



Disadvantaged Business Enterprises

Tuesday/Thursday Breakfast Social and Discussions

January 16, 2014

Inside this issue:

<i>Breakfast Social</i>	1
<i>Small Business Element</i>	2
<i>OSHA Article</i>	3
<i>Upcoming Workshops</i>	7
<i>Featured DBE Firm</i>	12
<i>New Certified DBE's</i>	13
<i>DOTD Contact Information</i>	13
<i>DOTD Lettings/RFQ</i>	14
<i>SJB Group Services</i>	18

Highlights – Kenyatta Sparks, Program Assistant with SJB Group, held another successful Breakfast Social meeting with Mr. Lester Dunn Jr. and Mr. Girod Jackson III with Exceptional Inspections & Management. The purpose of the meeting was to provide pertinent information about the DBE Supportive Services Program and the services available to their company. DBESS provided them with a copy of their Directory of Contractors Booklet and Directory of Engineers Booklet, so they can begin offering their services to the firms listed. It was also recommended that they review their areas of certification and try to expand their work item codes listed in their DBE Certification. Information for Mrs. Juanita Linton, LA DOTD SBE Program Manager, was also provided since they are a prime candidate for SBE Certification.

We thank Mr. Dunn Jr. and Mr. Jackson III for taking time out of their busy schedules to meet with us here at SJB Group and look forward to assisting them in the future business endeavors of their firm.

If you are interested in attending our Breakfast Social Discussion meeting, please call Mr. Sparks at (225) 769-3400. These meetings are held on Tuesdays and Thursdays from 10:30 am to 11:30 am, at the SJB Group Office, 5745 Essen Lane, Suite 200, Baton Rouge, Louisiana.



SMALL BUSINESS ELEMENT

Information Regarding The New Small Business Element (SBE) Program

Are you aware of the new Small Business Element (SBE) Program which went into effect October 1, 2012? The program was created to remedy past and current discrimination against small business firms. The intent of the program is to level the playing field for economically disadvantaged individual wanting to do business with the Department of Transportation and Development (DOTD) on U.S. Department of Transportation federally assisted projects.

The eligibility requirements for the SBE Program are different from the Disadvantaged Enterprise (DBE) Program requirements. The eligibility requirements for the SBE Program are:

- ◆ The business must be at least 51% owned and controlled by an economically disadvantaged individual (where economically disadvantaged is defined as a person whose personal net worth is less than \$1.32 million).
- ◆ The economically disadvantaged owner must be a U. S. citizen or lawful permanent resident of the U.S.
- ◆ The business must meet the Small Business Administration's size standard and not exceed the \$22.41 million in gross receipts.
- ◆ The business must be for profit.

If you are currently certified as a DBE and interested in applying for certification as a SBE, you will be required to complete a two (2) page SBE certification application. The SBE certification process is more involved for businesses that are not currently DBE certified, so you will be required to complete a six (6) page application. The certification process ensures that only qualified small business firms that are controlled by one or more economically disadvantaged individuals are certified for this program.

In order to comply with regulatory mandates, LADOTD will accept SBE certifications from the City of Baton Rouge, and the New Orleans Regional Transit Authority. In order for the SBE certified firms to be included in DOTD's SBE directory, the firm must request in writing and provide documentation to the LADOTD SBE Certification Unit verifying their SBE Certification and the items of work the firm is certified in. Accepting the certification from the City of Baton Rouge and the New Orleans Regional Transit Authority will eliminate the necessity for SBE firms to complete multiple applications as certification decisions are reciprocally accepted with these agencies.

For further information or to download a SBE application, please go to:

<http://www.dotd.la.gov/administration/compliance/downloads.aspx>

or Contact: Mrs. Juanita Linton, DOTD SBE Program Manager at (225) 379-1382.

WINTER WEATHER...



Winter weather creates a variety of hazards that can significantly impact everyday tasks and work activities. These hazards include slippery roads/surfaces, strong winds and environmental cold.

Learning how to prepare for work during the winter, protect workers from the cold and other hazards that can cause illnesses, injuries, or fatalities, is essential to maintaining a safe work environment and completing tasks successfully.

- [Who is affected by environmental cold?](#)
- [What is cold stress?](#)
- [How can cold stress be prevented?](#)
- [Types of cold stress](#)

Who is affected by environmental cold?

