

Disadvantaged Business Enterprises



2012 BUSINESS SUMMIT & SHOWCASE

Highlights of the 2012 Business Summit and Showcase

Our DBE Supportive Services (DBESS) staff participated with LADOTD in the 2012 Business Summit Event hosted by the City of Lake Charles on Thursday, November 1, 2012, at the Lake Charles Civic Center. The Honorable Randy Roach, Mayor of Lake Charles, and representatives from Calcasieu Parish Police Jury, U.S. Senator Mary Landrieu's office, U.S. Senator David Vitter's office, and U.S. Congressman Charles Boustany's office provided the welcoming remarks.

The goal of the Business Summit was to provide information to businesses regarding contracting opportunities, review the DBE Program updates, and discuss the new Small Business Element (SBE) Program and certification requirements. We invited DBE firms, mainly those located in the northern and central parts of the state, to attend the event. This afforded us (DBESS staff) the opportunity to meet with the DBE firms in these areas to discuss our role, and the assistance and services we can provide to help them grow and sustain their businesses.

The City of Lake Charles, Calcasieu Parish, Chennault Airpark, Port O Lakes, Christus Health, Lake Charles Regional Airport, and Lake Area Industries Alliance) provided valuable information pertaining to business procurement and opportunities with their agencies. Afterwards there were breakout sessions, followed by attendees networking for business opportunities with participating agencies.

Our DBESS staff will continue to inform you of seminars, workshop, etc., by email and/or telephone, to keep you abreast of opportunities available to you as a DBE firm.

Please direct any questions you may have regarding available services and assistance for DBEs to the DBESS staff; Mrs. Jackie des Bordes, Mr. Kenyatta Sparks, or Ms. Grace Chatman at (225) 769-3400. **It is our pleasure to serve you, and we look forward to seeing you at our upcoming events! So check your emails for the dates and times.**



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2012 BUSINESS SUMMIT & SHOWCASE IN LAKE CHARLES, LOUISIANA



UPCOMING WORKSHOPS.....

SA Certification Training—Wednesday, December 19, 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 Writing Academy I—Saturday, December 8, 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, 2012 and the second session is on December 15, 2012.

Location: Southern University—College of Business, T.T. Allain—SU Global Conference Center, Baton Rouge

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

International Trade and Sources of Funding for Veterans—Tuesday, November 27, 2012 10:00 AM to 12:00 PM

This workshop is highly recommended for all veterans interested in international trade. During this workshop you will meet with international trade experts from the state, federal and local agencies. Learn how to take advantage of the State Trade and Exporting Promotions (STEP) Grant Program to help market your products and services overseas. The Small Business Administration will present all funding opportunities for veterans.

