic Development & Amis Nolan with the New Orleans International Airport

Prime Construction Contractors will be available to discuss job opportunities.

Event Hosted By:



Louis Armstrong New Orleans
International Airport



SJB GROUP, LLC
QUALITY BY DESIGN

HURRICANE PREPAREDNESS

What to do to prepare for a major storm or hurricane

Two Keys to Weather Safety Are:

1. Prepare for the risks
2. Act on those preparations.

Hurricanes are not only a concern for those whose homes are in the path of one, but for relatives and friends who may worry about those people. Hurricane season is June 1st through November 30th.

However, storms can come earlier than June 1st or after November 30th.



REFER TO FEMA

The Federal Emergency Management Agency

Comprehensive Information On How To Prepare And Take Action:

Gather Information

- Consider your options to decide if you should evacuate or not. If you should decide to evacuate have a map of your evacuation route and if time permits scout it out ahead of time. Scout out alternative routes in case the main route becomes congested. Hurricanes normally travel slow. You should have enough time to visit your bank or go to an ATM and get enough cash to last for at least three days.

PLAN AND TAKE ACTION

Pre Hurricane Plans

- Everyone needs to be prepared for the unexpected.
 - Keep fully charged cell phones in the event power is interrupted.
 - Fill up bathtubs with water to use for sponge baths and to flush a toilet.
 - Buy bottled water.
 - If possible, procure a generator to use for those who needs medical machines. Keep enough fuel to run the generator for at least three days (use the generator in a well ventilated area).
 - Keep enough non perishable foods to last at least three days.
 - Purchase a manual can opener.
 - Have flashlights that use batteries and keep a good supply of spare batteries.
 - Put dry clothing and bedding in plastic bags.
- Put together a basic disaster supplies kit. This will include first aid supplies and medications that

must be taken daily.

EMERGENCY PLANS

Develop and document plans for your specific risks.

- Protect yourself and your family with a family emergency plan.
 - Be sure to plan for locations away from home.
 - Pet owners should have plans to care for their animals.
 - Batten down or move to another location all outside objects that could be damaged or become flying objects.
 - Ensure your vehicle has a full tank of fuel and is in good and safe running condition. If you don't have a car ask a neighbor for help. If needed, use a bicycle.
 - Make sure your schools and daycares have emergency plans.
- Gather all insurance papers and valuables and put them in waterproof bags. Store them at a high place off the floor that you think will not get wet in case of flooding.

KEEP CURRENT

Stay tuned to local news and weather updates.

- Have a radio that is battery operated.
If power is not interrupted, stay tuned to the weather channel on the television. Make sure you know, in advance, which channels broadcast the local weather reports.

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

Support & Training for Safety Professionals



Events & Workshops

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

On Demand

[Five Steps to Secure Financing](#) [Register](#)

On Demand, available until September 30

Topic: Financing and Capital

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

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

Location: [Louisiana Small Business Development Center, Online](#)

Fee: \$ 25.00

[Create a Winning Sales Strategy](#) [Register](#)

On Demand, available until October 01

Topic: Marketing and Sales

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

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

Location: [Louisiana Small Business Development Center, Online](#)

Fee: \$ 25.00

[How to Start a Business](#) [Register](#)

On Demand, available until September 30

Topic: Start-up Assistance

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

Speaker: Carmen Sunda, Small Business Expert

Location: [Louisiana Small Business Development Center, Online](#)

Fee: \$ 25.00

October

[Tips for Scoring Big on Small Business Saturday - Ponchatoula](#) [Register](#)

Tuesday, October 03, 2017 8:00 AM to 9:30 AM

Topic: Marketing and Sales

If you're a small business looking to increase your holiday shopping season, then this class will teach you what you need to know about Small Business Saturday. You'll leave this class inspired to dive into powerful, creative and effective marketing ideas to promote your product or service to holiday shoppers. Topics for this holiday campaign will focus on social media, email marketing, Google maps and listings to ensure buyers can find you, event marketing and more!

(Events & Workshops Continued)

Speaker: Kim Walker - 5 Stones Media

Location: [First Baptist Church of Ponchatoula, Ponchatoula](#)

[SEBD Certification - Certification to Grow Your Business](#) [Register](#)

Wednesday, October 04, 2017 10:00 AM to 12:00 PM

Topic: Managing a Business

Business Certifications give businesses access to opportunity in contracting, funding and grant programs. There are a variety of federal, state and local certification programs that can enhance your chances to not only get a contract but also to expand and grow! 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.

Speaker: Tina Langlois, SBDC Consultant

Location: [Delgado Community College, H. Giles Martin Hall, New Orleans, LA](#)

[Sales & Use Tax](#) [Register](#)

Thursday, October 05, 2017 10:00 AM to 12:00 PM

Topic: Not Set

State Sales and Use Taxes are imposed on all retail sales, taxable services, and leases and rentals of most goods. Don't miss this informative workshop where you'll receive information and tips for

collecting and remitting Louisiana Sales and Use Taxes.