Environmental cold can affect any worker exposed to cold air temperatures and puts workers at risk of cold stress. As wind speed increases, it causes the cold air temperature to feel even colder, increasing the risk of cold stress to exposed workers, especially those working outdoors, such as recreational workers, snow cleanup crews, construction workers, police officers and firefighters. Other workers who may be affected by exposure to environmental cold conditions include those in transit, baggage handlers, water transportation, landscaping services, and support activities for oil and gas operations.

Risk factors for cold stress include:

- Wetness/dampness, dressing improperly, and exhaustion
- Predisposing health conditions such as hypertension, hypothyroidism, and diabetes
- Poor physical conditioning

WINTER WEATHER...

What is cold stress?

What constitutes cold stress and its effects can vary across different areas of the country. In regions that are not used to winter weather, near freezing temperatures are considered factors for "cold stress." Increased wind speed also causes heat to leave the body more rapidly (wind chill effect). Wetness or dampness, even from body sweat, also facilitates heat loss from the body. Cold stress occurs by driving down the skin temperature, and eventually the internal body temperature. When the body is unable to warm itself, serious cold-related illnesses and injuries may occur, and permanent tissue damage and death may result. Types of cold stress include: trench foot, frostbite, and hypothermia.

For more information, see OSHA's [Cold Stress Safety and Health Guide](#).

How can cold stress be prevented?

Although OSHA does not have a specific standard that covers working in cold environments, under the [Occupational Safety and Health Act \(OSH Act\) of 1970](#), employers have a duty to protect workers from recognized hazards, including cold stress hazards, that are causing or likely to cause death or serious physical harm in the workplace.

- Employers should train workers. Training should include:
 - How to recognize the environmental and workplace conditions that can lead to cold stress.
 - The symptoms of cold stress, how to prevent cold stress, and what to do to help those who are affected.
 - How to select proper clothing for cold, wet, and windy conditions.
- Employers should:
 - Monitor workers physical condition.
 - Schedule frequent short breaks in warm dry areas, to allow the body to warm up.
 - Schedule work during the warmest part of the day.
 - Use the buddy system (work in pairs).
 - Provide warm, sweet beverages. Avoid drinks with alcohol.
 - Provide engineering controls such as radiant heaters.

Types of Cold Stress

Immersion/Trench Foot

Trench foot is a non-freezing injury of the feet caused by prolonged exposure to wet and cold conditions. It can occur in temperatures as high as 60°F if feet are constantly wet. Injury occurs because wet feet lose heat 25-times faster than dry feet.

What are they symptoms of trench foot?

Reddening skin, tingling, pain, swelling, leg cramps, numbness, and blisters.

WINTER WEATHER...

First Aid

- Call 911 immediately in an emergency; otherwise seek medical assistance as soon as possible.
- Remove wet shoes/boots and wet socks.
- Dry the feet and avoid working on them.
- Keep affected feet elevated and avoid walking. Get medical attention.

Frostbite

Frostbite is caused by the freezing of the skin and tissues. Frostbite can cause permanent damage to the body, and in severe cases can lead to amputation. The risk of frostbite is increased in people with reduced blood circulation and among people who are not dressed properly for extremely cold temperatures.

What are the symptoms of frostbite?

Reddened skin develops gray/white patches in the fingers, toes, nose, or ear lobes; tingling, aching, a loss of feeling, firm/hard, and blisters may occur in the affected areas.

First Aid

- Follow the recommendations described below for hypothermia.
- Protect the frostbitten area, e.g., by wrapping loosely in a dry cloth and protect the area from contact until medical help arrives.
- DO NOT rub the affected area, because rubbing causes damage to the skin and tissue.
- Do not apply snow or water. Do not break blisters.
- DO NOT try to re-warm the frostbitten area before getting medical help, for example, do not use heating pads or place in warm water. If a frostbitten area is rewarmed and gets frozen again, more tissue damage will occur. It is safer for the frostbitten area to be rewarmed by medical professionals.
- Give warm sweetened drinks if alert (no alcohol).

Hypothermia

Hypothermia occurs when the normal body temperature (98.6°F) drops to less than 95°F. Exposure to cold temperatures causes the body to lose heat faster than it can be produced. Prolonged exposure to cold will eventually use up the body's stored energy. The result is hypothermia, or abnormally low body temperature. Hypothermia is most likely at very cold temperatures, but it can occur even at cool temperatures (above 40°F) if a person becomes chilled from rain, sweat, or immersion in cold water.

What are the symptoms of hypothermia?

