



# Disadvantaged Business Enterprises

August 2016 Newsletter

## Gov. Edwards, DOTD, Officials Highlight \$60 Million Transportation Project

LAFAYETTE -- Today, Gov. John Bel Edwards joined Louisiana Department of Transportation and Development (DOTD) Secretary Shawn Wilson and local elected officials to highlight a major transportation project set to begin between the I-10/I-49 interchange and the Atchafalaya Basin Bridge. Last month, the U.S. Department of Transportation (DOT) awarded a \$60 million FASTLANE grant to the state of Louisiana to partially fund the project. The award was made based on an application by the Edwards administration.



"I am committed to improving our state's infrastructure to support Louisiana's growing economy, and that starts by bringing our federal tax dollars home," said Gov. Edwards. "For too long, infrastructure needs in this state have been ignored, but by partnering with state, local and federal officials, we can make a real impact on the lives of our citizens. I'm proud of the application we've put together to receive this financial support, and I am looking forward to moving projects along all across this state."

"Being one of 18 FASTLANE grants recipients in the nation is a validation that Louisiana's new multimodal transportation policy is delivering real projects," said Dr. Wilson. "This is further evidence that DOTD can deliver transformative infrastructure projects that make a difference for communities and our economy with the necessary resources. However, we cannot just rely on one-time federal funds to maintain and build the system we deserve."

"Louisiana can't build a thriving twenty-first century economy on crumbling roads and highways," said Rep. Charles Boustany. "The I-10 corridor supports Louisiana jobs and economic activity from large industries to small businesses. That's why this funding is vitally important. I'm proud to work together with state and local officials to ensure I-10 continues to be a main artery of commerce across Louisiana and the Southern United States."

"The intersection of I-49 and I-10 through Lafayette is a critical commercial corridor for the country and our state," said Lafayette City-Parish President Joel Robideaux. "This investment is forward-thinking rather than reactionary. It anticipates and addresses future infrastructure needs. Lafayette is and always will be an enthusiastic partner with state and federal government on infrastructure projects. I thank Gov. Edwards for his leadership in securing these much needed funds. I urge all elected officials to rally behind his call for improving our roadways. The economic viability of our state depends on it."

"We are very excited to be a part of this FASTLANE award grant. Infrastructure is a key component to economic development and the growth of a community," said Guy Cormier, St. Martin Parish President. "St. Martin Parish, and all of Acadiana, will benefit tremendously from these improvements, and we look forward to working with the state to help move this project forward."



### Contact:

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



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(Featured Article Continued)

This project will improve a portion of the interstate system that carried 120 million tons of freight worth \$204 billion in 2015. The entire I-10 corridor is experiencing tremendous growth, but this is the most competitive section given the federal grant requirements. Traffic counts from 2016 indicate that more than 33 percent of all vehicles traveling on this portion of I-10 are freight related. Future freight flows are expected to grow by 55 percent, and the value of the freight will grow to an estimated \$435.3 million. The entire project is estimated to cost more than \$300 million.

"I am excited for the start of this great project that will go through House District 44 and have a great impact on the Acadiana region," **said State Rep. Vincent Pierre**. "I am greatly appreciative for the hardwork that Gov. Edwards and Secretary Wilson exhibited to secure these funds."

"What a great expression of leadership by Gov. Edwards," **said State Sen. Gerald Boudreaux**. "Because of his commitment to developing a relationship with President Obama and the federal government, we are the beneficiaries of a \$60 million dollar project. This project comes at the right time to stimulate our economy."

In April, the Edwards administration [formally submitted an application](#) for the federal transportation grant, following through with a commitment from Gov. Edwards to bring federal dollars back to Louisiana to reinvest in infrastructure.

By investing in this project, the state will now have the ability to dedicate available funds to advance other infrastructure projects. Gov. Edwards [announced the award in July](#), outlining various projects that would progress in Louisiana.

In addition, in June 2016, Gov. Edwards [announced the creation of the Task Force on Transportation Infrastructure Investment](#). The task force will make recommendations to Gov. Edwards to improve infrastructure in the state.

The duties of the task force include:

- Research, identify, and make specific actionable recommendations for achieving sufficient increased levels of recurring funding to address the transportation backlog in highway and bridge maintenance needs in Louisiana.
- Research, identify, and make specific actionable recommendations to be introduced in 2017 to fund a robust, multimodal construction program to address immediate needs that preserve the state's investments in infrastructure and build "megaprojects" included in the Louisiana Statewide Transportation Plan, Priority A and Priority B.

— From the [Office of the Governor of the State of Louisiana](#)



Dear DBE Firm:

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

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Email: \_\_\_\_\_

Business Phone No.: \_\_\_\_\_ Specialty Areas: \_\_\_\_\_

Do you actively quote LA DOTD projects? Yes  No

If not, why? \_\_\_\_\_

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

Are you interested in becoming a prime contractor? Yes  No

Have you ever received a LA DOTD job? Yes  No

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

If not, why: \_\_\_\_\_

Are there any barriers you see to quoting LA DOTD jobs? Yes  No

If yes, please explain: \_\_\_\_\_

If barriers listed, what do you see as ways to overcome those barriers?  
\_\_\_\_\_

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

**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

**Contract Compliance**

- Hardware/Software

**Please complete and return to SJB Group, LLC**

**Email: [jackie.desbordes@sibgroup.com](mailto:jackie.desbordes@sibgroup.com)**

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

**Fax: 225-769-3596**

# OSHA Safety Article: Occupational Noise Exposure

Every year, approximately 30 million people in the United States are occupationally exposed to hazardous noise. Noise-related hearing loss has been listed as one of the most prevalent occupational health concerns in the United States for more than 25 years. Thousands of workers every year suffer from preventable hearing loss due to high workplace noise levels. Since 2004, the Bureau of Labor Statistics has reported that nearly 125,000 workers have suffered significant, permanent hearing loss. In 2009 alone, BLS reported more than 21,000 hearing loss cases.