Speaker: Bryan Peters, Louisiana Department of Revenue

Location: [South Regional Library, Auditorium, Lafayette](#)

[Creating Profits with Passion Boot Camp - Session 4](#)

Thursday, October 05, 2017 11:00 AM to 2:00 PM

Topic: Not Set

Louisiana Cultural Economy Foundation (LCEF) with partners Louisiana Endowment for the Humanities, Louisiana Small Business Development Center, Louisiana Department of Economic Development invite you to sharpen your business skills through the first Creating Profits with Passion Boot Camp! Develop Strategies and learn best practices for building a successful Cultural Business. This 12-hour (four 3 hour sessions) boot camp is specifically designed for small businesses in the Creative Industries. All businesses MUST be SEBD certified to participate. This simple online process can be completed at [ledsmallbiz.com](#). Information on SEBD eligibility, how to get started, and next steps are also available there. Free SEBD Certification Workshops are also available on November 3rd and November 10th. Visit [www.lsbdc.org](#) event page for registration. Sessions take place on, November 29th, and December 1st, 6th and 8th. All four sessions include lunches. Remember to bring a laptop! Session 4 – Where is the Money to Grow? • How much do you need to grow your business? • How much profit and take home pay do you want? • Your funding pitch (create a pitch and practice the pitch)

Speaker: Richard Melancon, Business Consultant, CPA

(Events & Workshops Continued)

Location: [Louisiana Cultural Economy Foundation, New Orleans, LA](#)

[Lunch & Learn with LSBDC: Growing Your Business Online](#) [Register](#)

Tuesday, October 10, 2017 11:30 AM to 1:00 PM

Topic: Not Set

River Parish entrepreneurs, are you ready to take your business to the next level? Are you starting a food business or redoing your marketing efforts? Would you like up to date information on growing your business with branding, digital tools, sales and online marketing? If so, sign up for our Lunch & Learn series and join the conversation as we present a variety of business topics that are trending and useful for your company. Session 2: Growing Your Business Online - From websites to social media, and from blogs to reviews, there are many avenues to promoting your business on the internet. Whether you sell your goods or services via a website or not, having an online presence is crucial for customers to find you and learn about what you have to offer. Come and learn about the importance of online marketing to your business' growth!

Speaker: Erik D. Waters, Business Consultant

Location: [St. John Community Center, Laplace](#)

[Business Planning for Entrepreneurs](#) [Register](#)

Wednesday, October 11, 2017 10:00 AM to 12:00 PM

Topic: Business Plan

This seminar is for aspiring entrepreneurs and new ventures. A business plan is much more than a piece of paper. It is your roadmap to success. The plan forces you to consider your entire business at once, and therefore maintain consistency in

planning and execution of your business model. A comprehensive, focused, well written business plan enables you to control your business and its potential for success. This seminar covers the detailed parts of a thorough business plan. Topics Covered: • What is a Business Plan and what is it used for?

Speaker: Jimmy Nguyen, Business Consultant

Location: [Fletcher Technical Community College Houma Campus, Houma](#)

[Sales and Use Tax Seminar - Alexandria](#) [Register](#)

Wednesday, October 11, 2017 1:00 PM to 3:30 PM

Topic: Not Set

Presenter will discuss topics that will assist you in Basic Sales and Use Tax. They will discuss how to calculate sales tax. Seminar will be held at the Cenla Chamber of Commerce office, 1118 3rd Street, Alexandria, LA 71301.

Speaker: Dana Cawthon, SBDC Regional Director and David Humphries, Assistant Tax Administrator for Rapides Sales & Use Tax Commission

Location: [LSBDC Northwest & Central Region-Cenla Chamber of Commerce - Alexandria, Cenla Chamber of Commerce, Alexandria, LA.](#)

(Events & Workshops Continued)**[Starting & Financing Your Business](#) [Register](#)**

Wednesday, October 11, 2017 5:00 PM to 6:30 PM

Topic: Start-up Assistance

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: Erik David Waters, Business Consultant

Location: [Xavier University, Xavier South Rm. 402E, New Orleans](#)

[Starting & Financing A Small Business](#) [Register](#)

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

Topic: Start-up Assistance

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

Speaker: Ada Womack

Location: [Louisiana Technology Park, Baton Rouge](#)

[Meet the Lender with LSBDC 2017](#) [Register](#)

Tuesday, October 17, 2017 8:30 AM to 12:30 PM

Topic: Financing and Capital

Let's face it. No matter the size or age of the business, they all need access to funds to buy equipment, hire employees, increase marketing, and meet payroll and a number of other things. The process of creating a funding proposal and developing the financials needed to get funds can be a challenging task for any business as well. And then there's choosing a lender who fits. Financing institutions can be as varied as the businesses they partner with. Researching the right one who is interested in your project can also take time that could be spent growing your business. Wouldn't it be great to meet 10 or more in an environment designed to provide you with the information you need to get financed? Join the Louisiana Small Business Development Center Greater New Orleans Bayou & River Region and area financial institutions in an open forum to discuss what it takes to access capital via SBA and other lenders. Learn about credit and other requirements necessary for small businesses to fund their growth opportunity and expand their operations. Attendees will have the opportunity to network and meet one-on-one with the lenders they choose. Pitch your project or growth opportunity and get feedback on whether lenders are interested in partnering with you as well as what it takes to put together a winning funding proposal! Benefits to Attendees Include; • 10+ Area Lenders Represented • Choose Lenders Who Fit Your Business' Needs • One-to-One Meeting Opportunities • Get Immediate Feedback on Your Funding Pitch • Learn What Lenders Need in a Funding Proposal

Speaker: LSBDC, SBA and Various Lenders

Location: [Xavier University, Convocation Center Annex - Room 111, New Orleans, LA](#)

(Events & Workshops Continued)**[Buying and Selling Small Businesses - Shreveport](#) [Register](#)**

Tuesday, October 17, 2017 1:00 PM to 3:30 PM

Topic: Not Set

The SBDC has partnered with Regions Bank to bring you a seminar to discuss the many aspects of buying and selling small businesses. This seminar offers a “Buyer’s Track” and a “Seller’s Track” and concludes with a Panel Discussion and Q&A with our expert speakers who include a CPA, attorney, business valuation specialist, business broker and a commercial lender. This is a free seminar, and refreshments will be served.