An important mild symptom of hypothermia is uncontrollable shivering, which should not be ignored. Although shivering indicates that the body is losing heat, it also helps the body to rewarm itself. Moderate to severe symptoms of hypothermia are loss of coordination, confusion, slurred speech, heart rate/breathing slow, unconsciousness and possibly death. Body temperature that is too low affects the brain, making the victim unable to think clearly or move well. This makes hypothermia particularly dangerous because a person may not know what is happening and won't be able to do anything about it.

WINTER WEATHER...

First Aid

- Call 911 immediately in an emergency:
- Move the worker to a warm, dry area.
- Remove any wet clothing and replace with dry clothing. Wrap the entire body (including the head and neck) in layers of blankets; and with a vapor barrier (e.g. tarp, garbage bag) do not cover the face.
- If medical help is more than 30 minutes away:
 - Give warm sweetened drinks if alert (no alcohol), to help increase the body temperature. Never try to give a drink to an unconscious person.
 - Place warm bottles or hot packs in armpits, sides of chest, and groin. Call 911 for additional rewarming instructions.

Basic Life Support (when necessary)

Co-workers trained in cardiopulmonary resuscitation (CPR) may help a person suffering from hypothermia that has no pulse or is not breathing:

- Call 911 for emergency medical assistance immediately.
- Treat the worker as per instructions for hypothermia, but be very careful and do not try to give an unconscious person fluids.
- Check him/her for signs of breathing and for a pulse. Check for 60 seconds.
- If after 60 seconds the affected worker is not breathing and does not have a pulse, trained workers may start rescue breaths for 3 minutes.
- Recheck for breathing and pulse, check for 60 seconds.
- If the worker is still not breathing and has no pulse, continue rescue breathing.
- Only start chest compressions per the direction of the 911 operator or emergency medical services*
- Reassess patient's physical status periodically.
- Chest compression are recommended only if the patient will not receive medical care within 3 hours.

This article was taken from the OSHA website. For more information on this topic, visit www.osha.gov. Please share this information with your employees.

UPCOMING WORKSHOPS....

[Employment Law & Unemployment Insurance Seminar - Slidell](#) [Register](#)

Thursday, February 06, 2014 8:00 AM to 12:30 PM

This seminar is designed to help businesses save money, deal with everyday workforce challenges, and answer questions which will enhance your business operations. The seminar is targeted to business owners, managers, supervisors, and human resource professionals. AGENDA: 8:00am - Registration 8:20am - Welcome and Remarks 8:25am - Employment Research Services - Lisa Licciardi & Harold Hebert 8:40am - Labor and Employment Law - Rob Roux, Attorney, LWC 10:40am - Break 10:50am - Unemployment Insurance - Stephen Harris, Employer Outreach Liaison, LWC, Office of UI Administration 12:20pm - Closing Remarks

Speaker: Rob Roux, Attorney, Louisiana Workforce Commission Stephen Harris, Employer Outreach Liaison, Louisiana Workforce Commission Office of UI Administration

Location: [Louisiana SBDC at Southeastern Louisiana University, Slidell Municipal Auditorium, Slidell](#)

[Small Business Tax Workshop](#)

Thursday, February 06, 2014 6:00 PM to 8:30 PM

This workshop covers the basic tax requirements of a small business owner, including tax comparison of various business structures, taxpayer ID numbers, independent contractor vs. employee, recordkeeping systems, business use of home, business use of auto. Cost: \$20 payable at the door. Each additional person from the same business can attend for @ \$10.

Speaker: Bill Marshall, Marshall & Associates

Location: [LSBDC at LSU Shreveport: Main Office, LSUS Business/Education Bldg. 103, *Shreveport](#)

Fee: \$ 20.00

[Project Management](#)

Friday, February 07, 2014 1:00 PM to 5:00 PM

This workshop is highly recommended for all individuals interested in obtaining the skills and competencies required for relationships with contracts and suppliers of both goods and services. Topics of discussion Project Management on February 7-8, 2014 Friday 1:00 pm -5:00 pm and Saturday 8:00 am - 5:00 pm.

Speaker: Eric Porter, Comnet

Location: [Public Safety Center, Monroe](#)

[Marketing Best Practices for Real Estate Professionals](#)

Friday, February 07, 2014 2:00 PM to 5:00 PM

This free session will discuss best practices and tips on how to build your real estate brand and manage your marketing efforts using the web. After the presentation, Jason Nicosia, VP of Marketing at eMerge will be available for a one on one coaching session. Space is limited. Register today.

