



Disadvantaged Business Enterprises



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SEARCHING FOR CAPITAL

Highlights – As part of our Breakfast Social Discussion meetings, our DBE Supportive Services Staff hosted a free “Searching For Capital” seminar for DBEs on Thursday, November 29, 2012, at our office. Mr. Seth Brown, Business Development Officer with Louisiana Economic Development, presented information on the Small Business Loan and Guaranty Loan and Guaranty Program. This program provides loan guarantees to banks and other small business lenders in association with the federal State Small Business Credit Initiative (SSBCI) to provide financial assistance, with the development, expansion, and retention of Louisiana’s small businesses. Ms. Rhonda Shea, Vice President of Commercial Banking for Iberia Bank, was invited to the session to speak on the process from a lenders perspective.

We would like to thank the following DBEs for taking time out of their schedules to attend this event: Mr. Fred McCarter and Mrs. Glory McCarter of Mack’s Trucking; Mr. Kevin Johnson of A thru Z Janitorial; Mr. Rafael Tejedo of E.E.C. Electric; Mr. Dino Brown of New Heights Development; Mrs. Evelyn Braud of G.E.N.T.S Enterprises; Mr. Michael Samuels of Sureway Transport; Mr. Sebastian Brazelton of Elbert and Brazelton Construction LLC; and Ms. Kenya Jarman of Destined for Success. These DBEs had some valid concerns and offered some really good feedback regarding available funding to DBEs and the problems encountered in securing funding. The dialogue was great.

For more information about the LEDC Small Business Loan and Guaranty Program and Special Incentives for Small Businesses, please contact Mr. Seth Brown at 225-342-5254 .

SEARCHING FOR CAPITAL....



LEDC Small Business Loan and Guaranty Program (SSBCI)

The Small Business Loan and Guaranty Program facilitate capital accessibility for small businesses by providing loan guarantees to banks and other small business lenders in association with the federal State Small Business Credit Initiative (SSBCI). The program's purpose is to provide financial assistance, which will help with the development, expansion, and retention of Louisiana's small businesses.

SSBCI is a federal program created as a result of the Small Business Jobs Act of 2010 by the Department of the Treasury. The amount allocated by Treasury as a result of the Act was \$1.5 billion. This funding was made available to all states, territories, and eligible municipalities to create or expand small businesses. SSBCI has allocated \$13,168,350 to the State of Louisiana and will be administered by Louisiana Economic Development Corporation (LEDC) under the Small Business Loan and Guaranty Program and the Louisiana Seed Capital Program.

BENEFITS

- Quick turnaround for loan amounts of \$350,000 or less
- No application Fee
- Guarantee fee may be waived (Determined by Risk)
- Guarantees may range up to but not exceed 75% of the loan amount
- Guarantee amounts range from a minimum of \$5,000 to a maximum of \$1.5 million
- Minimum Equity Requirement 15% to 20%

ELIGIBILITY

- Must be a Louisiana small business (as defined by the Small Business Administration).
- Small business concerns domiciled in Louisiana whose owner(s) or principal stockholder(s) shall be a resident of Louisiana.
- Must create 1 new permanent job and/or 1 retained job for loan amounts of \$100,000 or less.
- Must create 2 new permanent jobs for loan amounts over \$100,000.

ELIGIBLE LOAN TYPES

- Lines of Credit
- Startups
- Acquisitions
- Fixed assets purchases (Includes equipment and FF&E)
- Purchase or construction of a building (limited to 51% applicant occupancy)

INELIGIBLE LOAN TYPES

- Restaurants (except franchises)
- Bars and Gaming Businesses
- Real Estate Speculation
- Recreational, theme, or amusement parks
- Camping Facilities

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Louisiana | Small Business Overview

Real Momentum. Real Opportunity.