Exposure to high levels of noise can cause permanent hearing loss. Neither surgery nor a hearing aid can help correct this type of hearing loss. Short term exposure to loud noise can also cause a temporary change in hearing (your ears may feel stuffed up) or a ringing in your ears (tinnitus). These short-term problems may go away within a few minutes or hours after leaving the noisy area. However, repeated exposures to loud noise can lead to permanent tinnitus and/or hearing loss.

Loud noise can also create physical and psychological stress, reduce productivity, interfere with communication and concentration, and contribute to workplace accidents and injuries by making it difficult to hear warning signals. Noise-induced hearing loss limits your ability to hear high frequency sounds, understand speech, and seriously impairs your ability to communicate. The effects of hearing loss can be profound, as hearing loss can interfere with your ability to enjoy socializing with friends, playing with your children or grandchildren, or participating in other social activities you enjoy, and can lead to psychological and social isolation.

## What are the warning signs that your workplace may be too noisy?

Noise may be a problem in your workplace if:

- You hear ringing or humming in your ears when you leave work.
- You have to shout to be heard by a coworker an arm's length away.
- You experience temporary hearing loss when leaving work.

## What can be done to reduce the hazard from noise?

Noise controls are the first line of defense against excessive noise exposure. The use of these controls should aim to reduce the hazardous exposure to the point where the risk to hearing is eliminated or minimized. With the reduction of even a few decibels, the hazard to hearing is reduced, communication is improved, and noise-related annoyance is reduced. There are several ways to control and reduce worker exposure to noise in a workplace.

**Engineering controls** that reduce sound exposure levels are available and technologically feasible for most noise sources. Engineering controls involve modifying or replacing equipment, or making related physical changes at the noise source or along the transmission path to reduce the noise level at the worker's ear. In some instances the application of a relatively simple engineering noise control solution reduces the noise hazard to the extent that further requirements of the [OSHA Noise Standard](#) (e.g., audiometric testing (hearing tests), hearing conservation program, provision of hearing protectors, etc...) are not necessary. Examples of inexpensive, effective engineering controls include some of the following:

- Choose low-noise tools and machinery (e.g., [Buy Quiet Roadmap](#) (NASA)).
- Maintain and lubricate machinery and equipment (e.g., oil bearings).
- Place a barrier between the noise source and employee (e.g., sound walls or curtains).
- Enclose or isolate the noise source.

(OSHA Safety Article Continued)

## Examples of Engineering

**Administrative controls** are changes in the workplace that reduce or eliminate the worker exposure to noise. Examples include:

- Operating noisy machines during shifts when fewer people are exposed.
- Limiting the amount of time a person spends at a noise source.
- Providing quiet areas where workers can gain relief from hazardous noise sources (e.g., construct a sound proof room where workers' hearing can recover – depending upon their individual noise level and duration of exposure, and time spent in the quiet area).
- Restricting worker presence to a suitable distance away from noisy equipment.
- Controlling noise exposure through distance is often an effective, yet simple and inexpensive administrative control. This control may be applicable when workers are present but are not actually working with a noise source or equipment. Increasing the distance between the noise source and the worker, reduces their exposure. In open space, for every doubling of the distance between the source of noise and the worker, the noise is decreased by 6 dBA.

**Hearing protection devices (HPDs)**, such as earmuffs and plugs, are considered an acceptable but less desirable option to control exposures to noise and are generally used during the time necessary to implement engineering or administrative controls, when such controls are not feasible, or when worker's hearing tests indicate significant hearing damage.

An **effective hearing conservation program** must be implemented by employers in general industry whenever worker noise exposure is equal to or greater than 85 dBA for an 8 hour exposure or in the construction industry when exposures exceed 90 dBA for an 8 hour exposure. This program strives to prevent initial occupational hearing loss, preserve and protect remaining hearing, and equip workers with the knowledge and hearing protection devices necessary to protect them. Key elements of an [effective hearing conservation program](#) include:

- Workplace noise sampling including personal noise monitoring which identifies which employees are at risk from hazardous levels of noise.
- Informing workers at risk from hazardous levels of noise exposure of the results of their noise monitoring.
- Providing affected workers or their authorized representatives with an opportunity to observe any noise measurements conducted.
- Maintaining a worker audiometric testing program (hearing tests) which is a professional evaluation of the health effects of noise upon individual worker's hearing.
- Implementing comprehensive hearing protection follow-up procedures for workers who show a loss of hearing (standard threshold shift) after completing baseline (first) and yearly audiometric testing.
- Proper selection of hearing protection based upon individual fit and manufacturer's quality testing indicating the likely protection that they will provide to a properly trained wearer.
- Evaluate the hearing protectors attenuation and effectiveness for the specific workplace noise.
- Training and information that ensures the workers are aware of the hazard from excessive noise exposures and how to properly use the protective equipment that has been provided.
- Data management of and worker access to records regarding monitoring and noise sampling.
- Each of these elements is critical to ensure that workers are being protected where noise levels are unable to be reduced below the OSHA required levels.

For additional information on occupational noise exposure and to view this article in its entirety, visit the OSHA website at [www.osha.gov](http://www.osha.gov).

# Events & Workshops

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

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

### On Demand

#### Five Steps to Secure Financing

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: Mike Pennison, Senior Business Consultant

Location: **Online**

Fee: \$ 25.00

#### Create a Winning Sales Strategy

On Demand, available until September 30

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.