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

[Business Accounting](#)

[Intermediate QuickBooks](#)

Wednesday, February 12, 2014 3:00 PM to 6:00 PM

A continuation of our popular Basic Level QuickBooks Workshop, this session will assist you with more advanced topics such as: • Inventory Set-up, • Setting Personal Preferences, • Establishing Finance Charges for late-paying customers • Send invoices via e-mail • Creating Classes to Report on Business Segments • Creating an Annual Budget • Defining Sales Taxes And Many Other Areas That Will Make Your Use Of Quickbooks More Efficient And More Enjoyable. • Customizing Reports • Memorizing Reports • Trouble Shooting For Common Bank Reconciliation Mistakes • How To Handle Deposits • Setup For Credit Cards • Learn To Track And Pay Sales Tax • Perform A Year-End Close With Quickbooks A working knowledge of QuickBooks is needed to grasp the topics presented in this class. This course addresses the activities of the Bookkeeping function and also Management's role in reviewing the information.

Speaker: Richard Melancon, Business Consultant

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

UPCOMING WORKSHOPS....

Business Basics

Starting and Financing Your Business Idea - Slidell

Tuesday, February 25, 2014 9:00 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 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: [LSBDC at Southeastern Louisiana University, East St. Tammany Chamber of Commerce, Slidell](#)

Business Plan

Business Plan Writing

Thursday, February 06, 2014 5:30 PM to 8:30 PM

This workshop is highly recommended for all individuals interested in obtaining funding and determining what documents to take to the bank. Understanding the loan process will improve your chances of meeting lender expectations, therefore increasing your chances of obtaining a loan. Topics of discussion will include: -Key Questions the Bank Wants Answered -Documents Most Lenders Require -Writing a Business Plan -Developing Financial Projections

Speaker: Mike Pennison, Business Consultant

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

Fee: \$ 35.00

Financing and Capital

5 Steps to Secure Financing

Tuesday, February 11, 2014 5:30 PM to 8:30 PM

Learn what to do before approaching a lender. This seminar will help identify and assess business' financial needs, identify sources of capital, and prepare the essential documents for a lender or investor. Knowing what the lender is looking for and the questions the lender wants answered may improve the chances of obtaining the financing that the business needs. Participants will receive helpful forms to use in preparing a financial package • Key Questions Lenders Want Answered • Worksheets to Determine Start-up Costs, Personal Financials, and Budgets

Speaker: Michael Pennison, Business Consultant

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

Fee: \$ 40.00

Human Resources

Navigating the Affordable Care Act - Hammond

Tuesday, February 11, 2014 9:00 AM to 11:00 AM

This seminar will cover key small business provisions of the federal healthcare law and the new Health Insurance Marketplace, which opened October 1. Specific topics will include: • four questions employers must ask themselves • new rules for applicable large employers • definition of Affordable Coverage • taxes and penalties • grandfathering and current benefits to groups • employee notification

Speaker: Louisiana Healthcare Education Coalition

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

UPCOMING WORKSHOPS....

International Trade

Louisiana Export 201

Tuesday, February 11, 2014 9:00 AM to 4:00 PM

Export 201 - Intermediate course: • Promoting Products in Target Markets • Market Penetration Considerations – Finding, Selecting and Developing Foreign Representatives, Types of Agreements, Branding, Pricing, Shipping, Website Integration • Free Trade Agreements; Tariff and Non-Tariff Barriers • U.S. and International Agencies Supporting Trade Who They Are & What They Do • Market Research & Identifying Trade Contacts • Establishing an Overseas Presence • Export Documentation and Effective Management of Export Transactions - The Pro Forma Invoice; Terms of Sale; Discrepancies in Letters of Credit; Export Credit Insurance; Introduction to Export Compliance • Customer Service and Quality Assurance • Other pertinent topics for new to export companies and exporting basic • Effective Compliance with the U.S. Export Administration Regulations

Location: [Louisiana Association of Business & Industry, Baton Rouge](#)

Louisiana Export 301

Wednesday, February 12, 2014 9:00 AM to 4:00 PM

Export 301 - Advanced course: • Product Adaptation to Individual Markets - Standards; Engineering and Redesign; Packaging & Labeling; Warranties and After-Sales Service • Patents, Trademarks, and Intellectual Property Protection • U.S. & Host Country Tax Issues • International Bid and Performance Bonds • Creative Financing • Joint Ventures & Licensing • Establishing an Overseas Presence • Effective Compliance with the U.S. Export • Administration Regulations • International Legal Considerations - Contracts; Disputes; and Pitfalls • Innovation and Leadership in Growing International Business • International Standards - CE Mark, ISO, CCC Mark, etc. • Other pertinent topics for new to export companies and exporting basics