Speaker: Dana Cawthon, Regional Director of the LSBDC NWCR; Tom Hart, Success Strategist, Master Coach, Speaker, Author, Entrepreneur, and Investor; and Nancy Knighten, Assistant Vice President-SBA Specialist at Regions Bank.

Location: [LSBDC Northwest & Central Region-Greater Shreveport Chamber of Commerce, Greater Shreveport Chamber of Commerce, Shreveport](#)

[Building Bankers Business - Speed Networking Forum](#) [Register](#)

Tuesday, October 17, 2017 2:30 PM to 6:00 PM

Topic: Marketing and Sales

Calling all Bankers to come and meet with local and statewide resource partners. This will give Bank and Financial Institution representatives 15-20 minutes with each resource partner in a speed networking forum. Come out and network one on one to get information, ask questions, and connect with your future business partners. H'orderves and refreshments will be served. Representatives on site from the Federal Deposit Insurance Corporation, U.S. Small Business Administration, and Louisiana Economic Development to discuss

new programs and initiatives. There will be six networking tables and the table leaders will cover the key features of each program including how: • to navigate the regulatory process and procedures • the guarantee provides a strong additional, alternative source of repayment • state and federal regulators view the safety and soundness of the program • the LSBDC can help small businesses get bank ready Table leaders include: • SBA - V. Brumfield • LED- S. Pete & M. Doin • FDIC - R. Austin • LSBDC at ULM - Virendra "V.C." Chhikara, Director and Christina Davis, Business Consultant • Import-Export Bank Representatives • USDA - Representatives This is a great opportunity to share vital feedback on how each agency can expand existing programs to better meet your needs. Who Should Attend: • Bank Small Business & Commercial Lenders • Bank Credit Officers • Bank CRA Compliance Officers • Community Development Financial Institutions (CDFIs) • Credit Unions active in or considering small business lending To register visit www.lsbdc.org/ulm or call (318) 342-1224 for more details. Space is limited, therefore pre-registration is strongly recommended.

Location: [LSBDC at University of Louisiana, University Library, Third Floor Room 3G, Monroe, Louisiana](#)

[Starting & Financing a Small Business](#) [Register](#)

Tuesday, October 17, 2017 5:30 PM to 7:30 PM

Topic: Start-up Assistance

Explore the feasibility of a business idea! Topics of discussion will include entrepreneurship readiness, writing a business plan, sources of funds for start-up and expansion, and small business resources. Hosted by the Louisiana Small Business Development Center at ULL.

Speaker: Heidi Melancon, Director

(Events & Workshops Continued)

Location: [East Regional Library, Youngsville](#)

8 (a) Certification Training [Register](#)

Wednesday, October 18, 2017 10:00 AM to 12:00 PM

Topic: Government Contracting

Information will be presented on 8(a) eligibility criteria, GLS, Login, application process, and how the programs work. We will also discuss CCR and SBSS registration and provide general information on doing business with the Federal Government. Detailed information will be provided on the primary purpose of the Section 8(a) Program (business development); the eligibility criteria; length of time in business requirement; how the business development and contracting aspects of the program work; the firm's responsibility as an 8 (a) Program Participant; Electronic Application process; reporting requirements; the importance of updating CCR registration and the SBSS supplemental profile.

Speaker: SBA Representative

Location: [Louisiana Technology Park, Baton Rouge](#)

Marketing to the Government - Slidell [Register](#)

Wednesday, October 18, 2017 10:00 AM to 12:00 PM

Topic: Government Contracting

Marketing any product or service requires understanding your buyer; the what, the who, where, when, how and why. Marketing to the government is the same. The Federal Government is the world's LARGEST buyer, spending over \$400 Billion dollars annually on anything from armored vehicles to pens and pencils to socks. Join us for a discussion that will help you present your

products and services to the government in a way that will get their attention. Topics to be covered include: -The Government Customer -The Government Language -Getting Started/Foot in the Door with Government Agency -Small Business Programs -Locating Government Markets -Getting Government Agencies to Notice YOU -Protocol in Dealing with Government Buyers -What the Buyer Really Wants to Know - Proven Marketing Strategy for Success

Speaker: Cindy Carrier - Louisiana PTAC

Location: [East St. Tammany Chamber of Commerce, Slidell](#)

Starting & Financing A Small Business [Register](#)

Wednesday, October 18, 2017 1:00 PM to 3:00 PM

Topic: Start-up Assistance

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

Speaker: Sonia Wilson

Location: [Ascension Parish Library - Dutchtown Branch, Geismar](#)

(Events & Workshops Continued)**[Business Planning for Entrepreneurs](#) [Register](#)**

Wednesday, October 18, 2017 5:00 PM to 7:00 PM

Topic: Business Plan

This seminar is for aspiring entrepreneurs and new ventures. A business plan is much more than a piece of paper. It is your roadmap to success. The plan forces you to consider your entire business at once, and therefore maintain consistency in planning and execution of your business model. A comprehensive, focused, well written business plan enables you to control your business and its potential for success. This seminar covers the detailed parts of a thorough business plan. Topics Covered: • What is a Business Plan and what is it used for? • Full Business Plan Planner Workbook • Worksheets for Financial Projections

Speaker: Erik David Waters, Business Consultant

Location: [Xavier South Conference Room, Room 320, New Orleans](#)

[Buying and Selling Small Businesses - Alexandria](#) [Register](#)

Thursday, October 19, 2017 1:30 PM to 3:30 PM

Topic: Not Set

The SBDC has partnered with Regions Bank to bring you a seminar to discuss the many aspects of buying and selling small businesses. This seminar offers a “Buyer’s Track” and a “Seller’s Track” and concludes with a Panel Discussion and Q&A with our expert speakers who include a CPA, attorney, business valuation specialist, business broker and a commercial lender. This is a free seminar, and refreshments will be served.