Speaker: Presented by Erik Waters, Business Consultant

Location: **Online**

Fee: \$ 25.00

#### How to Start a Business

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: **Online**

Fee: \$ 25.00

### September

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

Tuesday, September 06, 2016 9:00 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](#)

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

Tuesday, September 06, 2016 3:00 PM to 5:00 PM

**(Events & Workshops Continued)**

Topic: Start-up Assistance

Do it right! Proper licenses and permits are strictly necessary to operate a business legally in today's world. This seminar will show you how to obtain tax ID numbers, permits, and licenses to ensure that you are compliant with local and state laws. During the session, we will examine the differences between "C" and "S" Corporations, sole proprietorships, partnerships, and LLC's. Elements that business structures are based on are also discussed such as Taxes, Ownership, Responsibility, Control, Risk, Operations, and Employee Requirements. Other seminar benefits include: - Advantages & Disadvantages of each Legal Structure - Legal Structure Quiz - Filing Forms for Selecting an Organizational Structure are Provided

Speaker: Ron Markham, LSBDC Business Consultant

Location: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#)

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

Wednesday, September 07, 2016 2:30 PM to 4:30 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 recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics of discussion will include entrepreneurship readiness, writing a business plan, sources of funds for start-up and expansion, and small business resources.

Speaker: Phillip Russo, Consultant, LSBDC at UL Lafayette

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

**[Accounting Basics for Business Owners](#) [Register](#)**

Wednesday, September 07, 2016 3:00 PM to 6:00 PM

Topic: Business Accounting

Accounting software is a must for all business owners for monitoring their business' financial performance. It puts the answers right at your fingertips in reports and

graphs that may look great but are a mystery as to what they really mean and just how you got there. Understanding the rules and language of accounting makes using the software a lot less challenging and gives you more for your investment, saving you time and money... In this 4 hour, hands-on session you will learn: Double-entry accounting and what it means in your business, How Debits and Credits work, and the CPA template that eliminates errors, The steps required to record inventory purchases, The steps required to record inventory sales accurately, The # 1 reason why loan balances are wrong on your financial statements, The difference between the income statement (profit & loss statement) and the Balance Sheet, Why the cash account never matches profit, The difference between cash and Income, Why credit card balances show negative on your Balance Sheet, and how to eliminate this error, The # 1 tax deduction that most people forget! Consider this course if you are a) thinking of purchasing accounting software or, b) have accounting software but having problems creating accurate reports. This course will provide you with an understanding of basic accounting for small businesses and give you what you need before investing your time and money in accounting software. This course is recommended for those unfamiliar with QuickBooks who plan on taking the QuickBooks 1.0, 2.0 and 3.0 seminars to increase their QuickBooks skills.

Speaker: Richard Melancon, CPA

Location: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#)

**[Business Plan Writing](#) [Register](#)**

Thursday, September 08, 2016 10:00 AM to 12:00 PM

Topic: Start-up Assistance

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

**(Events & Workshops Continued)**

Projections

Speaker: Mike Pennison

Location: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#)

**[Accounting Basics for Business Owners](#) [Register](#)**

Thursday, September 08, 2016 3:00 PM to 6:00 PM

Topic: Business Accounting

Accounting software is a must for all business owners for monitoring their business' financial performance. It puts the answers right at your fingertips in reports and graphs that may look great but are a mystery as to what they really mean and just how you got there. Understanding the rules and language of accounting makes using the software a lot less challenging and gives you more for your investment, saving you time and money... In this 4 hour, hands-on session you will learn: Double-entry accounting and what it means in your business, How Debits and Credits work, and the CPA template that eliminates errors, The steps required to record inventory purchases, The steps required to record inventory sales accurately, The # 1 reason why loan balances are wrong on your financial statements, The difference between the income statement (profit & loss statement) and the Balance Sheet, Why the cash account never matches profit, The difference between cash and Income, Why credit card balances show negative on your Balance Sheet, and how to eliminate this error, The # 1 tax deduction that most people forget! Consider this course if you are a) thinking of purchasing accounting software or, b) have accounting software but having problems creating accurate reports. This course will provide you with an understanding of basic accounting for small businesses and give you what you need before investing your time and money in accounting software. This course is recommended for those unfamiliar with QuickBooks who plan on taking the QuickBooks 1.0, 2.0 and 3.0 seminars to increase their QuickBooks skills.

Speaker: Richard Melancon, CPA

Location: [Delgado Community College City Park Campus, H. Giles Martin Hall Room # 102](#)

Fee: \$ 65.00

**[SEBD Certification Workshop](#) [Register](#)**

Thursday, September 08, 2016 5:30 PM to 7:30 PM

Topic: Managing a Business

Learn how this valuable program can help you grow your business! Bring your Laptop to interact with the on line certification process. Benefits of SEBD Certification include: Business developmental assistance, entrepreneurial training, marketing, computer skills, accounting, business planning, industry-specific assistance

Speaker: Wayne Aucoin

Location: [South Central Louisiana Technical College: River Parishes Campus, St. John Parish Business Training Center, Reserve](#)

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

Friday, September 09, 2016 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!

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

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

Monday, September 12, 2016 9:00 AM to 12:00 PM

Topic: Start-up Assistance

Do it right! Proper licenses and permits are strictly necessary to operate a business legally in today's world. This seminar will show you how to obtain tax ID numbers, permits, and licenses to ensure that you are compliant with local and state laws. During the session, we will examine the differences between "C" and "S" Corporations, sole proprietorships, partnerships, and



**(Events & Workshops Continued)**

LLC's. Elements that business structures are based on are also discussed such as Taxes, Ownership, Responsibility, Control, Risk, Operations, and Employee Requirements. Other seminar benefits include: - Advantages & Disadvantages of each Legal Structure - Legal Structure Quiz - Filing Forms for Selecting an Organizational Structure are Provided

Speaker: Al Overman, LSBDC Business Consultant

Location: [Xavier University, Xavier South Rm 224, New Orleans, LA](#)