Small business is the backbone of our state's economy. With more than 380,000 small businesses in Louisiana, Louisiana Economic Development is committed to connecting small businesses with the services and resources they need to grow and succeed. We help new entrepreneurs realize the dream of business ownership and existing businesses remain competitive.

Special Incentives For Small Business

Program Name	Benefit	Eligibility (not comprehensive)
Bonding Assistance Program	Provides bond guarantees up to 25% or \$200,000, whichever is less, for qualifying contractors bidding on private or public jobs	<ul style="list-style-type: none"> Must be certified in the Small and Emerging Business Development program
Small Business Online Training Center	Provides small businesses access to more than 40 business course options that can be viewed 24 hours a day, seven days a week	<ul style="list-style-type: none"> Must be certified in the Small and Emerging Business Development program
Louisiana Economic Gardening Initiative	Provides Louisiana-based small businesses with accelerated technical assistance and research from an experienced national economic gardening team	<ul style="list-style-type: none"> Must have annual revenue between \$600,000 and \$50 million Must have at least five employees but not more than 99 employees Must demonstrate growth in annual revenue and/or jobs in two of the last five years
Small and Emerging Business Development Program	Provides developmental assistance including entrepreneurial training, marketing, computer skills, accounting, business planning, legal and industry-specific assistance	<ul style="list-style-type: none"> At least 51% of the company must be owned by a Louisiana resident, whose personal net worth cannot exceed \$400,000 Business' net worth at the time of application may not exceed \$1.5 million
Hudson Initiative	Provides small businesses with greater potential for access to state procurement and public contract opportunities	<ul style="list-style-type: none"> Must be certified by LED, a Louisiana resident and have fewer than 50 full-time employees
Veteran Initiative	Provides veteran-owned and disabled, service-oriented veteran-owned small businesses with greater potential for access to state procurement and public contract opportunities	<ul style="list-style-type: none"> Must be a veteran or disabled, service-oriented veteran Must be certified by LED, a Louisiana resident and have fewer than 50 full-time employees
State Small Business Credit Initiative	Provides up to 75% loan guarantees to facilitate capital accessibility	<ul style="list-style-type: none"> Must be a Louisiana small business (as defined by SBA) Must have a business plan and a bank willing to fund the loan No application fee

Find Out More.

Louisiana Economic Development
225.342.3000
smallbiz@la.gov
OpportunityLouisiana.com/SmallBiz





LA DOTD DBE PROGRAM CONTACT INFORMATION



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UPCOMING WORKSHOPS....

LSBDC AT SOUTHERN UNIVERSITY: MAIN OFFICE

8A Certification Training

Tuesday, December 18, 2012 10:00 AM to 12:00 PM—Information will be presented on 8(a) eligibility criteria, GLS Login, application process, and how the program works. 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 your CCR registration and the SBSS supplemental profile. Location: [Louisiana Technology Park, Baton Rouge](#)

Holiday Networking Event

Thursday, December 20, 2012 6:00 PM to 8:00 PM—The LSBDC at Southern University is hosting a holiday networking event. Come meet the LSBDC staff and local business owners. Come share what your business is about and learn about marketing and networking, promote your business and mingle with local small business owners. Bring Business Cards. Location: [Southern University - College of Business, T. T. Allain - SU Global Conference Center, Baton Rouge](#)

Business Plan

Business Plan Writing Academy II

Saturday, December 15, 2012 8:00 AM to 10:00 AM—It's National Write a Business Plan Month! A written business plan is the roadmap for your business. This academy covers the detailed parts of a thorough business plan. This is for aspiring entrepreneurs and new ventures. Topics Covered: What is a Business Plan? and Steps to creating a Business Plan. Each individual will be given a Full Business Plan Planner Workbook. You will leave with a business plan ready to present to a lender. This academy consists of two hands on sessions. The first session will be on December 8 and the second session is on December 15, 2012. Location: [Southern University - College of Business, T. T. Allain - SU Global Conference Center, Baton Rouge](#)

