



Disadvantaged Business Enterprises

LOUISIANA DEPARTMENT OF
TRANSPORTATION & DEVELOPMENT



IN THIS ISSUE:



- 2 DBE Survey
- 3 OSHA Safety Article
- 5 Events & Workshops
- 10 DBE Profile
- 11 LA DOTD Lettings
- 13 Newly Certified DBEs
- 14 LA DOTD Bid Results
- 17 LA DOTD Contact Information
- 17 SJB Services

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

DOTD Secretary Shawn Wilson announces additional executive staff members

Louisiana Department of Transportation and Development Secretary Shawn Wilson, Ph.D. announced four more members of his executive staff. Three members have been part of the executive staff and will remain in leadership roles: Eric Kalivoda, Ph.D. as Deputy Secretary, Cheryl Duvieilh as Executive Counsel and Kirk Gallien as Assistant Secretary of Operations. Rhea Victorian was named Executive Secretary.

Kalivoda has served as Deputy Secretary for the past six years. He has been with DOTD for 24 years and has served in several roles. He previously worked as the Department's Assistant Secretary of Planning for four years. He has also held several engineering management positions. A native of Baton Rouge, Kalivoda earned his bachelor's degree in civil engineering from LSU and his master's degree from the University of Arizona. He earned his Ph.D. from North Carolina State University.

Duvieilh has served as Executive Counsel for the past six years and has been with DOTD for 19 years. She previously served as a construction attorney, which required her to be the direct advisor to the chief engineer. Before coming to DOTD, Duvieilh served as a tax attorney for the Department of Revenue. A native of Baton Rouge, she received her bachelor's degree from LSU and her juris doctorate from the Southern University Law Center.

Gallien has served as the Deputy Assistant Secretary of Operations for the past two years and has been with DOTD for 25 years. He previously worked as the District Traffic Operations Engineer and Assistant District Administrator of Operations for the Monroe district. A native of West Monroe, he has a bachelor's degree in civil engineering from Louisiana Tech University.

Victorian has served the State of Louisiana for more than 30 years and has been with DOTD for 10 of those years. She previously worked as Administrative Assistant to the Undersecretary. Before coming to DOTD, she worked for the Department of Revenue, Division of Administration and the Office of Group Benefits. A native of Baton Rouge, Victorian graduated from LSU with a bachelor's degree in general studies with a minor in business administration.

"I have worked with these highly qualified individuals as they joined the executive team at DOTD. They have a wealth of knowledge and experience that I value," Wilson said. "The citizens of this state deserve a first class transportation system, and these leaders will help us reach our goals."



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 and 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 and Planning

- Plans and Specs
- Project Scheduling

Labor/Bar Chart

- Material Delivery
- Estimating/Bidding

Legal

- Contract Negotiations
- Delay Contract

Construction Lien Law

- Computer Training
- Hardware/Software

• Other: _____

Please complete and return to SJB Group, LLC via fax at 225-769-3596, email at

jdesbordes@sjbgroup.com

or mail to P.O. Box 1751, Baton Rouge, LA 70821-1751.



OSHA Safety Article.....

Prevention of Musculoskeletal Disorders in the Workplace

Musculoskeletal disorders (MSDs) affect the muscles, nerves and tendons. Work related MSDs (including those of the neck, upper extremities and low back) are one of the leading causes of lost workday injury and illness. Workers in many different industries and occupations can be exposed to risk factors at work, such as lifting heavy items, bending, reaching overhead, pushing and pulling heavy loads, working in awkward body postures and performing the same or similar tasks repetitively. Exposure to these known risk factors for MSDs increases a worker's risk of injury.

But work-related MSDs can be prevented. Ergonomics --- fitting a job to a person --- helps lessen muscle fatigue, increases productivity and reduces the number and severity of work-related MSDs.

Impact of MSDs in the Workplace

Work related MSDs are among the most frequently reported causes of lost or restricted work time.

- In 2011, the Bureau of Labor Statistics (BLS) reported that industries with the highest MSD* rates include health care, transportation and warehousing, retail and wholesale trade and construction.
- According to BLS, the 387,820 MSD cases accounted for 33% of all worker injury and illness cases in 2011.

A Process for Protecting Workers

Employers are responsible for providing a safe and healthful workplace for their workers. In the workplace, the number and severity of MSDs resulting from physical overexertion, as well as their associated costs, can be substantially reduced by applying ergonomic principals.