Location: [Louisiana Association of Business & Industry, Baton Rouge](#)

Managing a Business

Starting & Financing a Small Business

Wednesday, February 05, 2014 1:00 PM to 3:00 PM

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: Mike Pennison, Business Consultant

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

Marketing and Sales

The Power of Mobile Marketing - Hammond

Tuesday, February 04, 2014 12:00 PM to 1:00 PM

FEEL FREE TO BRING YOUR LUNCH! Many consumers are using mobile devices to find what they need, to assess their options, to make quick decisions, and on-the-spot purchases. Small businesses and nonprofits who embrace mobile now will be in the best position to take advantage of this growing trend. Let us help you understand the phenomenon of mobile marketing to help your business stay ahead of the competition and how you can leverage it as a service opportunity to help your clients/members access the information they are searching for. In this seminar you'll learn: - Why mobile cannot be ignored; - How mobile is the new reality for small businesses and nonprofit organizations; and - What you can do today to help your clients become more mobile-friendly Who Should Attend: Suitable for all experience levels. Anyone interested in learning more about email marketing.

Speaker: Kim Walker - 5 Stones Media

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

UPCOMING WORKSHOPS....

1410: Preparing to Compete

Wednesday, February 26, 2014 9:00 AM to 12:00 PM

Free Seminar Seating is limited, so please pre-register on-line or call 337-475-5529

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

Start-up Assistance

Starting and Financing a Small Business

Tuesday, February 04, 2014 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 of 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](#)

Start Up Orientation: Starting and Financing Your Business

Tuesday, February 04, 2014 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 of discussion will include: -Entrepreneurship Readiness -Sources of Funds for Start-Up -Required Licenses -Writing a Business Plan

Speaker: Sarah Burch, Business Consultant

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

How to Form & Register Your Business

Tuesday, February 11, 2014 10:00 AM to 1:00 PM

Proper licenses and permits are necessary to operate a business. This seminar teaches how to obtain tax ID numbers, permits, and licenses. The seminar examines the differences between "C" and "S" Corporations, sole proprietorships, partnerships, and LLC's. Elements that business structures are based on are discussed such as taxes, ownership, responsibility, control, risk, operations, and employee requirements. -Advantages & Disadvantages of each Legal Structure -Legal Structure Quiz -Filing Forms for Selecting an Organizational Structure are Provided

Speaker: Al Overman, Business Consultant

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

Fee: \$ 35.00

Starting and Financing A Small Business

Wednesday, February 12, 2014 2:30 PM to 4:30 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 of discussion will include entrepreneurship readiness, writing a business plan, sources of funds for start-up and expansion, small business resources, and required licenses.

Speaker: Mark Galyean, Director, LSBDC at UL Lafayette

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

1407: Starting & Financing A Small Business

Thursday, February 20, 2014 3:00 PM to 5:00 PM

Free Seminar. Please pre-register so we can prepare for your attendance. Phone (337) 475-5529 or email lsbdc.msu@lsbdc.org. This seminar will be held at the SEED Center on the McNeese State University Campus, Room E.

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

UPCOMING WORKSHOPS....

Starting and Financing a Small Business

Friday, February 21, 2014 9:00 AM to 11:00 AM

This workshop is highly recommended for all veterans, or anyone registered with ACAP, who are 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 know 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: Mr. Jim Kilcoyne, Business Consultant and Center Director for NSU's Louisiana Small Business Development Center

Location: [Fort Polk, Army Alumni and Career Program, Leesville](#)

Starting and Financing a Small Business. Register

Saturday, February 22, 2014 9:00 AM to 11:00 AM

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.

Location: [LSBDC at the University of Louisiana at Monroe, Hemphill Hall Room 113, *Monroe](#)

Featured DBE Firm



Established in 1998, Bits Technical began as a premier provider of Custom PC, Server Surveillance, Component, Telecom (and more) solutions. Our focus is to provide your company with the tools that you need to service your valued clients in the most thorough and professional manner possible.

Our mission at Bits Technical is to be more than your computer distributor but to be your true technology partner. Too often, we have seen other computer distributors that are only interested in providing "deals" that will benefit them in the short term without considering their customer's needs.