Fee: \$ 30.00

**[Doing Business with State & Quasi-State \(Cities/Parishes\) Government Agencies - Hammond](#) [Register](#)**

Tuesday, September 13, 2016 9:00 AM to 11:00 AM

Topic: Government Contracting

Topics of Discussion will include: Louisiana Economic Development Business Services - Overview and Hands On Registration -SEBD Program - Provides funds for developmental assistance, including entrepreneurial training, marketing, computer skills, accounting, legal and industry-specific assistance. - Hudson Initiative - Certification program offers greater access to purchasing and contracting opportunities at the state government level. -Veteran Initiative - Helps veteran-owned and service-connected disabled veteran-owned small businesses gain greater access to purchasing and contracting opportunities at the state level. -Bonding Assistance Program - The program will aid small construction companies in obtaining bid, payment and performance bonds needed to obtain work on substantial building projects Office of State Procurement -Methods of procurement -Types of state contracts -Vendor registration -Types of solicitations - How quasi state agencies buy via LaPac Louisiana PTAC -What is Louisiana PTAC -Disaster Contracting in State of Louisiana Emergencies

Speaker: Louisiana Economic Development Office of State Procurement Louisiana Procurement Technical Assistance Center

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

**[5 Steps to Secure Financing](#) [Register](#)**

Tuesday, September 13, 2016 9:30 AM to 12:30 PM

Topic: Financing and Capital

Identifying and securing the financing you need to grow your business can be a scary and difficult task when you don't know what to do. A winning funding proposal can make a huge difference between getting "No" and getting a "Yes"! In this seminar you will learn what you need and what to do before approaching a lender to finance your business's funding needs. When you know what a lender is looking for and the questions the lender needs answered, you will greatly improve your chances of obtaining the financing that your business needs to start, grow and expand! In this seminar, you will learn: · To identify and assess the financial needs of your business · To identify sources of capital · How to prepare the essential documents for a lender or investor · How to answer the key questions lenders ask You should attend this workshop if you are a business owner: · Who is seeking financing to start or expand their business · Who has been told by a lender to develop projections and a business plan before applying for the loan · Who has been declined for a loan by a bank

Speaker: Michael Pennison, Business Consultant

Location: [Gulf Coast Bank & Trust Harrison Ave Branch, Lakeview](#)

Fee: \$ 40.00

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

Tuesday, September 13, 2016 1:30 PM to 4:30 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

**(Events & Workshops Continued)**

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: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#)

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

Tuesday, September 13, 2016 3:00 PM to 5:00 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: Richard Melancon, CPA / Business Consultant

Location: [Xavier University, Xavier South Rm 224, New Orleans, LA](#)

**[Excel: Taking It A Step Further \\*Concordia, Vidalia](#) [Register](#)**

Wednesday, September 14, 2016 10:00 AM to 12:00 PM

Topic: Business Basics

Do you want to take your knowledge of Excel a step further? Make Excel work for you! This workshop is designed to teach you how to utilize the secret treasures of Excel to make calculating business practices easier. Learn additional functions and formulas, data collection tools, and macros.

Speaker: Barry Parker, LSBDC State Office

Location: [LSBDC at ULM Training Event, Concordia Parish Library - Vidalia Branch, Vidalia](#)

**[Digital Tools for Small Business](#)**

**[Marketing](#) [Register](#)**

Wednesday, September 14, 2016 5:00 PM to 7:00 PM

Topic: Not Set

Today's business owner needs tools that help them do things faster, more efficiently and with privacy and security. Combine this with consumers needs moving more and more to mobile, business solutions that incorporate technology and digital tools in the business model can remain competitive and take market share from those who don't. From websites, apps and online tools to software solutions like internet-based office software and cloud storage, digital is reshaping how business is done. Digital Tools for your business will provide an overview of common tools used to create an internet presence for your business and increase, measure and manage your internet marketing reach and social media presence. We will also provide an overview of apps for your phone, internet-based software solutions for your company and demonstrate why social media is important to your marketing mix.

Speaker: Erik David Waters, Business Consultant

Location: [Xavier University, Xavier South Rm 224, New Orleans, LA](#)

Fee: \$ 35.00

**[QuickBooks Advanced - Managing Your Business Through QuickBooks Reports](#) [Register](#)**

Thursday, September 15, 2016 3:00 PM to 6:00 PM

Topic: Business Accounting

This QuickBooks training class covers advanced features of QuickBooks. Students will learn how to • Customize forms • Create Users and Passwords • Design and Print Monthly Reports • Generate Company SnapShot to Quickly Review Operational Status • Understand Segregation of Duties related to Internal Accounting Controls. This course addresses topics that help Management access the accounting information that is useful in the decision-making process.

Speaker: Richard Melancon, CPA / Business Consultant

Location: [Xavier University, Xavier South Rm 224, New Orleans, LA](#)

**(Events & Workshops Continued)**

Fee: \$ 60.00

**[5 Steps to Secure Financing](#) [Register](#)**

Thursday, September 15, 2016 3:00 PM to 6:00 PM

Topic: Financing and Capital

Identifying and securing the financing you need to grow your business can be a daunting task. A winning funding proposal can make the difference between No and Yes! Learn what to do before approaching a lender. When you know what the lender is looking for and the questions the lender wants answered, you will improve your chances of obtaining the financing that your business needs. In this seminar, you will learn:

- To identify and assess the financial needs of your business
- To identify sources of capital
- How to prepare the essential documents for a lender or investor
- How to answer the key questions lenders ask

You should attend this workshop if you are a business owner:

- Who is seeking financing to start or expand their business
- Who has been told by a lender to develop projections and a business plan before applying for the loan
- Who has been declined for a loan by a bank

Speaker: Mike Pennison, Business Consultant

Location: [Terrebonne Parish Library NORTH BRANCH, Small Meeting Room, Gray, LA](#)

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

Thursday, September 15, 2016 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. There is no charge to attend the workshop, but pre-registration is requested.