Implementing an ergonomic process has been shown to be effective in reducing the risk of developing MSDs in industries as diverse as construction, food processing, office jobs, healthcare, beverage delivery and warehousing. The following are important elements of an ergonomic process:

- **Provide Management Support** - A strong commitment by management is critical to the overall success of an ergonomic process. Management should define clear goals and objectives for the ergonomic process, discuss them with their workers, assign responsibilities to designated staff members, and communicate clearly with the workforce.
- **Involve Workers** - A participatory ergonomic approach, where workers are directly involved in worksite assessments, solution development and implementation is the essence of a successful ergonomic process. Workers can:
 - ◇ Identify and provide important information about hazards in their workplaces.
 - ◇ Assist in the ergonomic process by voicing their concerns and suggestions for reducing exposure to risk factors and by evaluating the changes made as a result of an ergonomic assessment.





OSHA Safety Article.....

- **Provide Training** - Training is an important element in the ergonomic process. It ensures that workers are aware of ergonomics and its benefits, become informed about ergonomics related concerns in the workplace, and understand the importance of reporting early symptoms of MSDs.
- **Identify Problems** - An important step in the ergonomic process is to identify and assess ergonomic problems in the workplace before they result in MSDs.
- **Encourage Early Reporting of MSD Symptoms** - Early reporting can accelerate the job assessment and improvement process, helping to prevent or reduce the progression of symptoms, the development of serious injuries, and subsequent lost-time claims.
- **Implement Solutions to Control Hazards** - There are many possible solutions that can be implemented to reduce, control or eliminate workplace MSDs.
- **Evaluate Progress** - Established evaluation and corrective action procedures need to be in place to periodically assess the effectiveness of the ergonomic process and to ensure its continuous improvement and long-term success. As an ergonomic process is first developing, assessments should include determining whether goals set for the ergonomic process have been met and determining the success of the implemented ergonomic solutions.

Note: An ergonomic process uses the principles of an [Injury and Illness Prevention Program](#) to address MSD hazards. Such a process should be viewed as an ongoing function that is incorporated into the daily operations, rather than as an individual project.



EVENTS & WORKSHOPS

[Five Steps to Secure Financing](#)

On Demand, available until February 29

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 February 29

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 February 29

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

March

[Running Your Business by the Numbers - Hammond](#)

Wednesday, March 02, 2016 9:00 AM to 11:00 AM

Topic: Not Set

If you're using accounting software, it's fairly easy to run financial reports. But what then? There are so many numbers to look at; it can be overwhelming. Which numbers are most important to monitor the health of your business? Which numbers should you track to ensure that your business is growing properly, is ready for sale, or can raise capital? Join us at this event to identify the numbers most critical to your business success.

Speaker: William Joubert - Louisiana SBDC at Southeastern

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

[Business Financing and Credit](#)

Wednesday, March 02, 2016 5:30 PM to 7:00 PM

Topic: Cash Flow Management

Learn how lenders evaluate your credit when making a lending decision. Learn the 6 C's of Credit Analysis

Speaker: Mike Pennison- LSBDC Business Consultant

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

[Innovation Executive Experience - Hammond](#)

Thursday, March 03, 2016 8:00 AM to 5:00 PM

Topic: Managing a Business

Looking for different Results? imagine a WORLD where... you have complete ALIGNMENT You are PROACTIVE not reactive You CREATE new process, products, and services Innovation Engineering Executive Experience

Speaker: Dane Gross - Incline Innovation

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

Fee: \$ 250.00

[Small Business Forum](#)

Thursday, March 03, 2016 10:00 AM to 12:00 PM

Topic: Tax Planning

This forum will provide your organization with the latest small business information from the Internal Revenue Service (IRS), other federal and state agencies and business organizations. This meeting is open to all business organization/association Heads. We will exchange ideas, gather information and create new partnerships. Your organization is encouraged to provide topics and issues for discussion.

Location: [East Baton Rouge Parish Goodwood Library, Baton Rouge, LA 70806](#)

[Starting & Financing a Small Business](#)

Thursday, March 03, 2016 3:00 PM to 6:00 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 THIS EVENT WILL BE HELD IN ROOM 402 OF THE XAVIER SOUTH BUILDING ON XAVIER UNIVERSITY'S CAMPUS

Speaker: Richard Pierce, Business Consultant

Location: [Xavier South Room 402, Xavier South, New Orleans, LA](#)



EVENTS & WORKSHOPS

[FastTrac New Venture Class - Session 1](#)