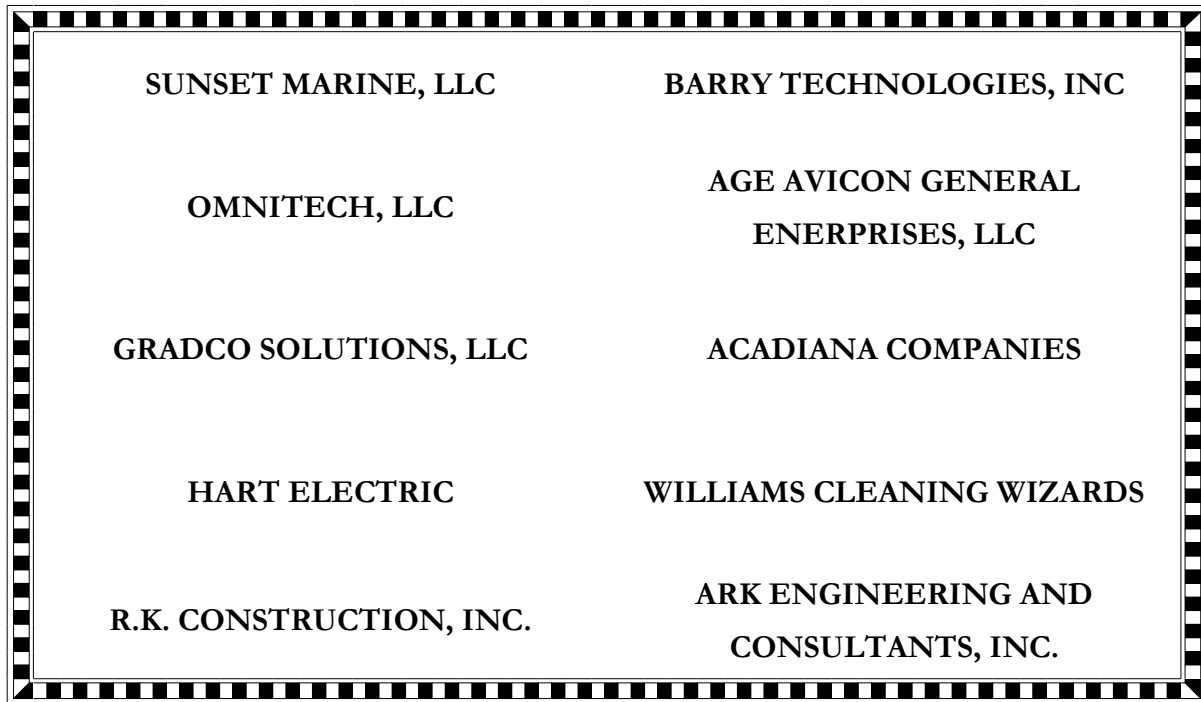
Location: Louisiana Technology Park, Baton Rouge

Starting and Financing a Small Business—Tuesday, December 4, 2012 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. For more information contact LSBDC Southern University at (225) 771-5991 or register online at www.lsbdc.org.

Location: Louisiana Technology Park, Baton Rouge

PLEASE WELCOME THESE NEWLY CERTIFIED DBE FIRMS



LA DOTD DBE PROGRAM CONTACT INFORMATION



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BREAKFAST SOCIAL MEETING

Tuesday/Thursday Breakfast Social Discussion

November 15, 2012

Highlights – The SJB Group DBE Supportive Services staff (Mrs. Jackie des Bordes, Mr. Kenyatta Sparks, and Ms. Grace Chatman) hosted another breakfast meet and greet session on November 15, 2012. The purpose of this meeting was to inform DBEs of the services and assistance offered by the DBESS staff, free of charge, to help them grow and sustain their businesses. Attending the event were Mr. Curtis Lee of AGE Avicon General Enterprises, LLC; Mr. Qasem Abughazleh of Gulf To Gulf Bridge Engineering, LLC; Mr. Gregory and Mrs. Evelyn Braud of Gents Enterprise; and Ms. Adrienne Johnson of GCL Accounting & Consulting, LLP.

Mrs. Juanita Linton with the LADOTD Compliance Programs Office was invited to the session to speak on the new Small Business Element (SBE) Program and certification requirements. SBE certification forms were available for those DBEs interested in applying for SBE certification. To learn more about the SBE Program and certification process, contact Mrs. Linton at (225) 379-1382. As always we had a very productive and informative session.

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 7:30 am to 8:30 am, at the SJB Group Office, 5745 Essen Lane, Suite 200, Baton Rouge, Louisiana.



OSHA SPOTLIGHT.....

Violence In The Workplace

What is workplace violence?

Workplace violence is any act or threat of physical violence, harassment, intimidation, or other threatening disruptive behavior that occurs at the work site. It ranges from threats and verbal abuse to physical assaults and even homicide. It can affect and involve employees, clients, customers, visitors, and the public. Homicide is currently the fourth-leading cause of fatal occupational injuries in the United States in 2010, 505 were workplace homicides. Homicide is the leading cause of death for women in the workplace. However it manifests itself, workplace violence is a major concern for employers and employees nationwide.