As your technology partner, we understand that when your business grows our business will grow with you. To ensure your growth and success in the long term, we must work to provide you, not only with the necessary products, but also with the necessary training, services, programs and support that are related to our product offerings.

Services:

- DVR/NVR Solutions
- IP/Analog Camera Compatibility
- LPR (License Plate Recognition)
- Mobile DVR/Standalone Units
- Real-Time GPS Tracking
- CMS (Central Monitoring Station)
- Smartphone Applications
- Deployments for Several School Districts and State Agencies
- Deployments for Banks and Financial Institutions

Certifications:

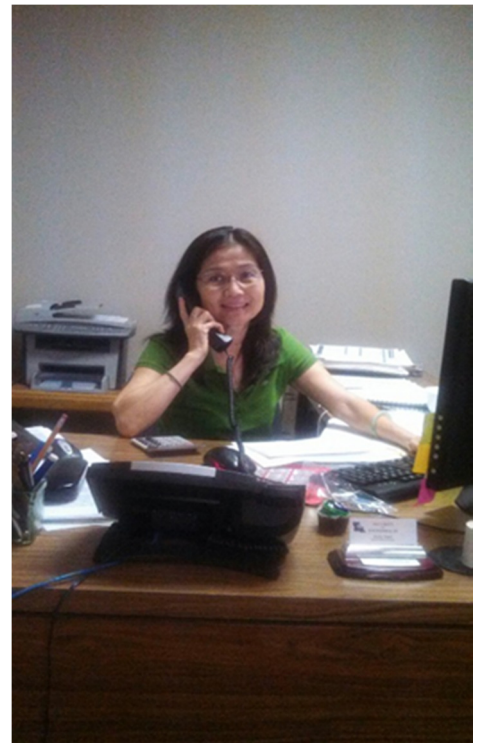
- DUNS 097651306
- DBE Certified by LA DOTD
- NAICS; 561621, 423410, 238210, and 334290
- Louisiana State CCTV Contract Number. 408849
- Milestone and Geovision Certified
- Fire Marshall Certified
- Louisiana State Contractors License
- Federal Taxpayer ID: 721417206

State References:

- Lafourche Parish School District
- Plaquemines Parish School Board
- Jefferson Parish Library
- BREC
- LA. Dept. of Corrections
- LA. State Penitentiary
- LA Technical College—River Parishes
- Medical Center of LA at NO
- Southern University

Past Performance:

- Lafourche Parish School District
Thibodaux, LA
Seth Holloway 985-435-4618
- Plaquemines Parish School Board
Belle Chasse, LA
Sharon Zilucca 504-595-6305
- City of Slidell Purchasing Department
Slidell, LA
Robert Vogt 985-646-4250
- Jefferson Parish Library
Metairie, LA
Ricardo Mesa 504-838-1118



Bits Technical Corporation

*Benson Row
11920 Industriplex Blvd.
Baton Rouge, LA 70809*

*Phone: 1-888-567-2487
E-mail: benson@bitsopen.com
www.bitstech.com*

CONGRATULATIONS ON OBTAINING YOUR DBE CERTIFICATION



SGJ ENTERPRISES



MARTIN-PINERO



SAVANT CONSULTING, INC.



W&Y SHEETMETAL

LA DOTD DBE PROGRAM CONTACT INFORMATION



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

Remy Graves, DBE 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
(225) 379-1922
kandy.fly@la.gov

Juanita Linton, Small Business Element Program Manager
(225) 379-1411
juanita.linton@la.gov

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

Keisha Alexander– Green, DBE Contract Administration Specialist
(225)379-1364
keycha.alexander-green@la.gov

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



Louisiana Department of Transportation

Letting of 2/12/2014 LA DOTD Headquarters

Proposal: H.002132.6-R1 MAREE MICHEL AND CREEK BRIDGES

DBE Goal: 8%

CONFERENCE NOTICE TO CONTRACTORS PRE-BID CONFERENCE (MANDATORY ATTENDANCE) A mandatory project pre-bid conference for all prospective bidders will be held at the District 03 training room, 428 Hugh Wallis Road, Lafayette, Louisiana 70508 on Tuesday, January 28, 2014 beginning 1:00 PM. All prospective bidders are required to attend.

clearing and grubbing, class ii base course, lime treatment, super-pave asphaltic concrete pavement, concrete slab span bridge, steel girder span bridge, and related work.