Start-up Assistance

Starting and Financing a Small Business

Thursday, January 10, 2013 10:00 AM to 12:00 PM—This workshop is highly recommended for all individuals interested in determining the feasibility of their business idea, planning to start or have recently started a small business, seeking a small business loan, or wanting to learn more about business planning. Topics discussion will include writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses. Location: [Louisiana Technology Park, Baton Rouge](#)

LSBDC GREATER NEW ORLEANS REGION: MAIN OFFICE

Starting & Financing a Small Business

Tuesday, January 08, 2013 3:00 PM to 5:00 PM—This seminar will provide entrepreneurs with information on establishing and developing a successful business plan as well as 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: Jerre Madere, Business Consultant

Location: [LSBDC Greater New Orleans Region: Main Office, UNO Jefferson Center, *Metairie](#)

Networking Effectively to Increase Sales

Tuesday, December 18, 2012 2:00 PM to 5:00 PM—People in the Greater New Orleans area like to do business with people they know. Networking is an ongoing, essential part of a marketing plan for new and established entrepreneurs. Learn how to have fun by staying current, competitive, and collaborating with other business owners. Discover how to find and get involved in business associations, attend events, create a speed business speech, and gain skills to work the room to grow your business. Speaker: Dianne Sclafani, Business Consultant

Location: [LSBDC Greater New Orleans Region: Main Office, UNO Jefferson Center, *Metairie](#)

Fee: \$ 40.00

Target Your Market for Sales

Thursday, January 10, 2013 2:00 PM to 4:00 PM—Marketing is crucial to your business success. New and established businesses market continuously, especially during uncertain times. Stay competitive and hungry for customers. Prepare your business with proven methods and tools: • Research - Defines - Target Your Market for Sales • Keep your business fresh, updated and energized • Increase new customers and retain loyal customers for more sales. Speaker: Jerre Madere, Business Consultant Location: [LSBDC Greater New Orleans Region: Main Office, UNO Jefferson Center, *Metairie](#)

Worker's Rights Under the OSHA Act...

Workers' Rights Under the OSHA Act

Workers are entitled to [working conditions](#) that do not pose a risk of serious harm. To help assure a safe and healthful workplace, OSHA also provides workers with the right to:

- ◆ Ask OSHA to inspect their workplace;
- ◆ Use their rights under the law without retaliation and discrimination;
- ◆ Receive information and training about hazards, methods to prevent harm, and the OSHA standards that apply to their workplace. The training must be in a language you can understand;
- ◆ Get copies of test results done to find hazards in the workplace;
- ◆ Review [records of work-related injuries and illnesses](#);
- ◆ Get copies of their [medical records](#);

Who OSHA Covers

Private Sector Workers. Most employees in the nation come under OSHA's jurisdiction. OSHA covers private sector employers and employees in all 50 states, the District of Columbia, and other U.S. jurisdictions either directly through [Federal OSHA](#) or through an [OSHA-approved state program](#).

State and Local Government Workers. Employees who work for state and local governments are not covered by Federal OSHA, but have OSH Act protections if they work in a state that has an [OSHA-approved state program](#).

Federal Government Workers. Federal agencies must have a safety and health program that meet the same standards as private employers. Although OSHA does not fine federal agencies, it does monitor federal agencies and responds to workers' complaints. The United States Postal Service (USPS) is covered by OSHA.

Not covered by the OSH Act:

- ◆ Self-employed;
- ◆ Immediate family members of farm employers that do not employ outside employees; and
- ◆ Workplace Hazards regulated by another Federal agency (for example, the Mine Safety and Health Administration, the Federal Aviation Administration, the Coast Guard).

You Cannot be Punished or Discriminated against for using your OSHA Rights

The OSH Act protects workers who complain to their employer, OSHA or other government agencies about unsafe or unhealthful working conditions in the workplace or environmental problems. You cannot be transferred, denied a raise, have your hours reduced, be fired, or punished in any other way because you used any right given to you under the OSHA Act. Help is available from [OSHA for whistleblowers](#).