Thursday, March 03, 2016 5:30 PM to 8:30 PM

Topic: Start-up Assistance

FastTrac® Your Business to Success! Are you ready to grow your business, create jobs, and be a successful business owner in your community? Are you seeking financing for your business venture? Are you ready for practical business training, one-on-one support and funding assistance? Get the tools you need for success with FastTrac®! FastTrac® New Venture™ is a nationally recognized entrepreneurial training program developed by the Kauffman Foundation, a recognized leader in entrepreneurship. This 10-session program is designed especially for business owners with new businesses, business owners with less than 2 years in business or business owners that have been operating informally or part-time. Participants will receive: • Practical business education to build a profitable and sustainable business • Program workbook and life time access to online FastTrac® toolkit • An assigned business coach during the program • Free unlimited assistance from LSBDC business consultants Upon completion of the program participants will: • Have a completed business plan that can be used to access funding • Be eligible to apply for a business loan with the local lenders • Be eligible to apply for funding assistance for selected managerial and technical assistance projects. • Gained valuable business skills and tools with strategies that can be implemented immediately FastTrac® New Venture™ is THE MUST attend program for business owners that want to grow their businesses and are SERIOUS about results. Thanks to the generous underwriting of this program from St. John the Baptist Parish Economic Development and Louisiana Economic Development (LED) the cost to attend the entire program is ONLY \$100. This is a \$1,125 value for only \$100. That is only \$10 per session! You must commit to all ten sessions and be a certified Small & Emerging Business (Registered through the LED website). The 10 session FastTrac program starts Thursday, March 3, 2016 and will continue for ten weeks

Speaker: Wayne Aucoin, Business Consultant

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

Fee: \$ 100.00

[Lending Basics – Panel discussion with lenders](#)

Tuesday, March 08, 2016 5:30 PM to 7:00 PM

Topic: Cash Flow Management

Learn what the lender looks for in evaluating your business loan package. During this question and answer session, area lenders reveal what you need to know before approaching the bank for a loan.

Speaker: Mike Pennison- LSBDC Business Consultant

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

[Get Found on Google Search and Maps - Livingston](#)

Thursday, March 10, 2016 9:00 AM to 10:30 AM

Topic: Marketing and Sales

Google Maps is one of the most popular and regularly used apps in the world, and businesses with complete online listings on Google are twice as likely to be considered reputable by consumers. Since putting your business on Google Maps makes it easier for people to find & connect with your business online, we want to help you make sure your business information is on the map and is attracting customers. In this workshop, our local Google expert will walk you step by step through the process of creating, optimizing, and managing a Google Business Listing. By the end of the class, you'll have a listing set up and ready to connect with online searchers. So bring your laptop and Get Your Business Online! P.S. - This workshop also comes complete with free Google swag so sign up before it fills up!

Speaker: J.R. Portman - Google Trusted Photographer, 5 Stones Media

Location: [Livingston Parish Library - Main Branch, Livingston](#)

[How to Register for \(SAM\) System for Award Management](#)

Thursday, March 10, 2016 1:00 PM to 3:00 PM

Topic: Government Contracting

The System for Award Management (SAM) class will guide participants through the registration process for most commercial entities. Companies must be registered in the SAM system in order to receive awards for grants or contracts from the Federal Government. Attendees in the class will learn how to avoid the most common mistakes that cause registrations to be rejected or fail IRS validation. In addition, participants will learn details about the representation and certification section of SAM, thus avoiding days of research in understanding various Federal Acquisition Clauses, Federal Statutes, Acts and Laws.

Speaker: Jo Ann Lawrence, Deputy District Director of the Small Business Administration (SBA)- Louisiana District.

Location: [LSBDC Northwest & Central Region - Shreveport, Shreve Memorial Library-Hamilton/South Caddo Branch, Shreveport](#)

[Starting & Financing A Small Business](#)

Thursday, March 10, 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: Heidi Melancon, Director, LSBDC at UL Lafayette

Location: [Lafayette Economic Development Authority, Conference/Media Room, Lafayette](#)



EVENTS & WORKSHOPS

Business Planning

Thursday, March 10, 2016 3:00 PM to 6:00 PM

Topic: Business Plan

A written business plan enables you to control your business. This seminar covers the detailed parts of a thorough business plan. This seminar is for aspiring entrepreneurs and new ventures. Topics Covered: • What is a Business Plan and what is it used for? • Full Business Plan Planner Workbook • Worksheets for Financial Projections

Speaker: Richard Melancon, Business Consultant

Location: [Xavier South Room 402, Xavier South, New Orleans, LA](#)

Fee: \$ 35.00

Starting & Financing a Small Business

Friday, March 11, 2016 9:30 AM to 11:30 AM

Topic: Not Set

This program is closed to the public and is co-sponsored by the U.S. Army Soldiers for Life - Transition Assistance Program (SFL-TAP). To attend veterans must first register for the SFL-TAP program by calling 337-531-1591 for detailed information. This seminar is designed specifically for veterans and/or those transitioning from military service to civilian life seeking assistance in starting their own business(s). The seminar will explain the steps needed to create a business plan as well as provide information about existing programs designed specifically to assist the veteran small business owner.