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

**[Your Marketing May Be Designed To Fail... What](#)**

**[You Can Do About It - Hammond](#) [Register](#)**

Tuesday, September 20, 2016 9:00 AM to 11:00 AM

Topic: Marketing and Sales

In business it's not "If you build it, they will come". It's "when you build it, no one cares." Learn to create and deliver marketing that makes your potential customers care. Budgets, Strategy, Tactics...what you need to know to generate new customers for your business.

Speaker: Zed Williamson - Trackable Lead Generation & SCORE Northshore

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

**[Business Planning](#) [Register](#)**

Tuesday, September 20, 2016 10:00 AM to 1:00 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: Ron Markham Business Consultant

Location: [Xavier University, Xavier South Rm 224, New Orleans, LA](#)

Fee: \$ 35.00

**[Women-Owned Business Certification](#) [Register](#)**

Wednesday, September 21, 2016 10:00 AM to 12:00 PM

Topic: Government Contracting

Women-owned small businesses can begin taking

**(Events & Workshops Continued)**

steps to participate in the federal contracting program. At the end of this session, you will have a thorough understanding of the requirements for certification. For more information on Women-Owned Small Business Certification, visit [www.sba.gov/wosb](http://www.sba.gov/wosb).

Speaker: SBA

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

Receiving payments, • Create Vendors and Bills • Print Checks This class is most suited to daily use of QuickBooks to record transactions and maintain the business accounting system

Speaker: Richard Melancon, CPA / Business Consultant

Location: [Terrebonne Parish Library NORTH BRANCH, Large Meeting Room, Gray/Houma](#)

**[Branding Your Business On the Net: Branding, Social Media, SEO, Websites](#) [Register](#)**

Wednesday, September 21, 2016 4:00 PM to 7:00 PM

Topic: Marketing and Sales

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

Speaker: Erik Waters, Business Consultant

Location: [Xavier University, Xavier South Rm 224, New Orleans, LA](#)

Fee: \$ 35.00

**[QuickBooks for Beginners](#) [Register](#)**

Thursday, September 22, 2016 3:00 PM to 6:00 PM

Topic: Business Accounting

Learn the basic uses and features of QuickBooks including: • Setting up & Getting Started, • Print Forms/ Checks/Invoices • Create Bank Accounts • Receive Customer Payments • Creating Monthly Reports • Learn AP and AR • Create Customers and Invoices •

# Letting of 9/14/2016

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

Proposal: H.001838.6 LA 164: BOSSIER PARISH LINE - LA 163

DBE Goal: 4%

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

Parish(es): Webster

Route(s): LA 164

Federal Number: H001838

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

Construction Proposal Documents

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Proposal: H.006738.6-R1 KIDS ON THE MOVE! (PHASE III)

Local Public Agency project

SBE Goal: 4%

Description of work: sidewalks, signs, pavement markings, and related work.

Parish(es): Bossier

Federal Number: H006738

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

Construction Proposal Documents

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Proposal: H.007940.6-R1 BAYOU LAFOURCHE CUTOFF BRIDGE

DBE Goal: 12%

OJT Goal: 2 Trainees

Description of work: clearing and grubbing, grading, drainage structure, class ii base course, lime treatment, superpave asphaltic concrete pavement, precast concrete piles, precast prestressed concrete girder spans bridge, and related work.

Parish(es): Caldwell

Route(s): LA 847

Federal Number: H007940

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

Construction Proposal Documents

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Proposal: H.010169.6-R1 Kraemer Lift Bridge Mechanical Repairs

Description of work: movable bridge repairs

Parish(es): Lafourche

Route(s): LA 307

Federal Number: H010169

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

Construction Proposal Documents

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Proposal: H.010564.6-R1 PEARL STREET / LATERAL L-3

DBE Goal: 5%

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

Parish(es): Calcasieu

Federal Number: H010564

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

Construction Proposal Documents

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Proposal: H.010670.6 LA 27 & LA 1256: 0.97 MI S LA 1133 - I-10 INT

DBE Goal: 8%

OJT Goal: 1 Trainees

Description of work: clearing & grubbing, drainage structures, subgrade layer, cold planing asphaltic concrete, superpave asphaltic concrete pavement, and related work.

(Lettings Continued)

Parish(es): Calcasieu  
Route(s): LA 1256; LA 27  
Federal Number: H010670  
Estimated Construction Cost: \$7,500,000 to \$10,000,000  
Construction Proposal Documents

Proposal: H.011444.6 LA 308: TURN LANES AT TIGER DRIVE BRIDGE

SBE Goal: 4%

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, milling asphalt pavement, asphalt concrete, and related work.

Proposal: H.011230.6 LA 48: I-310 - ORMOND BLVD.

DBE Goal: 8%

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, milling asphalt pavement, pavement patching, asphalt concrete, and related work.

Parish(es): Lafourche

Route(s): LA 308

Federal Number: H011444

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

Construction Proposal Documents

Parish(es): St. Charles

Route(s): LA 48

Federal Number: H011230

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

Construction Proposal Documents

Proposal: H.011463.6 KENNER TRAFFIC SIGNALS UPGRADE

Local Public Agency project

SBE Goal: 4%

Description of work: treated timber piles, traffic signals, and related work.

Parish(es): Jefferson

Federal Number: H011463

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

Construction Proposal Documents

Proposal: H.011327.6 US 90: J-TURNS - ST. MARY PARISH

DBE Goal: 7%

OJT Goal: 3 Trainees

Description of work: grading, drainage structures, cold planing asphaltic concrete, pavement patching, class ii base course (stone), lime treatment, pavement widening, super-pave asphaltic concrete pavement, asphaltic concrete (sma), portland cement concrete pavement, drilled shaft foundations, traffic signalization, and related work.