Who is at risk of workplace violence?

Nearly 2 million American workers report having been victims of workplace violence each year. Unfortunately many of these cases go unreported. The truth is, workplace violence can strike anywhere, anytime, and no one is immune. Research has identified factors that may increase the risk of violence for some workers at certain work-sites. Such factors include exchanging money with the public and working with volatile, unstable people. Working alone or in isolated areas may also impact the likelihood of violence. Additionally, time of day and location of work, such as working late at night or in areas with high crime rates, are also risk factors that should be considered when addressing issues of workplace violence.

How can workplace violence hazards be reduced?

In most workplaces where risk factors can be identified, the risk of assault can be prevented or minimized if employers take appropriate precautions. One of the best protection employers can offer their workers is to establish a zero-tolerance policy toward workplace violence. This policy should cover all workers, patients, clients, visitors, contractors, and anyone else who may come in contact with company personnel.

This can be a separate workplace violence prevention program or can be incorporated into an injury and illness prevention program, employee handbook, or manual of standard operating procedures. It is critical to ensure that all workers know the policy and understand that all claims of workplace violence will be investigated and remedied promptly. In addition, the Occupational and Safety Health Administration (OSHA) encourages employers to develop additional methods as necessary to protect employees in high risk industries.

Where can I get information on worker's rights and employers' responsibilities?

This information can help you properly prepare to eliminate or reduce the likelihood of violence at your workplace. For other valuable protection information, such as Workers' Rights, Employer Responsibilities and other services OSHA offers, please visit www.osha.gov.

The information cited in this article was taken from the OSHA website. We encourage you to share this valuable information with your employees.

FEATURED DBE FIRM

J & R CONCRETE PUMPING, LLC

In the aftermath of Hurricane Katrina, J&R Concrete Pumping, LLC was formed in the Southeastern Louisiana area to assist in the rebuilding of the affected areas. Robert Joseph and Clyde Reid, decided to bring their different backgrounds and experiences together to form one of only five African American-owned concrete boom pumping companies in the nation. Robert has been involved in the concrete finishing business for over 30 years. Clyde had spent time in the Navy and was a successful salesman of consumer products and pharmaceuticals. After a successful first year, Clyde quit his sales job, added two more pump trucks and joined Robert full time. The company has since grown to five pumps ranging in size from 36 Meters to 47 Meters and 12 employees. In 2007, the company added concrete forming, finishing and resteel installation to their services being offered to general contractors.

J&R Concrete Pumping has extensive experience in the commercial and industrial environments. Due to the highly specialized nature of the petrochemical environment, J&R was the exclusive concrete pumping company during the nation's largest refinery expansion, Marathon Oil— Garyville. J&R pumped more than 150,000 yards of concrete and successfully completed over 1000 concrete pours, accident free, during the project. J&R was also involved with the Recovery School District in New Orleans by completing the resteel and foundation for the first recovery school in New Orleans East, Mildred Osborne Elementary. Some of our customers include: Cajun Industries, James Construction, Archer Western, Alberici, Mapp Construction, Turner Industries, Excel, Performance Contractors, Gibbs Construction, Marathon Oil, Valero Refining, Chevron, Exxon, Dow Chemicals, DuPont, Air Products, Shintech, and IMTT.

Being patient and persistent has enabled us to be successful in this tough economy. Knowing what our limitations are and not being afraid to challenge ourselves have enabled us to grow our business in areas that we would not have thought about four years ago. Likewise, asking for help and seeking out all available resources have only made us better!