Speaker: Presenter for this seminar is LSBDC Regional Associate Director & Business Consultant, Jim Kilcoyne from the Northwestern State University SBDC Center in Natchitoches, LA.

Location: [LSBDC Northwest & Central Region - Alexandria, Army Alumni and Career Program, Leesville](#)

Starting and Financing A Small Business

Friday, March 11, 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](#)

Starting and Financing a Small Business

Saturday, March 12, 2016 10:00 AM to 12:00 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 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.

Speaker: David Creswell, CPA, LSBDC Business Consultant

Location: [LSBDC Northwest & Central Region - Shreveport, CoHabitat, Shreveport](#)

Women-Owned Small Business

Wednesday, March 16, 2016 10:00 AM to 12:00 PM

Topic: Government Contracting

Women-owned small businesses can begin taking 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.

Speaker: SBA

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

12th Annual "Connecting Businesses with Contracts"

Tuesday, March 22, 2016 8:00 AM to 3:00 PM

Topic: Government Contracting

Please visit www.suagcenter.com or call (504) 589-2879.

Location: [Southern University, Smith-Brown Memorial Student Union, Baton Rouge](#)

Starting and Financing Your Business Idea - Bogalusa

Tuesday, March 22, 2016 9:00 AM to 12:00 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 writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses.

Speaker: Louisiana SBDC at Southeastern Louisiana University

Location: [Northshore Technical Community College - Sullivan Campus, Bogalusa](#)

Business Planning

Tuesday, March 22, 2016 3:00 PM to 5:00 PM

Topic: Business Plan

A written business plan enables you to control your business. This seminar covers the detailed parts of a thorough business plan. This seminar is for aspiring entrepreneurs and new ventures. Topics Covered: • What is a Business Plan and what is it used for? • Preparing for Lender Meeting • Full Business Plan Planner Workbook • Worksheets for Financial Projections

Speaker: Jimmy Nguyen, Business Consultant

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



EVENTS & WORKSHOPS

Starting & Financing a Small Business

Tuesday, March 22, 2016 4:00 PM to 6:00 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 free event. Please register online at www.lsbdc.org under Training, call 337-475-5529, or email us at lsbdc.msu@lsbdc.org so that we can prepare for your attendance.

Speaker: Susan Thibodeaux, Business Consultant

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

Starting and Financing Your Small Business

Tuesday, March 22, 2016 5:00 PM to 8:00 PM

Topic: Start-up Assistance

This event 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. This event is also a great refresher for existing small business owners. It will give attendees the opportunity to learn successful small business practices & ask questions to local accountants, attorneys, bankers, and commercial insurance agents.

Speaker: David Creswell, CPA, LSBDC Business Consultant & Local Board of Advisors

Location: [LSBDC Northwest & Central Region - Shreveport, Minden Community House, Minden](#)

QuickBooks 2014 Premier Training

Tuesday, March 22, 2016 5:30 PM to 8:30 AM, 1 sessions ending Wednesday, March 23

Topic: Business Accounting

Come join us for a two night session of hands on training with QuickBooks 2014 Premier! Topics to be included: • Getting Started with QuickBooks • Setting up QuickBooks • Bank Accounts • Cash Receipts and Deposits • Entering and paying bills • Payroll • Sales Invoices and Managing Customers • Setting up Inventory • Working with Lists • Reports

Speaker: PATRICIA G. ROSHTO, Instructor of Accounting B.B.A., M.B.A., Northeast Louisiana University

Location: [LSBDC at the University of Louisiana at Monroe, Hemphill Hall Room 203, *Monroe](#)

Fee: \$ 100.00

Starting & Financing a Small Business

Wednesday, March 23, 2016 5:00 PM to 8:00 PM

Topic: Start-up Assistance

Join the Louisiana Small Business Development Center for

this no-cost "Starting & Financing a Small Business" event Saturday, March 5 from 5:00PM - 8:00PM. This event will inform Avoyelles parish entrepreneurs, both existing and prospective small business owners, how the LSBDC can assist you with your small business at no to low cost. The topic of this event will be starting and financing a small business and will help entrepreneurs better understand what makes a solid business plan, how to calculate your startup asset needs and working capital, a comparison of business entities, how to prepare a winning sales/marketing strategy and more. LSBDC business consultant and outreach coordinator encourage attendees to join us after the presentation from 7PM - 8PM for our networking hour. You don't want to miss out on this opportunity. Register to attend at no cost today.