Speaker: Dana Cawthon, Regional Director of the LSBDC NWCR; Julius W. "Trey" Crump, III, CPA, partner with Daenen Henderson &

Company; Tom Hart, Success Strategist, Master Coach, Speaker, Author, Entrepreneur, and Investor; and Nancy Knighten, Assistant Vice President-SBA Specialist at Regions Bank.

Location: [LSBDC Northwest & Central Region- Cenla Chamber of Commerce - Alexandria, Cenla Chamber of Commerce, Alexandria, LA.](#)

[Starting & Financing Your Small Business Idea](#) [Register](#)

Thursday, October 19, 2017 3:00 PM to 5:00 PM

Topic: Start-up Assistance

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. Join us at the SEED Center for this informative event. Please register online at www.lsbdc.org/msu under Training, call 337-475-5529, or email us at lsbdc.msu@lsbdc.org so that we can prepare for your attendance.

Speaker: Susan Thibodeaux, Business Consultant

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

Fee: \$ 10.00

(Events & Workshops Continued)

[Starting and Financing A Small Business](#) [Register](#)

Thursday, October 19, 2017 5:30 PM to 7:30 PM

Topic: Start-up Assistance

This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have just started a small business, expanding their business, seeking a small business loan, or wanting to learn more about planning. Topics of discussion will include business feasibility, business planning, sources of funds for start-up and expansion, small business resources, and required licenses.

Location: [LSBDC Training at University of Louisiana, Stubbs Hall Room 117, Monroe](#)

Letting of 10/11/2017

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

Proposal: H.001146.6 LA 120: BRIDGES NEAR PROVENCAL

DBE Goal: 11%

OJT Goal: 2 Trainees

Specbook: 2006

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

Description of work: clearing and grubbing, removal of timber trestle bridges, grading, drainage structures, class ii base course, lime treatment, asphalt concrete pavement, precast concrete piles, precast concrete slab span bridges, and related work.

Parish(es): Natchitoches

Route(s): LA 120

Federal Number: H001146

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

Construction Proposal Documents

Proposal: H.002747.6 LA 335 BRIDGES

DBE Goal: 8%

Specbook: 2006

Description of work: clearing and grubbing, removal of bridges, grading, drainage structures, cold planing asphaltic pavement, class ii base course, lime treatment, superpave asphaltic concrete pavement, precast concrete piles, steel sheet pile wall, concrete slab span bridge, concrete approach slabs, and related work.

Parish(es): Vermilion

Route(s): LA 335

Federal Number: H002747

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

Construction Proposal Documents

Proposal: H.002822.6-R1 NICHOLSON DRIVE @ BRIGHTSIDE LANE/ WEST LEE DRIVE

DBE Goal: 12%

OJT Goal: 3 Trainees

Specbook: 2006

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

Description of work: grading, drainage structures, pavement patching, class ii base course, milling asphalt concrete, lime treatment, asphalt concrete pavement, portland cement concrete pavement, drilled shaft foundations, traffic signalization, and related work.

Parish(es): East Baton Rouge

Route(s): LA 30

Federal Number: H002822

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

Construction Proposal Documents

(Lettings Continued)

Proposal: H.004721.6 TCHOUPITOULAS SIGN-AGE AND STRIPING PLAN

SBE Goal: 4%

Specbook: 2016

Description of work: raised pavement markers, plastic pavement striping, traffic signs, and related work.

Parish(es): Orleans

Federal Number: 3605505

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

Construction Proposal Documents

Proposal: H.007546.6-R1 ST. BERNARD MULTI-USE PATH, PH I & II

Local Public Agency project

DBE Goal: 13%

Specbook: 2006

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

Description of work: clearing and grubbing, grading, class ii base course, asphalt concrete pavement, portland cement concrete pavement, and related work.

Parish(es): St. Bernard

Federal Number: H007546

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

Construction Proposal Documents

Proposal: H.009461.6 I-10 CLEAN, PAINT AND MISCELLANEOUS REPAIRS

DBE Goal: 2%

Specbook: 2016

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

Parish(es): Iberville; St. Martin

Route(s): I-10

Federal Number: H009461

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

Construction Proposal Documents

Proposal: H.009769.6 ROSEDALE GATEWAY ENHANCEMENT

Local Public Agency project

SBE Goal: 8%

Specbook: 2006

09/14/2017 - added to the letting of October 11, 2017.

Description of work: clearing and grubbing, grading, drainage structures, class ii base course, concrete walks, signs, drilled shaft foundations, landscaping and related work.

Parish(es): Iberville

Route(s): LA 76; LA 77

Federal Number: H009769

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

Construction Proposal Documents

(Lettings Continued)

Proposal: H.009799.6 EBR MISS E BANK MULTI-USE PATH, PHASE 3

Local Public Agency project

DBE Goal: 4%

Specbook: 2006

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

Description of work: grading, class ii base course, asphalt concrete pavement, portland cement concrete pavement, and related work.

Parish(es): East Baton Rouge

Federal Number: H009799

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

Construction Proposal Documents

Proposal: H.010060.6 BLANCHARD FURRH ROAD BRIDGE OVER CHOCTAW BAYOU

DBE Goal: 8%

Specbook: 2006

Description of work: clearing and grubbing, grading, removal of bridge, class ii base course, superpave asphaltic concrete pavement, precast concrete piles, concrete slab span bridge, and related work.

Parish(es): Caddo

Federal Number: H010060

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

Construction Proposal Documents

Proposal: H.010243.6 LA 26: 0.08 MI N HOSPITAL DR - W RACCA RD

DBE Goal: 7%

Specbook: 2016

Description of work: grading, drainage structures, milling asphalt pavement, pavement patching, pavement widening, asphalt concrete pavement, portland cement concrete pavement, loop detector, and related work.