Parish(es): Vermilion

Route(s): LA 91

Federal Number: H002132

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

[Construction Proposal Documents](#)

Proposal: H.003332.6 I-20: RICHLAND/MADISON PARISH RAMP REHAB

DBE Goal: 4%

OJT Goal: 4 Trainees

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

Parish(es): Madison; Richland

Route(s): I-20

Federal Number: H003332

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

Proposal: H.006062.6 AMYX ROAD BRIDGE OVER SALEM CREEK

SBE Goal: 8%

removal of bridge, aggregate roadway surfacing, concrete slab span bridge and related work.

Parish(es): Catahoula

Federal Number: H006062 / 1310 (501)

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

[Construction Proposal Documents](#)

Proposal: H.007177.6 Ames Blvd. Improvements

DBE Goal: 10%

OJT Goal: 4 Trainees

grading, pavement patching, class ii base course, superpave asphaltic concrete pavement and related work.

Parish(es): Jefferson

Route(s): AMES BLVD

Federal Number: H007177 / 4045(020)

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

[Construction Proposal Documents](#)

Proposal: H.009504.6 LA 2: Bossier Parish Line To Sykes Ferry

DBE Goal: 6%

cold planing asphaltic concrete, pavement patching, superpave asphaltic concrete overlay and related work.

Parish(es): Webster

Route(s): LA 2

Federal Number: H009504

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

Proposal: H.009592.6 LA 8: US 84 INTERSECTION

clearing and grubbing, class ii base course, superpave asphaltic concrete overlay, and related work.

Parish(es): LaSalle

Route(s): LA 8

Federal Number: H009592

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

[Construction Proposal Documents](#)

Proposal: H.009599.6 I-12:BAPTIST WEIGH STATION SPOT REPAIRS

portland cement concrete pavement, pavement marking, raising specialized lighting, and related work.

Parish(es): Tangipahoa

Route(s): I-12

Federal Number: H009599

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

[Construction Proposal Documents](#)



Louisiana Department of Transportation

Proposal: H.009635.6 LA 308: LAFOURCHE P/L - LA 1011

DBE Goal: 9%

superpave asphaltic concrete pavement, pavement widening, cold planing asphaltic pavement, pavement patching, and related work.

Parish(es): Assumption

Route(s): LA 308

Federal Number: H009635

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

[Construction Proposal Documents](#)

Proposal: H.009833.6 District 61 Traffic Control Upgrades 2

DBE Goal: 2%

traffic signalization and related work.

Parish(es): Ascension; East Baton Rouge

Route(s): Various

Federal Number: H009833

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

[Construction Proposal Documents](#)

Proposal: H.010156.6 I-10 @ LA 383 (IOWA) INTERCHANGE LIGHTING

DBE Goal: 2%

roadway lighting and related work.

Parish(es): Calcasieu

Route(s): I-10

Federal Number: H010156

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

[Construction Proposal Documents](#)

Proposal: H.010297.6 LA 520: JCT US 79 - 1.624 MI S BELL HILL RD

DBE Goal: 8%

cold planing, pavement patching, superpave asphaltic concrete pavement and related work.

Parish(es): Claiborne

Route(s): LA 520

Federal Number: H010297

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

[Construction Proposal Documents](#)

Proposal: H.010312.6 LA 191: LA 763 TO US 84

SBE Goal: 2%

asphaltic surface treatment, pavement marking and related work.

Parish(es): Desoto

Route(s): LA 191

Federal Number: H010312

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

[Construction Proposal Documents](#)

Proposal: H.010314.6 LA 518: US 79 TO CLAIBORNE PARISH LINE

asphaltic surface treatment and related work.

Parish(es): Webster

Route(s): LA 518

Federal Number: H010314

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

[Construction Proposal Documents](#)

Proposal: H.010326.6 LA 23: AVE. B - APRICOT ST.

conversion of existing catch basin tops and related work.

Parish(es): Plaquemines

Route(s): LA 23

Federal Number: H010326

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

[Construction Proposal Documents](#)

Proposal: H.010327.6 LA 45: TUSA DR. - OAK FOREST BLVD.

SBE Goal: 7%

drainage structures, pavement patching, and related work.

Parish(es): Jefferson

Route(s): LA 45

Federal Number: H010327

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

[Construction Proposal Documents](#)



Louisiana Department of Transportation

Proposal: H.010492.6 I-49: 0.36 MI N LA 8 - NATCHITOCHE P/L

DBE Goal: 9%

clearing and grubbing, cold planing asphaltic concrete, superpave asphaltic concrete overlay and related work.