You can file a complaint [online](#); [download the form](#) [[En Espanol](#)]* and mail or fax it to the nearest [OSHA office](#); or call 1-800-321-OSHA (6742). Most complaints sent in on line may be resolved informally over the phone with your employer. Written complaints that are signed by a worker or their representative and submitted to the closest OSHA office are more likely to result in an on-site OSHA inspection.

If you have been punished or discriminated against for using your rights, you must file a complaint with OSHA within 30 days of the alleged reprisal for most complaints. No form is required, but you must send a letter or call the [OSHA Area Office nearest you](#) to report the discrimination (within 30 days of the alleged discrimination).

What to do if there is a Dangerous Situation at Work

If you believe working conditions are unsafe or unhealthful, we recommend that you bring the conditions to your employer's attention, if possible. You may [file a complaint](#) with OSHA concerning a hazardous working condition at any time. However, you should not leave the worksite merely because you have filed a complaint. If the condition clearly presents a risk of death or serious physical harm, there is not sufficient time for OSHA to inspect, and, where possible, you have brought the condition to the attention of your employer, you may have a legal [right to refuse](#) to work in a situation in which you would be exposed to the hazard.

The information contained in this article was taken from the OSHA website.

DBE FEATURED FIRM.....

EEC ELECTRIC COMPANY

1414 Fulton Street, Ste. B

New Orleans, LA

Phone 504-467-4005

Fax 504-443-2690

EEC Electric, Inc. has been in business since 1993 and has continually provided electrical services throughout Louisiana in both residential and commercial projects. As a fully licensed and insured electrical contracting firm, EEC Electric, Inc. is also a certified DBE (Disadvantage Business Enterprise) with electrical licenses in both Louisiana and Texas, serving general contracting firms and private clientele in both new construction and the renovation of existing commercial and residential buildings.

As of the first of this year, I have had the pleasure of having Mr. Frank Rivera as a new member aboard our team as chief estimator and project manager. Frank has 30 years of experience as an electrician and estimator for both contracting and engineering firms throughout California and Florida. To his credit, he provided electrical engineering for the VA Cemetery in Sarasota, Florida for U.S. Builders, Inc. with the stamp of approval for base drawings of both the VA Engineers and Florida Power and Light. Mr. Frank will be available to serve our clientele with professionalism and insight into bidding our electrical projects.

EEC Electric, Inc., is striving to achieve a mainstay in the construction industry by providing excellence in electrical contracting through estimating, workmanship, timely completion of projects and professional contract negotiations.

General Contractors EEC has been involved with:

- Woodward Design Contractors, Inc. (Federal City YMCA renovations)
 - C&G Construction, Inc.
 - Grand Lake Construction, Inc.
 - C&C Construction, LLC
 - Creative Improvements, Inc.
 - CRC Renovations, Inc.
- TyssenKrupp Airport Services, Inc.

In closing, we hope this resume will convey our intention to serve both our existing and future new clientele with the confidence that EEC Electric, Inc. can perform with all the expectations of a professional and reliable electrical subcontractor.