Parish(es): St. Mary

Route(s): US 90

Federal Number: H011327

Estimated Construction Cost: \$15,000,000 to \$20,000,000

Construction Proposal Documents

# Bid Results for the Letting of 8/10/2016

The CS-6AAA Form and Attachments for all DBE Goal Projects are due on Tuesday, September 06, 2016, prepared and submitted as provided in the Proposal. Questions regarding the CS6AAA Form and Attachments can be directed to the Compliance Programs Office at 225-379-1382

H.002798.6 (DBE Goal Project) BAYOU TECHE BRIDGE (OAKLAWN)  
CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, CLASS II BASE COURSE, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, PRECAST CONCRETE PILES, TREATED TIMBER PILES, BRIDGE REPAIRS, AND RELATED WORK.

OJT Goal: 1 Trainees

Parish(es): St. Mary

Route(s): LA 323

Federal Number: H002798

Estimated Construction Cost: \$11,789,723.00

Apparent Low Bidder:

Shavers-Whittle Construction LLC

PO BOX 1448

MANDEVILLE, LA 70470

(985)626-7673

\$9,474,571.30

H.007259.6-R1 (DBE Goal Project) FLEUR DE LIS (30TH ST - OLD HAMMOND HWY)  
GRADING, DRAINAGE STRUCTURES CLASS II BASE COURSE, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, PORTLAND CEMENT CONCRETE PAVEMENT, AND RELATED WORK.

OJT Goal: 3 Trainees

Parish(es): Orleans

Federal Number: H007259

Estimated Construction Cost: \$18,280,178.22

Apparent Low Bidder:

Command Construction Industries LLC

3206 N TURNBULL DR

METAIRIE, LA 70002

(504)887-8795

\$11,897,413.10

H.008335.6 (DBE Goal Project) LA 91 DRAINAGE CANAL BRIDGE

CLEARING AND GRUBBING, GRADING, DRAINAGE

STRUCTURES, CLASS II BASE COURSE, LIME TREATMENT, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, PRECAST CONCRETE PILES, CAST-IN-PLACE CONCRETE SLAB SPAN BRIDGE, AND RELATED WORK.

Parish(es): St. Landry

Route(s): LA 91

Federal Number: H008335

Estimated Construction Cost: \$3,528,843.96

Apparent Low Bidder:

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

PO BOX 7618

ALEXANDRIA, LA 71306

(318)427-1300

\$2,998,704.50

H.009596.6 (DBE Goal Project) I-10 & I-12: ST.TAMMANY PARISH APPROACH SLAB REPAIRS  
MILLING CONCRETE PAVEMENT, ASPHALT CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): St. Tammany

Route(s): I-10, I-12

Federal Number: H009596

Estimated Construction Cost: \$757,425.00

Apparent Low Bidder:

Barriere Construction Co., LLC.

407 CC ROAD

FRANKLINTON, LA 70438

(985)795-8239

\$684,569.00

H.010720.6 (DBE Goal Project) I-12: LA 1088 INTCHG LIGHTING

LIGHTING, AND RELATED WORK.

OJT Goal: 1 Trainees

Parish(es): St. Tammany

Route(s): I-12

Federal Number: H010720

Estimated Construction Cost: \$983,324.00

**(Bid Results Continued)**

Apparent Low Bidder:  
Jack B. Harper Electrical LLC  
PO BOX 789  
WALKER, LA 70785  
(225)665-1414  
\$773,946.43

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H.011475.6 M/V New Roads Drydocking For 5 Year Exam  
Dry Docking, Inspection, Miscellaneous Steel Repairs, Painting and Related Work  
Parish(es): Statewide  
Federal Number: H011475  
Estimated Construction Cost: \$709,000.00

Apparent Low Bidder:  
Bollinger Quick Repair LLC  
615 DESTREHAN AVE.  
HARVEY, LA 70058  
(504)340-0621  
\$645,900.00

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H.011602.6 (DBE Goal Project) LA 577: 430' N NEW BOYS  
RD - JOES BAYOU RD  
CLEARING AND GRUBBING, GRADING, DRAINAGE  
STRUCTURES, COLD PLANING ASPHALTIC CONCRETE,  
PAVEMENT PATCHING, ASPHALTIC SURFACE TREAT-  
MENT, SUPERPAVE ASPHALTIC CONCRETE OVERLAY,  
AND RELATED WORK.  
OJT Goal: 1 Trainees  
Parish(es): Madison  
Route(s): LA 577  
Federal Number: H011602  
Estimated Construction Cost: \$4,621,678.45

Apparent Low Bidder:  
D & J CONSTRUCTION CO., LLC  
PO BOX 1889  
WEST MONROE, LA 71294  
(318)388-2764  
\$3,685,861.55

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H.011605.6 (DBE Goal Project) LA 585: LA 577 TO LA 2  
DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC  
CONCRETE, SUPERPAVE ASPHALTIC CONCRETE  
OVERLAY, PAVEMENT PATCHING, AND RELATED

WORK.  
Parish(es): West Carroll  
Route(s): LA 585  
Federal Number: H011605  
Estimated Construction Cost: \$2,152,212.10

Apparent Low Bidder:  
Diamond B Construction Co., L.L.C.  
PO BOX 7618  
ALEXANDRIA, LA 71306  
(318)427-1300  
\$2,180,506.80

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H.011740.6 (DBE Goal Project) WALNUT STREET (KCS  
RAILROAD CROSSING TO HUDSON LANE)  
DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC  
CONCRETE, PAVEMENT PATCHING, SUPERPAVE AS-  
PHALTIC CONCRETE OVERLAY, AND RELATED WORK.  
Parish(es): Ouachita  
Federal Number: H011740  
Estimated Construction Cost: \$893,880.80