Speaker: SBDC Business Consultant

Location: [LSBDC Northwest & Central Region - Alexandria, LSU Ag Center - Mansura, Mansura](#)

Preparing your Business Loan Package

Wednesday, March 23, 2016 5:30 PM to 7:00 PM

Topic: Not Set

A winning funding proposal can make the difference between No and Yes! Learn how to make your presentation to the lender.

Speaker: Michael Pennison-LSBDC Business Consultant

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

Women Mean Business - Hammond

Thursday, March 24, 2016 9:00 AM to 3:00 PM

Topic: Not Set

Tangipahoa Professional Women and the Louisiana Small Business Development Center at Southeastern Louisiana University are hosting THE business event for women on the move. Women Mean Business 2016 will provide high impact strategies to survive and thrive individually and professionally. Take advantage of this exciting opportunity! Join us on March 24th to gain insight that will help you reach your maximum potential! What to Expect at Women Mean Business 2016 - Inspiring Keynote Address and pertinent sessions -View & Purchase items at Local Vendor Showcase -Networking Opportunities – Expand Your Contacts! -Bid & Win specialty items at our Silent Auction Who Should Attend: Leaders and those aspiring to be leaders, Professional service providers, small business owners/managers, sales and marketing professionals, B2B companies, entrepreneurs, nonprofit organizations, any Woman that Means Business!

Speaker: -DONNA HUTTO EDWARDS - Louisiana's First Lady - "Running with the Governor" -COACH YOLANDA MOORE – WNBA Champ, Author –“The Keys to Successful Risk Taking” -DR. MARI ANN CALLAIS – Professional speaker, consultant – “Stepping Up and Leaning In” -2016 Health and Wellness Panel Discussion sponsored by Magnolia Obstetrics and Gynecology.

Location: [Southeastern Student Union - Ballroom, Hammond](#)

Fee: \$ 35.00



EVENTS & WORKSHOPS

[Hiring Your First Employee](#)

Thursday, March 24, 2016 9:00 AM to 11:00 AM

Topic: Human Resources

Hiring Your First Employee is part 3 of a 3-part series on how to start a small business. We will be covering the topics of employee training, management, customer service, human resources and more. This event will be the conclusion of the main things you need to know about starting your own small business. You do not have to attend all 3 events. The LSBDC wants to offer a variety of topics to serve every entrepreneur of CenLa. Join us at no cost. Register to attend today!

Location: [LSBDC Northwest & Central Region - Alexandria, Alexandria Westside Public Library, Alexandria, LA](#)

[Developing a Business Plan](#)

Thursday, March 24, 2016 4:00 PM to 6:30 PM

Topic: Business Plan

This seminar is designed for those desiring to learn how to create a comprehensive business plan upon which to build a new business. LSBDC Business Consultant will guide you through the steps to successfully build your plan to ensure you start your business on the right footing.

Speaker: LSBDC Business Consultant

Location: [LSBDC Northwest & Central Region - Shreveport, NSU Nursing Ed Center, Building A \(The Red Brick Building\), Shreveport](#)

Plan B Solutions, LLC



600 Jefferson St. Suite 504
Chase Towers
Lafayette, LA 70501
337-424-5858

lexi.planbsolutions@gmail.com
www.planbsolutionsllc.com

Employment Agency Division

Plan B Solutions was founded in 2012. We are recognized for the quality of our employees and our excellence in service. Our outstanding work and commitment to the companies we serve has built strong relationships with our clients. Plan B Solutions supplies temporary and permanent employees in office, industrial and construction fields from entry level to management. We offer innovative and customized staffing solutions to meet client's needs.

Plan B Solutions is a LADOTD certified DBE. Our managers have years of experience handling DBE procedures. We understand your needs and would love to help you fulfill any DBE goal on your projects. Plan B Solutions has a vast network of skilled laborers experienced in road and bridge projects. Please let Plan B Solutions' employees complement your crews. We want to demonstrate that work ethic still exists in this generation.

Construction Division

Plan B Solutions' Construction Division specializes in small projects and sub-contracting works. We are a multi-disciplinary organization providing crews highly trained in all aspects of road building. Our managers have years of experience working on LADOTD projects. We understand all aspects and specifications involved in making these projects a success for everyone. Plan B Solutions will successfully complete their work items on schedule while delivering a quality product and always putting safety first.