Parish(es): Jefferson Davis

Route(s): LA 26

Federal Number: H010243

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

Construction Proposal Documents

Proposal: H.010625.6 PEA RIDGE ROAD BRIDGE & JOHN BARBER ROAD BRIDGE

DBE Goal: 10%

Specbook: 2006

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

Description of work: clearing and grubbing, drainage structures, class ii base course, asphalt concrete pavement, precast concrete piles, concrete approach slabs, concrete slab span bridge, and related work.

Parish(es): Livingston

Federal Number: H010625

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

Construction Proposal Documents

(Lettings Continued)**Proposal: H.010640.6 LA 3038 (CORNERVIEW):
REHAB & TURN LANE**

DBE Goal: 13%

OJT Goal: 1 Trainees

Specbook: 2016

09/14/2017 - added to the letting of October 11, 2017.

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

Parish(es): Ascension

Route(s): LA 3038

Federal Number: H010640

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

Construction Proposal Documents

**Proposal: H.010660.6 TUCKER RD/DYER RD/
DENHAM RD BRIDGES**

DBE Goal: 10%

OJT Goal: 1 Trainees

Specbook: 2006

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

Description of work: clearing and grubbing, removal of bridges, grading, class ii base course, asphalt concrete pavement, drainage structures, precast concrete piles, cast in place concrete slab span bridges, and related work.

Parish(es): East Baton Rouge

Federal Number: H010660

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

Construction Proposal Documents

**Proposal: H.011189.6 LA 1026: ROUNDABOUT @
DUNN ROAD**

DBE Goal: 14%

Specbook: 2016

Description of work: clearing and grubbing, grading, drainage structures, milling asphalt concrete, class ii base course, lime treatment, asphalt concrete pavement, portland cement concrete pavement, and related work.

Parish(es): Livingston

Route(s): LA 1026

Federal Number: H011189

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

Construction Proposal Documents

**Proposal: H.011544.6 ROZENA AND BILLEAUX
ROAD BRIDGES**

DBE Goal: 7%

Specbook: 2006

Description of work: clearing and grubbing, grading, class ii base course, drainage structures, superpave asphaltic concrete pavement, precast concrete piles, precast prestressed concrete girder spans bridge, precast reinforced concrete box culverts, and related work.

Parish(es): St. Landry

Federal Number: H011544

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

Construction Proposal Documents

(Lettings Continued)

Proposal: H.011939.6 LA 22: LA 16 - CHINQUA-PIN BRIDGE

OJT Goal: 2 Trainees

Specbook: 2016

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

Parish(es): Livingston

Route(s): LA 22

Federal Number: H011939

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

Construction Proposal Documents

Proposal: H.012107.6 LA 105: ST LANDRY PARISH LINE TO LA 1183

DBE Goal: 2%

OJT Goal: 2 Trainees

Specbook: 2016

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

Parish(es): Avoyelles

Route(s): LA 105

Federal Number: H012107

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

Construction Proposal Documents

Proposal: H.012189.6 LA 99: LA 102 - US 190

Specbook: 2016

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

Parish(es): Jefferson Davis

Route(s): LA 99

Federal Number: H012189

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

Construction Proposal Documents

Proposal: H.012564.6 US 61: IMPROVEMENTS @ E HARDING & ORMOND

DBE Goal: 10%

Specbook: 2016

Description of work: grading, milling asphalt concrete, asphalt concrete pavement, loop detectors, and related work.

Parish(es): St. Charles

Route(s): US 61

Federal Number: H012564

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

Construction Proposal Documents

(Lettings Continued)

Proposal: H.012634.6 I-10 SIGN TRUSS & CANTILEVER REPL (2 LOC)

SBE Goal: 4%

Specbook: 2016

Description of work: truss mounted signing and related work.

Parish(es): Calcasieu

Route(s): I-10

Federal Number: H012634

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

Construction Proposal Documents

Proposal: H.012803.6 LA 64 MAGNOLIA BRIDGE APPROACHES

SBE Goal: 5%

Specbook: 2016

Description of work: milling concrete pavement, latex modified concrete overlay, approach slabs, and related work.

Parish(es): East Baton Rouge; Livingston

Route(s): LA 64

Federal Number: H012803

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

Construction Proposal Documents

Proposal: H.012906.6 I-20: PAVEMENT MARKING REPLACEMENT V

DBE Goal: 4%

Specbook: 2016

09/14/2017 - added to the letting of October 11, 2017.

Description of work: raised pavement markers, pavement striping, and related work.

Parish(es): Bienville

Route(s): I-20

Federal Number: H012906

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

Construction Proposal Documents

Bid Results for the Letting of 9-13-2017

The CS-6AAA Form and Attachments for all DBE Goal Projects are due on Monday, September 18, 2017, 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.005733.6 (DBE Goal Project) US 190 SUPERSTREET

CLEARING AND GRUBBING, CLASS II BASE COURSE, LIME TREATMENT, DRAINAGE STRUCTURES, DRILLED SHAFT FOUNDATIONS, TRAFFIC SIGNALIZATION, MILLING ASPHALT PAVEMENT, ASPHALT CONCRETE PAVEMENT, PORTLAND CEMENT CONCRETE PAVEMENT, LANDSCAPING, AND RELATED WORK.

OJT Goal: 1 Trainees

Parish(es): St. Tammany

Route(s): US 190

Federal Number: 9910537

Estimated Construction Cost: \$7,860,302.01

Apparent Low Bidder:

Command Construction Industries LLC

3206 N TURNBULL DR

METAIRIE, LA 70002

(504)887-8795

\$9,169,117.44

H.007534.6 LIVONIA SIGNAGE ENHANCEMENT PROJECT

SIGNAGE (WITH OR WITHOUT INTERNAL LIGHTING), LANDSCAPING, IRRIGATION INSTALLATION AND RELATED WORK.