Apparent Low Bidder:  
Forby Contracting, Inc.  
34363 SWEDE ALLEY  
HINCKLEY, MN 55037  
(320)384-6061  
\$815,001.50

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H.011957.6 (DBE Goal Project) DISTRICT 07 CONTROL-  
LER UPGRADE  
Traffic signalization and related work.  
Parish(es): Allen, Beauregard, Calcasieu  
Federal Number: H011957  
Estimated Construction Cost: \$696,486.00

Apparent Low Bidder:  
INTELLIGENT TRANS. SYSTEMS, LLC  
20405 HIGHLAND ROAD  
BATON ROUGE, LA 70817  
(225)603-8300  
\$630,715.80

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H.011958.6 (SBE Goal Project) DISTRICT 05 CONTROL-  
LER UPGRADE



**(Bid Results Continued)**

TRAFFIC SIGNALIZATION AND RELATED WORK.  
Parish(es): Lincoln, Morehouse, Ouachita, Richland  
Federal Number: H011958  
Estimated Construction Cost: \$489,320.00

Apparent Low Bidder:  
INTELLIGENT TRANS. SYSTEMS, LLC  
20405 HIGHLAND ROAD  
BATON ROUGE, LA 70817  
(225)603-8300  
\$447,591.91

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H.012090.6 (DBE Goal Project) LA 1208-3: LA 488 TO US 71

CLEANING AND RESEALING PAVEMENT JOINTS AND CRACKS, PATCHING PCC PAVEMENT, AND RELATED WORK.

Parish(es): Rapides  
Route(s): LA 1208-3  
Federal Number: H012090  
Estimated Construction Cost: \$963,407.90

Apparent Low Bidder:  
Progressive Construction Co., LLC  
PO BOX 11594  
ALEXANDRIA, LA 71315-1594  
(318)473-9522  
\$985,596.50

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H.012102.6 (DBE Goal Project) LA 424: LA 62 - LA 438  
MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING,  
THIN ASPHALTIC OVERLAY, AND RELATED WORK.

Parish(es): Washington  
Route(s): LA 424  
Federal Number: H012102  
Estimated Construction Cost: \$676,764.75

Apparent Low Bidder:  
Diamond B Construction Co., L.L.C.  
PO BOX 7618  
ALEXANDRIA, LA 71306  
(318)427-1300  
\$524,116.10

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H.012105.6 (DBE Goal Project) LA 23: HAPPY JACK- PORT

SULPHUR  
GRADING, DRAINAGE STRUCTURES, MILLING ASPHALT  
PAVEMENT, PAVEMENT PATCHING, CLASS II BASE  
COURSE, ASPHALT CONCRETE PAVEMENT, AND RE-  
LATED WORK.

Parish(es): Plaquemines  
Route(s): LA 23  
Federal Number: H012105  
Estimated Construction Cost: \$2,054,050.90

Apparent Low Bidder:  
Boh Bros. Construction Co., LLC.  
PO BOX 53266  
NEW ORLEANS, LA 70153  
(504)827-7616  
\$1,753,809.86

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H.012132.6 (DBE Goal Project) LA 152: CLAIBORNE P.L. - LA 151

CLEARING AND GRUBBING, GRADING, DRAINAGE  
STRUCTURES, COLD PLANING ASPHALTIC CONCRETE,  
SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND  
RELATED WORK.

Parish(es): Lincoln  
Route(s): LA 152  
Federal Number: H012132  
Estimated Construction Cost: \$1,841,314.26

Apparent Low Bidder:  
Madden Contracting Co., LLC  
PO BOX 856  
MINDEN, LA 71058  
(318)377-0928  
\$1,454,615.13

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H.012180.6 (DBE Goal Project) PCCP PATCHING: DIST 61  
DISTRICTWIDE

PAVEMENT PATCHING AND RELATED WORK.

Parish(es): East Baton Rouge  
Route(s): LA 3246, LA 37, LA 427, LA 964  
Federal Number: H012180  
Estimated Construction Cost: \$2,307,134.80

Apparent Low Bidder:  
COASTAL BRIDGE CO., L.L.C.  
PO BOX 14715

**(Bid Results Continued)**

BATON ROUGE, LA 70898  
(225)766-0244  
\$2,069,150.73

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H.012455.6 (SBE Goal Project) LA-22 BRIDGE AT L.M. 8.32  
APPROACH REPAIR  
Sheet Pile, Embankment, Approach Slab, Asphalt Concrete  
and Related Work  
Parish(es): Tangipahoa  
Route(s): LA 22  
Federal Number: H012455  
Estimated Construction Cost: \$343,682.00

Apparent Low Bidder:  
Industrial Enterprises, Inc.  
PO BOX 15414  
BATON ROUGE, LA 70895  
(225)927-6541  
\$376,581.68

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H.012463.6 LA 21 Box Culvert WingWall Repair  
Box Culvert WingWall Repair  
Parish(es): St. Tammany  
Federal Number: H012463  
Estimated Construction Cost: \$23,872.40

Apparent Low Bidder:  
K Construction, Inc.  
PO BOX 1342  
FOLSOM, LA 70437  
(985)796-3222  
\$20,035.00

## LA DOTD RFP Advertisements

Date	Project #	Document	Project Name	Parish(es)	Closing Date
07/29/2016	4400009327	<a href="#">Advertisement</a>	Retainer Contract For Intelligent Transportation Systems (ITS) Design And Implementation Services	Statewide	09/08/2016
07/29/2016	4400009424	<a href="#">Advertisement</a>	Retainer Contract For Bridge Instrumentation Services	Statewide	09/08/2016
07/29/2016	4400009424	<a href="#">Adden. No. 1</a>	Retainer Contract For Bridge Instrumentation Services	Statewide	09/08/2016
07/29/2016	4400009633	<a href="#">Advertisement</a>	Westdale Plantation Road / Bayou Pierre	Red River	09/08/2016
07/28/2016	4400009423	<a href="#">Advertisement</a>	Retainer Contract For Bridge Load Rating Services	Statewide	09/08/2016
07/28/2016	4400009423	<a href="#">Adden. No. 1</a>	Retainer Contract For Bridge Load Rating Services	Statewide	09/08/2016