Plan B Solutions, LLC - Work Codes

C78-BROKER FEES FOR TEMPORARY STAFFING, C80-TEMPORARY HELP SERVICES, 201-Clearing and Grubbing, 202-Removal or Relocating Structures and Obstructions, 203-Excavation and Embankment, 401-Aggregates Surface Course, 701-Culverts and Storm Drains, 706-Concrete Walks, Drives And Incidental Paving, 727-Mobilization

Plan B Solutions, LLC is the "Great Work" of one inspired individual to craft a simple idea into a prosperous venture. With hard work, inherent talents and the blessing of learning from some of the great minds of several disciplines, Plan B's founder has formulated a strategy for success. Even though, Plan B is a small fledgling entity, it has the strong desire and vision to create an industry-leading organization that will push the boundaries of the construction and staffing scene. Plan B Solutions climbs on top of the box in their quest for knowledge.



Alexis Amos-Neuvill President/Owner



Letting of 3/9/2016 LA DOTD Headquarters

[Proposal: H.001223.6](#) US 84: ODOM RD TO COOPER RD

DBE Goal: 2%

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

Parish(es): Desoto

Route(s): US 84

Federal Number: H001223

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

[Proposal: H.002562.6](#) BAYOU LA LOUTRE BRIDGE REHABILITATION

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: milling asphalt pavement, class ii base course, asphalt concrete overlay, precast concrete piles, treated timber piles, movable bridge repairs, and related work.

Parish(es): St. Bernard

Route(s): LA 46

Federal Number: H002562

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

[Proposal: H.007277.6](#) LAKE FOREST BOULEVARD

Local Public Agency project

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: drainage structures, milling asphalt pavement, class ii base course, asphalt concrete pavement, portland cement concrete pavement, and related work.

Parish(es): Orleans

Federal Number: H007277

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

[Proposal: H.009142.6](#) LA 86 and LA 320: ROUNDABOUT

DBE Goal: 9%

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

Parish(es): Iberia

Route(s): LA 86, LA 320

Federal Number: H009142

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

[Proposal: H.009588.6](#) LA 125: LA 3259 - ALPS ROAD

DBE Goal: 4%

OJT Goal: 1 Trainees

Description of work: clearing and grubbing, grading, drainage

structures, cold planing asphaltic concrete, pavement patching, class ii base course, asphaltic surface treatment, superpave asphaltic concrete overlay, and related work.

Parish(es): LaSalle

Route(s): LA 124; LA 125

Federal Number: H009588

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

[Proposal: H.010068.6](#) BUSH ROAD AND ERNEST ROAD BRIDGES

DBE Goal: 9%

OJT Goal: 1 Trainees

Description of work: site 1: clearing and grubbing, bridge removal, drainage structures, class ii base course, superpave asphaltic concrete pavement, precast concrete piles, precast prestressed concrete quad beam girder class p (hpc) span bridge and related work. site 2: clearing and grubbing, drainage structures, precast concrete piles, precast prestressed concrete quad beam girder class p (hpc) span bridge and related work.

Parish(es): Franklin

Federal Number: H010068

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

[Proposal: H.010197.6](#) US 171: J-TURN AT N. PERKINS FERRY RD.

DBE Goal: 7%

Description of work: clearing and grubbing, subgrade treatment, class ii base course, superpave asphaltic concrete pavement, and related work.

Parish(es): Calcasieu

Route(s): US 171

Federal Number: H010197

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

[Proposal: H.010403.6](#) LA 182/LA 1: US 90 - GUIDRY LN

DBE Goal: 6%

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

Parish(es): Lafourche

Route(s): LA 182/LA 1; US 90

Federal Number: H010403

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



Letting of 3/9/2016 LA DOTD Headquarters

[Proposal: H.010592.6-R1](#) WILLET LOOP ROAD and ROCK HILL ROAD BRIDGES

DBE Goal: 8%

Description of work: clearing and grubbing, drainage structures, class ii base course, superpave asphaltic concrete pavement, pre-cast concrete piles, concrete slab span bridge, and related work.

Parish(es): Grant

Federal Number: H010592

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

[Proposal: H.011236.6](#) I-10 GIRDER REPAIR OVER LA 42 HIGHLAND ROAD

DBE Goal: 10%

Description of work: bridge repairs, and related work.