Rafael Tejeda / Owner



Louisiana Department of Transportation

Letting	Project No.	DBE Goal	Parish(es)	Description
1/9/2013	H.000599.6	3%	Grant	US 165: S. JCT. LA 524 - JCT. LA 524 - cold planing asphaltic concrete pavement, superpave asphaltic concrete overlay, pavement patching, and related work.
1/9/2013	H.001134.6	1%	LaSalle	LA 8: WHITE SULPHUR SPRINGS - LA 3104 - asphaltic surface treatment and related work.
1/9/2013	H.001486.6	6%	Lafourche	CANAL STREET BRIDGE PEDESTRIAN CROSSING - clearing and grubbing, pedestrian bridge and related work.
1/9/2013	H.001875.6	5%	Vernon	LA 8: JCT. LA 121 - JCT. LA 465 - cold planing asphaltic concrete, lime treatment, in-place cement stabilized base course, superpave asphaltic concrete overlay and related work.
1/9/2013	H.001899.6	6%	Rapides	LA 113: CALCASIEU RIVER - JCT. US 165 - drainage structures, cold planing asphaltic concrete, lime treatment, superpave asphaltic concrete overlay and related work.
1/9/2013	H.001981.6	3%	Tensas	LA 566: CONCORDIA LINE - LA 566 - asphaltic surface treatment and related work
1/9/2013	H.002472.6		Tangipahoa	LA 1061: S. JCT. LA 1054 - JCT. LA 10 - grading, cold planing asphaltic concrete pavement, in-place stabilized base course, superpave asphaltic concrete pavement, portland cement concrete pavement, and related work
1/9/2013	H.002912.6	9%	Lafourche	US 90: NORTH SERVICE ROAD LA 1 - LA 182 - cold planing asphaltic concrete pavement, pavement patching, superpave asphaltic concrete pavement, and related work.
1/9/2013	H.002918.6	8%	Ascension	LA 3089: LA 1 - LA 70 - grading, drainage structures, cold planing asphaltic concrete, pavement patching, class ii base course, pavement widening, superpave asphaltic concrete overlay, and related work.
1/9/2013	H.006361.6	10%	Washington	MONROE CREEK ROAD and SAM THOMAS ROAD BRIDGES - clearing and grubbing, class ii base course, superpave asphaltic concrete pavement, concrete slab span bridge, and related work
1/9/2013	H.006362.6	10%	Washington	PETERSON RD. BR., AND M THOMAS RD. BR. - removal of timber bridges, class ii base course, superpave asphaltic concrete pavement, drainage structures, bridge superstructure and substructure, and related work.
1/9/2013	H.007137.6	8%	East Baton Rouge	Jones Creek Road Improvements (Tiger Bend to Coursey) - grading, drainage structures, cold planing asphaltic concrete, class ii base course, superpave asphaltic concrete pavement, portland cement concrete pavement, signalization, and related work
1/9/2013	H.008038.6		Iberville	LA 69 & LA 405: 528' S OF CATHERINE - STEWART - grading, cold planing asphaltic concrete, in-place stabilized base course, superpave asphaltic concrete overlay, and related work
1/9/2013	H.009133.6	10%	Natchitoches	LONGLEAF TRAIL BRIDGE OVER KISATCHI BAYOU - grading, class ii base course, superpave asphaltic concrete pavement, concrete slab span bridge, and related work
1/9/2013	H.009322.6		St. Tammany	PILING RESTORATION TRANSFORMER PLATFORMS - electrical system, bridge substructure repair (fiberglass pile encapsulation) and related work.
1/9/2013	H.010399.6		Jefferson	LA 3257: Bayou Rigolets-Bayou Villars - pavement patching, superpave asphaltic concrete overlay and related work
1/9/2013	H.010229.6	3%	Bossier	La 185: Jct LA 72 to Barksdale AFB - cold planing asphaltic concrete, pavement patching, superpave asphaltic concrete pavement, and related work