## Featured DBE - Major Security Solutions



- Residential Burglar Alarms
- Commercial Burglar Alarms
- Carbon Monoxide Protection
- Video Surveillance
- GPS Tracking
- Intercom Systems
- Access Control
- Hold-up/Panic Button
- Glass Break Detectors
- Cellular Back-up Units
- Medical Alerts
- Property Perimeter Security
- Network Security

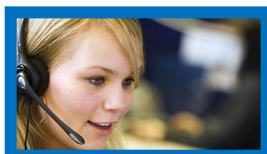
### MAJOR... YOUR TOTAL SECURITY SOLUTION

**Major Security Solutions** is dedicated to providing the highest level of service that not only meets, but exceeds our clients' needs. Our steady growth can be attributed to its management support and overall superior service, which is focused on exceeding every clients' expectations.

### WE'LL DESIGN YOUR SYSTEM... NOT JUST INSTALL IT

**Major Security Solutions** is fully prepared to design a security system customized to meet every client's specific needs or take over the monitoring for the existing system you currently have installed. At **Major**, we dedicate 100% to our client's satisfaction and provide competitive rates while still maintain the highest standards in the security industry.

### PROFESSIONAL MONITORING SERVICE



Our monitoring facility is inspected and certified by Underwriters Laboratories, and our operators are tested and certified by the Security Industry Association. Providing the highest level of service is what makes **Major** stand out above the rest. Within seconds our operators will respond to every alarm as a potential emergency and contact you immediately for verification.

In the event an emergency threatens our area, the service our central station provides will never be interrupted. We have a complete back-up system at a remote site, and if your alarm is activated, you can always count on a rapid, professional response.

**At Major Security Solutions, you're more than just a number, you're part of the Major family, and your protection is what matters most.**

**Major Security Solutions is fully licensed & insured.**

504-300-1319 | 888-663-7143 | P.O. Box 19002 | New Orleans, LA 70179 | [www.majorsecurity.solutions](http://www.majorsecurity.solutions)

# Featured DBE - C&R Contracting Services, LLC

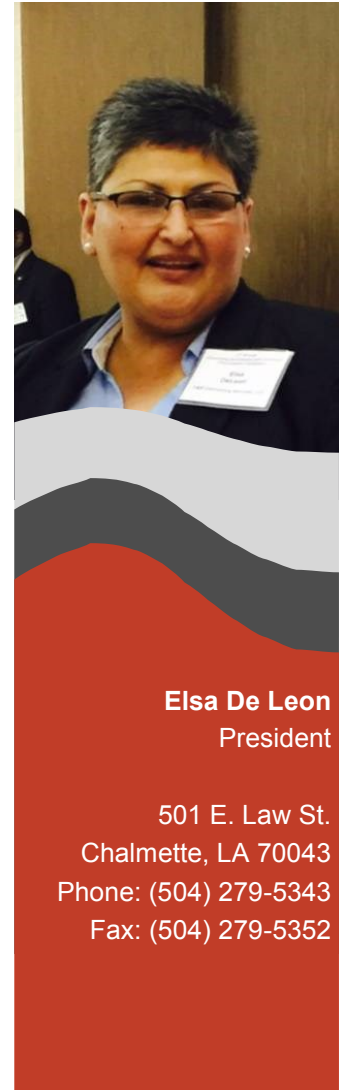


Over the past years C&R Contracting Services has developed an extensive network of relationships with professionals, prime contractors, and suppliers that can assemble all the resources needed to respond to a disaster in a manner that will assist communities in facilitating quick response and recovery. C&R has never failed to complete a project awarded to us. We have never

defaulted on a contract, and will provide letters of recommendation upon request.

During the past three decades C&R President, Elsa De Leon, and Chief of Operations, Ciro Manriquez have aided in disaster recovery and debris management service that has contributed to a wealth of knowledge and immeasurable experience in dealing with clean-up projects resulting from hurricanes, tornados, floods, ice storms, and snow storms. Though C&R Contracting Services is a relatively new firm; over a short time, the company has earned a reputation of delivering quality service across the Gulf Coast. This reputation draws on the personal reputations of our key individuals, professionals that have been active in first response disaster relief across the region for many years. As professionals as well as members of the community, we have earned a record of credibility and proficiency in our field that pre-dates the founding of C&R.

C&R continuously drives to improve operations and performance. While disasters are notorious for having devastating impacts, we are honored to be a part of the process in lessening the chaos and rebuilding communities.



**Elsa De Leon**  
President

501 E. Law St.  
Chalmette, LA 70043  
Phone: (504) 279-5343  
Fax: (504) 279-5352



# LA DOTD DBE Program Contact Information



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5745 Essen Lane, Suite 200

Baton Rouge, Louisiana 70810

Office: 225.769.3400

Fax: 225.769.3596

Website: [www.SJBGroup.com](http://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 LA DOTD lettings**, and project information for other agencies throughout the state. SJB can assist you in locating bid tabulation information as well.
- By providing **assistance and guidance** on material takeoffs, bid preparation and estimating, project scheduling, and planning for projects that DBE firms are bidding or plan to bid in the near future.
- By helping with **office computer operations** to include trouble-shooting problems, Internet access and software installation, and basic to technical computer training.
- By **assisting in financial areas** such as loan and bond package preparations, company financial statements, business plan preparation, and SBA 8(a) and Hub-Zone certification packages.