Parish(es): Pointe Coupee

Route(s): LA 411, LA 77, LA 78, LA 81, US 190

Federal Number: H007534

Estimated Construction Cost: \$130,111.51

Apparent Low Bidder:

Lamay Group, LLC

PO BOX 279

LIVONIA, LA 70755

(225)637-3141

\$156,099.25

H.008046.6 (DBE Goal Project) LA 3152: CLEARVIEW OPERATIONAL IMPROV.

GRADING, DRAINAGE STRUCTURES, MILLING ASPHALT CONCRETE, MILLING CONCRETE PAVEMENT, PAVEMENT PATCHING, CLASS II BASE COURSE, ASPHALT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): Jefferson

Route(s): LA 3152

Federal Number: H008046

Estimated Construction Cost: \$1,253,900.16

Apparent Low Bidder:

Barriere Construction Co., LLC

PO BOX 1576

BOUTTE, LA 70039

(985)785-7700

\$1,560,614.59

H.009575.6 (DBE Goal Project) I-20: TX S/L - 0.44 MI E OF MONKHOUSE DR.

MILLING ASPHALT CONCRETE, CLASS II BASE COURSE, LIME TREATMENT, PAVEMENT PATCHING, ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

OJT Goal: 1 Trainees

Parish(es): Caddo

Route(s): I-20

Federal Number: H009575

Estimated Construction Cost: \$16,324,440.97

Apparent Low Bidder:

Madden Contracting Co., LLC

PO BOX 856

MINDEN, LA 71058

(318)377-0928

\$17,204,196.66

(Bid Results Continued)

H.009639.6 (DBE Goal Project) LA 343: LA 342 - 1.0 MI N LA 342

CLEARING AND GRUBBING, DRAINAGE STRUCTURES, PAVEMENT PATCHING, CLASS II BASE COURSE, LIME TREATMENT, IN-PLACE CEMENT STABILIZED BASE COURSE, ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): Lafayette

Route(s): LA 343

Federal Number: H009639

Estimated Construction Cost: \$1,113,481.95

Apparent Low Bidder:

Diamond B Construction Co., L.L.C.

PO BOX 7618

ALEXANDRIA, LA 71306

(318)427-1300

\$976,039.33

H.010214.6 (DBE Goal Project) US 71: LA 10 - AVOYELLES P/L

DRAINAGE STRUCTURES, LIME TREATMENT, IN-PLACE CEMENT STABILIZED BASE COURSE, PAVEMENT PATCHING, MILLING ASPHALT PAVEMENT, ASPHALT SURFACE TREATMENT, ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

OJT Goal: 3 Trainees

Parish(es): St. Landry

Route(s): US 71

Federal Number: H010214

Estimated Construction Cost: \$8,435,526.75

Apparent Low Bidder:

Diamond B Construction Co., L.L.C.

PO BOX 7618

ALEXANDRIA, LA 71306

(318)427-1300

\$5,972,273.48

H.010290.6 LA 796: LA 508 TO LA 155

DRAINAGE STRUCTURES, MILLING ASPHALT CONCRETE, IN-PLACE CEMENT TREATED BASE COURSE, ASPHALT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): Bienville

Route(s): LA 796

Federal Number: H010290

Estimated Construction Cost: \$1,532,056.82

Apparent Low Bidder:

Madden Contracting Co., LLC

PO BOX 856

MINDEN, LA 71058

(318)377-0928

\$1,516,630.14

H.010457.6 (DBE Goal Project) US 80: LA 133 TO US 425

CLEARING AND GRUBBING, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): Richland

Route(s): US 80

Federal Number: H010457

Estimated Construction Cost: \$3,864,474.00

Apparent Low Bidder:

D & J CONSTRUCTION CO., LLC

PO BOX 1889

WEST MONROE, LA 71294

(318)388-2764

\$2,705,785.62

(Bid Results Continued)

H.011276.6-R1 (DBE Goal Project) N.O. AIRPORT CONNECTOR ROAD
 CLEARING & GRUBBING, GRADING, NONPLASTIC EMBANKMENT (SAND) (SURCHARGE), CLASS II BASE COURSE, PORTLAND CEMENT CONCRETE PAVEMENT, ASPHALT CONCRETE PAVEMENT, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, DRAINAGE STRUCTURES, LIGHTING, TRAFFIC SIGNALIZATION, DRILLED SHAFT FOUNDATIONS, NOISE REDUCTION SYSTEMS, WATERLINES AND RELATED WORK.
 OJT Goal: 2 Trainees
 Parish(es): Jefferson
 Route(s): AIRPORT ACCESS RD., I-10 WB OFF RAMP, LOYOLA DR., VETERANS BLVD.
 Federal Number: H011276
 Estimated Construction Cost: \$6,826,576.05

Apparent Low Bidder:
 Barriere Construction Co., LLC
 1910 PETERS RD
 HARVEY, LA 70058
 (504)569-3182
 \$6,088,417.01

H.011295.6 (DBE Goal Project) LA 73 (GOVT ST) EAST BLVD - LOBDELL AVE
 CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, SUBGRADE TREATMENT, CLASS II BASE COURSE, ASPHALT CONCRETE PAVEMENT, CLEANING AND RESEALING EXISTING JOINTS, INCIDENTAL CONCRETE PAVEMENT, LANDSCAPING, TRAFFIC SIGNALIZATION, AND RELATED WORK.
 OJT Goal: 1 Trainees
 Parish(es): East Baton Rouge
 Route(s): LA 73
 Federal Number: H011295
 Estimated Construction Cost: \$11,248,289.15