Louisiana Department of Transportation

Letting	Project No.	DBE Goal	Parish(es)	Description
1/9/2013	H.009323.6		St. Tammany	North Channel Bascule Control System Replacement - control system replacement, electrical, and related work.
1/9/2013	H.009695.6	5%	Pointe Coupee	LA 81: RAISE ROADWAY - pavement patching, lime treatment, in-place cement stabilized base course, superpave asphaltic concrete overlay and related work.
1/9/2013	H.009435.6	5%	Rapides	La 3144: Intersection Improvement at La 28 - grading, drainage structures, lime treatment, class ii base course, portland cement concrete pavement, and related work.
1/9/2013	H.010149.6	3%	Rapides	DONAHUE FERRY RD - cold planing asphaltic concrete, pavement patching, lime treatment, superpave asphaltic concrete pavement, and related work.
1/9/2013	H.009910.6	3%	West Baton Rouge	LA 987-4 & LA 989-2: THIN ASPH CONC OVERLAY - cold plane, pavement patching, thin asphaltic concrete overlay and related work.
1/9/2013	H.009641.6	1%	Vermillion	LA 14: CAMERON P/L - ZWAN RD.—cold planing, in-place cement stabilized base course, asphaltic surface treatment, superpave asphaltic concrete and related work.
1/9/2013	H.009557.6	10%	Avoyelles	LA 114: JCT. LA 1 - JCT. LA 1188—grading, cold planing asphaltic concrete pavement, superpave asphaltic concrete pavement, pavement patching, and related work
1/9/2013	H.009528.6		Richland	LA 609: 3 MILES SOUTH OF I-20 TO US 80 - drainage structures, cold planing, superpave asphaltic concrete overlay and related work
1/9/2013	H.009502.6	10%	Webster	LA 160: US 371 - LA 3008 - grading drainage structures, cold planing asphaltic concrete, superpave asphaltic concrete pavement, guardrail and other related work.
1/9/2013	H.009435.6	5%	Livingston	La 3144: Intersection Improvement at La 28 - grading, drainage structures, lime treatment, class ii base course, portland cement concrete pavement, and related work.

RFP Advertisements for Professional Services Contracts for LA DOTD

1/2/13	H.010568	Adv	Shsp Local Road Safety Program Implementation Engineer
12/17/12	4400003368	Adv	Retainer Contract For Statewide Traffic Counts For Districts 03, 07, & 08
12/17/12	4400003368	Adm 1	Retainer Contract For Statewide Traffic Counts For Districts 03, 07, & 08
12/17/12	4400003368	Adm 2	Retainer Contract For Statewide Traffic Counts For Districts 03, 07, & 08
12/17/12	4400003369	Adv	Retainer Contract For Statewide Traffic Counts For Districts 04, 05, & 58
12/17/12	4400003369	Adm 1	Retainer Contract For Statewide Traffic Counts For Districts 04, 05, & 58
12/17/12	4400003369	Adm 2	Retainer Contract For Statewide Traffic Counts For Districts 04, 05, & 58
12/17/12	4400003370	Adv	Retainer Contract For Statewide Traffic Counts For Districts 02, 61, & 62
12/17/12	4400003370	Adm 1	Retainer Contract For Statewide Traffic Counts For Districts 02, 61, & 62
12/17/12	4400003370	Adm 2	Retainer Contract For Statewide Traffic Counts For Districts 02, 61, & 62
12/17/12	H.007855	Adv	La 431 @ La 934 Intersection Improvements
12/17/12	3000001418	Adm 1	Record Information Management Program - Improvement And Implementation

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In no event will we be liable for any loss or damage including without limitation, indirect or consequential loss or damage, or any loss or damage whatsoever arising from loss of data or profits arising out of, or in connection with, the use of this newsletter.

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What can SJB Group do for You?

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

SJB Group can assist you by: preparing company business cards, profile sheets, and providing information on recommended target areas for your marketing efforts.

By acting as a liaison between the DBE Contractor and Prime Contractor for project information, and in problems occurring on the jobsite.

By informing of upcoming LADOT lettings, and project information for other agencies throughout the state. SJB can assist you in locating bid tabulation information as well.

By providing assistance and guidance on material takeoffs, bid preparation and estimating, project scheduling, and planning for projects that DBE firms are bidding or plan to bid in the near future.

By helping with office computer operations to include trouble-shooting problems, Internet access and software installation, and basic to technical computer training.

By assisting in financial areas such as loan and bond package preparations, company financial statements, business plan preparation, and SBA 8(a) and Hub-Zone certification packages. (225) 769-3400.