Parish(es): East Baton Rouge

Route(s): I-10

Federal Number: H011236

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

[Proposal: H.011477.6](#) I-55 EMERGENCY CROSSINGS

DBE Goal: 4%

Description of work: fiber optic cable, emergency crossings up-grade, and related work

Parish(es): St. John the Baptist; Tangipahoa

Route(s): I-55

Federal Number: H011477

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

[Proposal: H.011482.6](#) US 90 HUEY P. LONG BRIDGE CLEAN & PAINT

CONFERENCE NOTICE TO CONTRACTORS PRE-BID CONFERENCE (MANDATORY ATTENDANCE) A mandatory pre-bid conference for this project for all prospective bidders will be held at New Orleans Public Belt RR, 940 Central Ave, Metairie, LA 70001 on Monday, February 15, 2016 beginning 9:00 am and an optional site visit to follow. All prospective bidders are required to attend. If more information is needed please contact Sue Gainey with NOPBRR at (504) 896-7422 or Carl Kocur (504) 896-7423.

Description of work: cleaning, painting, and disposal (near white finish), and related work.

Parish(es): Jefferson

Route(s): US 90

Federal Number: H011482

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

[Proposal: H.011604.6](#) LA 132: US 425 TO BIG CREEK

DBE Goal: 8%

Description of work: clearing and grubbing, in-place cement treated base course, superpave asphaltic concrete pavement, and related work.

Parish(es): Franklin; Richland

Route(s): LA 132

Federal Number: H011604

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

**NEW CERTIFIED DBEs**

Firm Name	OWNER'S NAME	PHONE #	EMAIL ADDRESS
Garrett ECI.IV	Q. Talecia Garrett Sa'Aadat	(601)896-0084	certifications@garretteci.com
Gartek Engineering	Robert Betancourt	(954)404-8100	priveros@gartek.cc
Jackson & Tull	Knox Tull	(202)333-9100	hqadmin.1@jnt.com
CB Morgan Equipment	Christopher Morgan	(225)772-5718	cbmorgan06@yahoo.com
EcoGENESIS	Pamela Fetterman	(941)351-0300	pfetterman@ecogenisllc.com
D1 Lawn & Contractors	Renea Ducote	(318)419-0387	ducoter@gmail.com
J&B Contractors	Wilbert Johnson, Jr.	(985)226-4405	wilbertjohsonjr@yahoo.com
Traffic Control Products	Suzanne Albin	(225)665-7950	suzanne@tcpofla.com
New Gen Construction	Erskin Harris	(770)635-8701	eharris@newgenconst.com



Bid Results for the Letting of 2/24/2016 LA DOTD Headquarters

H.004929.6 (SBE Goal Project) IMP RALPH DARDEN PKWY B/W LA182 MLK
AGGREGATE SHOULDERS, PAVEMENT STRIPING, SIGNS, AND RELATED WORK.
Parish(es): St. Mary
Federal Number: H004929
Estimated Construction Cost: \$249,803.95

Apparent Low Bidder: HUEY P. STOCKSTILL, LLC \$316,372.60
130 HUEY STOCKSTILL ROAD
PICAYUNE, MS 39466
(601)798-2981

H.007675.6 (DBE Goal Project) LA RIVER ROAD STEAMBOAT OVERLOOK INTERP. CT.
CLEARING AND GRUBBING, GRADING, CLASS II BASE COURSE, DRILLED SHAFT FOUNDATIONS, TREATED TIMBER PILES, BUILDING CONSTRUCTION, AND RELATED WORK.
OJT Goal: 1 Trainees
Parish(es): Ascension
Federal Number: H007675
Estimated Construction Cost: \$6,169,545.00

Apparent Low Bidder: Wharton-Smith, Inc \$7,597,280.50
750 MONROE ROAD
SANFORD, FL 32771
(225)754-0550

H.009920.6 (DBE Goal Project) REMOVE TOLL BOOTHS/RECONFIG TRAVEL LANES
REMOVAL OF TOLL PLAZA AND RELATED WORK.
Parish(es): Orleans
Route(s): US 90B
Federal Number: H009920
Estimated Construction Cost: \$2,787,121.10

Apparent Low Bidder: Gibson & Associates Inc. \$2,190,384.14
11210 RYLIECREST
BALCH SPRINGS, TX 75180
(972)557-1199

H.010061.6-R1 (DBE Goal Project) N. RIVER ROAD AND DURBIN ROAD BRIDGES
CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, CLASS II BASE COURSE, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, PRECAST CONCRETE PILES, CONCRETE SLAB SPAN BRIDGE, AND RELATED WORK.
OJT Goal: 1 Trainees
Parish(es): Tangipahoa
Federal Number: H010061
Estimated Construction Cost: \$931,903.40

Apparent Low Bidder: BAKER PILE DRIVING AND SITE WORK LLC \$998,812.00
1051 RONALD REAGAN HWY.
COVINGTON, LA 70443
(985)792-5001