Parish(es): Rapides

Route(s): I-49

Federal Number: H010492

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

[Construction Proposal Documents](#)

Proposal: H.010522.6 LA 347: LA 86 - 0.46 MI. SW of LA 96

DBE Goal: 3%

OJT Goal: 1 Trainees

cold planing asphaltic concrete, lime treatment, in-place cement stabilized base course, asphaltic surface treatment, superpave asphaltic concrete overlay, and related work.

Parish(es): Iberia; St. Martin

Route(s): LA 347

Federal Number: H010522

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

[Construction Proposal Documents](#)

Proposal: H.010541.6 LA 8: 170' W LA 465 - 775' W RAPIDES P/L

DBE Goal: 3%

cold planing asphaltic concrete, pavement patching, thin asphaltic concrete and related work.

Parish(es): Vernon

Route(s): LA 8

Federal Number: H010541

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

[Construction Proposal Documents](#)

Proposal: H.010603.6 I-20 Mississippi River Bridge at Vicksburg

DBE Goal: 2%

bridge modifications and related work

Parish(es): Madison; Warren County, MS

Route(s): I-20

Federal Number: H010603

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

[Construction Proposal Documents](#)

Proposal: H.010705.6 DMS LADDER SYSTEM STATEWIDE - PHASE 4

DBE Goal: 1%

technology: intelligent transportation systems, dynamic message signs (dms), dms ladders and platforms, and related work.

Parish(es): Bossier; Caddo

Route(s): I-20; I-220; I-49; LA 3132

Federal Number: H010705

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

[Construction Proposal Documents](#)

Proposal: H.010712.6 I-10 Median Cable Barrier: I-510 - Twin Span

DBE Goal: 10%

installation of cable barrier system and related work.

Parish(es): Orleans

Route(s): I-10

Federal Number: H010712

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

[Construction Proposal Documents](#)

Proposal: H.010788.6 M/V Ascension 5 year dry docking 2013 5 year dry docking for uscg 2013

Parish(es): Statewide

Federal Number: H010788

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

[Construction Proposal Documents](#)

Proposal: H.010794.6 LA 27, LA 10, & LA 110: Micro-Surfacing

DBE Goal: 1%

micro surfacing, pavement markings, and related work.

Parish(es): Allen; Beauregard; Calcasieu

Route(s): LA 10; LA 110; LA 27

Federal Number: H010794

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

[Construction Proposal Documents](#)



Louisiana Department of Transportation

Proposal: H.010816.6 OLD RIVER ROAD BRIDGE OVER CANEY CREEK

DBE Goal: 10%

clearing and grubbing, grading, class ii base course, superpave asphaltic concrete pavement, concrete slab span bridge, and related work.

Parish(es): Beauregard

Federal Number: H010816 / BRO-0610 (502)

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

[Construction Proposal Documents](#)

Proposal: H.010845.6 LA 3037 & LA 3165 OVERLAYS

cold planing asphaltic concrete, lime treatment, in-place cement stabilized base course, superpave asphaltic concrete overlay and related work.

Parish(es): Catahoula

Route(s): LA 3037; LA 3165

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

[Construction Proposal Documents](#)

RFP Advertisements for Professional Services Contracts for LA DOTD

<u>Date</u>	<u>Project No.</u>	<u>Project Name</u>	<u>Parish(es)</u>	<u>Closing Date</u>
1/17/14	4400004128	I-49 Connector (Lafayette Regional Airport To I-10/I-49/Us 167 Interchange)	Lafayette	2/18/14
1/17/14	4400004383	Retainer Contract For Tunnel Inspection And Repair/Rehabilitation Plans Preparation	Statewide	2/18/14
1/17/14	4400004541	Retainer Contract For Professional Surveying Services	Statewide	2/4/14
1/17/14	4400004543	Retainer Contract For Professional Surveying Services	Statewide	2/4/14
1/14/14	30001663	Marketing And Management Of DOTD's Assets Fir Advertising - Sponsorship	Statewide	3/10/14

The information contained in this newsletter is for general information purposes only. While we endeavor to keep the information up to date and correct, we make no representations or warranties of any kind, express or implied, about the completeness, accuracy, reliability, suitability or availability with respect to the information, products, services, or related graphics contained in the newsletter for any purpose. Any reliance you place on such information is therefore strictly at your own risk.

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.

5745 Essen Lane, Suite 200

Baton Rouge, LA 70810

225-729-3400

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.