Apparent Low Bidder:
 Barber Bros. Contracting Co., L.L.C

PO BOX 66296
 BATON ROUGE, LA 70896
 (225)355-5611
 \$11,724,721.80

H.011421.6 (DBE Goal Project) LA 3032: LT TURN LANES AT CAMILLA DR
 GRADING, DRAINAGE STRUCTURES, LIME TREATMENT, CLASS II BASE COURSE, PORTLAND CEMENT CONCRETE PAVEMENT, DRILLED SHAFT FOUNDATIONS, TRAFFIC SIGNALIZATION, AND RELATED WORK.
 Parish(es): Caddo
 Route(s): LA 3032
 Federal Number: H011421
 Estimated Construction Cost: \$958,879.39

Apparent Low Bidder:
 C W & W Contractors, Inc.
 PO BOX 466
 SIBLEY, LA 71073
 (318)377-4823
 \$1,131,137.39

H.011754.6 (DBE Goal Project) CITY OF ALEXANDRIA STREET IMPROVEMENTS PHASE 2
 GRADING, PAVEMENT PATCHING, CLASS II BASE COURSE (STONE), AND RELATED WORK.
 OJT Goal: 0 Hours
 Parish(es): Rapides
 Federal Number: H011754
 Estimated Construction Cost: \$4,114,927.90

Apparent Low Bidder:
 Progressive Construction Co., LLC
 PO BOX 11594
 ALEXANDRIA, LA 71315-1594
 (318)473-9522
 \$2,499,649.66

(Bid Results Continued)**H.011766.6 (DBE Goal Project) BRIDGE****REPAIRS-BEARING REHAB DECK JNT SPALL, &
CLEAN & PAINT**

CLEANING AND PAINTING, PRECAST PRESTRESSED
CONCRETE GIRDER SPANS BRIDGE, BRIDGE
REPAIRS AND RELATED WORK.

Parish(es): District 05

Route(s): I-20, LA 145, US 165, LA 546, LA 151

Federal Number: H011766

Estimated Construction Cost: \$13,699,635.00

Apparent Low Bidder:

SOUTHERN ROAD & BRIDGE, LLC

715 WESLEY AVENUE

TARPON SPRINGS, FL 34689

(727)940-5395

\$10,951,675.90

H.011790.6-R1 (DBE Goal Project) RIVER ROAD**NORTH OVERLAY**

CLEARING AND GRUBBING, PAVEMENT PATCHING,
ASPHALTIC CONCRETE OVERLAY, MILLING
ASPHALTIC CONCRETE AND RELATED WORK.

Parish(es): Livingston

Federal Number: H011790

Estimated Construction Cost: \$708,168.50

Apparent Low Bidder:

Diamond B Construction Co., L.L.C.

PO BOX 7618

ALEXANDRIA, LA 71306

(318)427-1300

\$595,703.01

H.011926.6 (DBE Goal Project) I-10 & I-59: MEDIAN**CABLE BARRIER**

GRADING, HIGH TENSION CABLE BARRIER,
CONCRETE STRIP, AND RELATED WORK.

OJT Goal: 3 Trainees

Parish(es): St. Tammany

Route(s): I-10, I-59

Federal Number: H011926

Estimated Construction Cost: \$3,599,960.60

Apparent Low Bidder:

Command Construction Industries LLC

3206 N TURNBULL DR

METAIRIE, LA 70002

(504)887-8795

\$2,777,777.00

H.012101.6 (SBE Goal Project) LA 530: LA 1 TO LA 538

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

Parish(es): Caddo

Route(s): LA 530

Federal Number: H012101

Estimated Construction Cost: \$298,258.13

Apparent Low Bidder:

Benton & Brown, LLC.

5626 HWY. 528

MINDEN, LA 71055

(318)377-8720

\$238,714.84

H.012124.6 (DBE Goal Project) DISTRICT 04:**DISTRICTWIDE AST**

MILLING ASPHALT PAVEMENT, PAVEMENT
PATCHING, ASPHALT SURFACE TREATMENT, THIN
ASPHALT CONCRETE, AND RELATED ITEMS.

OJT Goal: 2 Trainees

Parish(es): Bossier, Caddo, Desoto

Route(s): LA 157, LA 169, LA 175, LA 538

Federal Number: H012124

Estimated Construction Cost: \$834,771.97

Apparent Low Bidder:

BRUDD CONSTRUCTION CO., LLC

PO BOX 729

SIMMESPORT, LA 71369

(318)941-2212

\$1,066,407.38

(Bid Results Continued)

H.012155.6 (SBE Goal Project) LA 1231-2: CROSS DRAIN REPLACE (WF)
DRAINAGE STRUCTURES, PAVEMENT PATCHING, AND RELATED WORK.

Parish(es): Winn

Route(s): LA 1231-2

Federal Number: H012155

Estimated Construction Cost: \$150,730.66

Apparent Low Bidder:

RMK Construction Company LLC

4278 HWY 113

SUGARTOWN, LA 70662

(337)328-7505

\$155,505.40

H.012162.6 (DBE Goal Project) US 11: FLOODWALL - IST IRISH BAYOU BR
MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): Orleans

Route(s): US 11

Federal Number: H012162

Estimated Construction Cost: \$568,488.35

Apparent Low Bidder:

Barber Bros. Contracting Co., L.L.C

PO BOX 66296

BATON ROUGE, LA 70896

(225)355-5611

\$439,917.98

H.012555.6 (DBE Goal Project) LA 367: LA 370 - US 190
MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, THIN ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): Acadia, St. Landry

Route(s): LA 367

Federal Number: H012555

Estimated Construction Cost: \$614,122.52

Apparent Low Bidder:

Prairie Contractors Inc.