Bid Results for the Letting of 2/24/2016 LA DOTD Headquarters

H.010602.6-R1 (DBE Goal Project) LA 1: LA 69 - LA 75

GRADING, DRAINAGE STRUCTURES, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, CLASS II BASE COURSE, LIME TREATMENT, ASPHALT CONCRETE OVERLAY, PORTLAND CEMENT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): Iberville

Route(s): LA 1

Federal Number: H010602

Estimated Construction Cost: \$11,120,044.65

Apparent Low Bidder: COASTAL BRIDGE CO., L.L.C. \$8,289,376.63
PO BOX 14715
BATON ROUGE, LA 70898
(225)766-0244

H.010975.6 (DBE Goal Project) LA 175: NB LEFT TURN LANE AT LA 3015

CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, SUB-GRADE LAYER, CLASS II BASE COURSE, MILLING ASPHALT CONCRETE, ASPHALT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): Desoto

Route(s): LA 175

Federal Number: H010975

Estimated Construction Cost: \$544,585.30

Apparent Low Bidder: SPECIALTY TRACKHOE & DOZER SERV.INC \$486,353.60
6600 BROADACRES ROAD
SHREVEPORT, LA 71119
(318)636-5535

H.011190.6-R1 (DBE Goal Project) LA 3213: MISSISSIPPI RIVER BR REHAB (GRAMERCY)

BRIDGE REPAIRS AND RELATED WORK.

Parish(es): St. James, St. John the Baptist

Route(s): LA 3213

Federal Number: H011190

Estimated Construction Cost: \$718,767.65

Apparent Low Bidder: Gibson & Associates Inc. \$559,609.80
11210 RYLIECREST
BALCH SPRINGS, TX 75180
(972)557-1199

H.011476.6 (DBE Goal Project) I-10 ATCHAFALAYA EMERGENCY CROSSINGS

EMERGENCY CROSSINGS UPGRADE AND RELATED WORK.

Parish(es): Iberville, St. Martin

Route(s): I-10

Federal Number: H011476

Estimated Construction Cost: \$595,416.98

Apparent Low Bidder: Ernest P. Breaux Electrical, L.L.C. \$399,408.35
P.O. Box 11640
New Iberia, LA 70562
(337)364-8183



Bid Results for the Letting of 2/24/2016 LA DOTD Headquarters

H.011703.6 (DBE Goal Project) LA 64 & LA 1209: CP, OVERLAY, & PCCP
CLEARING AND GRUBBING, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, ASPHALT CONCRETE, AND
RELATED WORK.

Parish(es): East Baton Rouge

Route(s): LA 1209, LA 64

Federal Number: H011703

Estimated Construction Cost: \$3,215,545.34

Apparent Low Bidder: \$2,739,434.63
COASTAL BRIDGE CO., L.L.C.
PO BOX 14715
BATON ROUGE, LA 70898
(225)766-0244

H.011738.6 (DBE Goal Project) US 165-Y: VERNON STREET-HIPPOLYTE AVENUE
CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVE-
MENT PATCHING, ASPHALTIC SURFACE TREATMENT, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RE-
LATED WORK.

Parish(es): Ouachita

Route(s): US 165-Y

Federal Number: H011738

Estimated Construction Cost: \$1,299,537.66

Apparent Low Bidder: \$1,129,890.14
Diamond B Construction Co., L.L.C.
PO BOX 7618
ALEXANDRIA, LA 71306
(318)427-1300

H.011816.6 (DBE Goal Project) DISTRICT 58 ASPHALTIC SURFACE TREATMENTS
PAVEMENT PATCHING, ASPHALTIC SURFACE TREATMENT, AND RELATED WORK.

OJT Goal: 3 Trainees

Parish(es): Caldwell, Catahoula, Concordia, Franklin, LaSalle

Route(s): LA 127, LA 128, LA 133, LA 4, LA 459, LA 562, LA 568

Federal Number: H011816

Estimated Construction Cost: \$1,476,901.50

Apparent Low Bidder: \$1,544,758.16
Dreher Contracting, LLC
1115 ELM ST.
BASTROP, LA 71220
(318)281-2242



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

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

Rhonda Wallace, DBE Certification Program Specialist
 (225) 379-1360
rhonda.wallace@la.gov

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

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

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

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

Angela Benn, DBE Certification Specialist
 (225) 379-1365
angela.benn@la.gov



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

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

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

5745 Essen Lane, Suite 200
 Baton Rouge, Louisiana 70810
 Office: 225.769.3400
 Fax: 225.769.3596
 Website: www.SJBGroup.com

What can SJB Group do for You?

SJB Group, LLC can provide **free assistance** to certified 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.