PO BOX 1530

OPELOUSAS, LA 70571-1530

(337)948-3229

\$575,386.42

H.012583.6 (DBE Goal Project) LA 377: LA 26 - LA 112
MICRO-SURFACING ASPHALT PAVEMENT AND RELATED WORK.

Parish(es): Allen

Route(s): LA 377

Federal Number: H012583

Estimated Construction Cost: \$527,267.08

Apparent Low Bidder:

BRUDD CONSTRUCTION CO., LLC

PO BOX 729

SIMMESPORT, LA 71369

(318)941-2212

\$591,095.01

H.012584.6 (SBE Goal Project) LA 397: LINCOLN RD - LA 14

MICRO-SURFACING AGGREGATE, MICRO-SURFACING ASPHALT AND RELATED WORK.

Parish(es): Beauregard

Route(s): LA 397

Federal Number: H012584

Estimated Construction Cost: \$327,574.30

Apparent Low Bidder:

BRUDD CONSTRUCTION CO., LLC

PO BOX 729

SIMMESPORT, LA 71369

(318)941-2212

\$363,693.98

(Bid Results Continued)

H.012840.6 (DBE Goal Project) LA 19: I-110 - S CANAL BAYOU

GRADING, DRAINAGE STRUCTURES, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, ASPHALT CONCRETE OVERLAY, PORTLAND CEMENT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): East Baton Rouge

Route(s): LA 19

Federal Number: H012840

Estimated Construction Cost: \$3,286,607.96

Apparent Low Bidder:

Barriere Construction Co., LLC

12601 Scenic Highway

BATON ROUGE, LA 70807

(225)753-1121

\$2,588,844.11

H.012904.6 (SBE Goal Project) I-610: PAVEMENT MARKING REPLACEMENT I

RAISED PAVEMENT MARKERS, PLASTIC PAVEMENT STRIPING, AND RELATED WORK.

Parish(es): Orleans

Route(s): I-610

Federal Number: H012904

Estimated Construction Cost: \$321,100.00

Apparent Low Bidder:

Southern Synergy LLC

1105 BERT STREET

LAPLACE, LA 70068

(985)359-9953

\$193,159.00

H.012905.6 (DBE Goal Project) I-49: PAVEMENT MARKING REPLACEMENT III

REMOVAL AND REPLACEMENT OF PAVEMENT MARKINGS.

Parish(es): St. Landry

Route(s): I-49

Federal Number: H012905

Estimated Construction Cost: \$915,000.00

Apparent Low Bidder:

Stripe-A-Zone-LA, LLC

24306 HWY 190

Robert, LA 70455

(469)644-8232

\$484,899.20

FEATURED FIRM



4600 Sherwood Common Blvd., Ste. 301
Baton Rouge, LA 70816

Post Office Box 41172
Baton Rouge, LA 70835

o 225.663.6878 f 225.771.8503
info@octagonmedia8.com
www.octagonmedia8.com



Proud owner of Octagon Media, a full-service advertising agency in Baton Rouge, LA, Maranda White believes it is important to support not only local businesses, but other DBEs in the Baton Rouge area to promote success and economic growth.

After spending nearly 18 years working in the advertising field for some of world's top agencies, White decided to open her own agency, named Octagon: a symbol of regeneration, rebirth, transition and new beginnings. Being a young woman of color, the world rarely laid out a pristine path to success for her, but Maranda was a trail-blazer.

With many local DBEs becoming White's first clients, she has grown her clientele list from a few to many in the seven years Octagon Media has been open. From mom-and-pop shops to corporate giants, White and her team do it all. Octagon Media works with notable

Baton Rouge clients including the Raising Cane's River Center, YMCA of the Capitol Area, the City of Baton Rouge, Special Olympics and the Louisiana Department of Health (to name a few).

With an entirely female team of born and bred Louisianan's, working for clients that help to keep our state beautiful is something the Octagon Media team feels passionate about. They've worked with multiple construction and environmental companies, including Baum Environmental, The Luster Group, Louisiana Waste System and Louisiana Department of Environmental Quality (DEQ), on marketing and communication campaigns.

Octagon Media is a full-service advertising agency and marketing firm based in Baton Rouge. Whether your company is looking for updated business cards and brochures, a stunning website to bring in new business or need to re-brand with a fresh logo, Octagon Media can do it all. The team of experience advertising professionals pride themselves on fighting to make sure their clients stand out and get knockout results.

Visit <https://www.octagonmedia8.com> or call (225) 663-6878

FEATURED FIRM



Native Ohoyo Construction, LLC is a licensed, DBE/SBE, independently, Native American woman owned company. We specialize in earthwork, drainage, clearing, grubbing/snagging and levee trucking. We also haul gravel, asphalt and limestone.

Owner: Tangee Durke
10901 Agnes Plantation Road
Abbeville, LA 70510
Phone 337-303-5537

Nativeohoyoconstruction@gmail.com

Newly DBE Certified Firms

Firm Name	OWNER'S NAME	PHONE #	EMAIL ADDRESS
Hudson & Associates	Sheila Hudson	(314)768-3600	jcbrown@hudson-associatesllc.com
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A&J Steel Reinforcing Services	Antoinette Greenlee	(903)454-2096	nmrebar@gmail.com
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What can SJB Group do for YOU?

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

- By **preparing company business cards, profile sheets**, and providing information on recommended target areas for your marketing efforts.
- By acting as a **liaison between the DBE Contractor and Prime Contractor** for project information, and in problems occurring on the jobsite.
- By informing of **upcoming 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.