J & R Concrete Pumping

106 W. 19th Street

Reserve, LA 70084

Telephone: 866-641-8069

Fax: 225-612-0306

Ask for:

Mr. Robert Joseph

or

Mr. Clyde Reid



Louisiana Department of Transportation

Letting	Project No.	DBE Goal	Parish(es)	Description
12/4/2012	H.971968		West Baton Rouge	LA 22 SB: Bayou Francois Bridge—Estimated Cost Range: \$0 to \$100,000
12/4/2012	H.971969		West Baton Rouge	I-10 @ LA 1 NB Ramp: Rain Repair—Estimated Cost Range \$0 to \$100,000
12/5/2012	H.001805.6	5%	Sabine	LA 174: E. Jct. LA 483—Jct. LA 175—
12/5/2012	H.008251.6-R1		Rapides	LA 456: RDWY CLOSURE @ UPRR CROSSING—removal of asphalt pavement and railroad crossing pad, installation of dead-end barrier, and earth work. Route(s) LA 456
12/5/2012	H.009715.6	10%	Orleans	P2PC—Leos, Brdwy, Frtt, Nashvle, Fontbleu, JeffDavis, Bank, Bienvle—cold plane, asphaltic concrete patching, concrete repair, asphalt overlay, striping, ada ramps..
12/5/2012	H.000489.6-R1	14%	St.Tammany	clearing and grubbing, drainage structures, cold planing asphaltic concrete, class ii base course, pavement widening, superpave asphaltic concrete pavement, traffic signalization and related work. Route(s) US 190
12/12/2012	H.000661.6		Morehouse	LA 139-, US 165, US 425—grading, landscaping, gateway signs and related work.
12/12/2012	H.002129.6	3%	Jefferson Davis	LA 101—cold planing asphaltic concrete pavement, pavement patching, pavement widening, superpave asphaltic concrete overlay and related work.
12/12/2012	H.002760.6-R	12%	Iberia	US 90-JCT. LA 182—grading, drainage structures, class ii base course, lime treatment, superpave asphaltic concrete pavement, portland cement concrete pavement, and related work.
12/12/2012	H.003496.6	8%	Caddo	I-49 North (MLK to La Hwy 1) - clearing and grubbing, drainage structures, sub-grade treatment, class ii base course, superpave asphaltic concrete pavement, portland cement concrete pavement, precast prestressed concrete girder spans bridge, and related work.
12/12/2012	H.006733.6		District 04	Kids on the Move (Phase II) - sidewalk, pavement markings and related work.
12/12/2012	H.007211.6		Jefferson	Ames Blvd Improvements (Barataria Blvd to East Ames Blvd.) - clearing and grubbing, landscaping, and related work.
12/12/2012	H.008225.6	12%	Ouachita	LA 3033: LA 3033 Drain Bridge—clearing and grubbing, grading, drainage structures, class ii base course, superpave asphaltic concrete paving, concrete slab span bridge, and related work.
12/12/2012	H.009134.6		Vernon	Boundary Road Bridge—clearing and grubbing, concrete slab span bridge and related work.
12/12/2012	H.009135.6	8%	Rapides	Valentine Lake Road Bridge—clearing and grubbing, class ii base course, superpave asphaltic concrete pavement, concrete slab span bridge, and related work.
12/12/2012	H.009446.6	6%	Tangipahoa	US 190: Westin Oaks at Church St—drainage structures, cold planing asphaltic concrete, class ii base course, superpave asphaltic concrete pavement and related work.
12/12/2012	H.009550.6	8%	Tangipahoa	US 51 Jct. LA 3234-S. Jct. LA 442—drainage structures (box culvert extensions), pavement patching, cold planing asphaltic pavement, superpave asphaltic concrete overlay, guard rail and related work.



Louisiana Department of Transportation

Letting	Project No.	DBE Goal	Parish(es)	Description
12/12/2012	H.009642.6	4%	Vermillion	LA 14: E. C/L Gueydan—LA 3093—grading, cold planing asphaltic pavement, pavement patching, superpave asphaltic concrete overlay, drainage structures and related work.
12/12/2012	H.009985.6	10%	Jefferson	P2PD-Vintage, Loyla, SaLentini, Chateau, JoeYenni, 31st, W. Esplanade—cold plane asphaltic concrete, asphaltic concrete repair, concrete pavement repair asphaltic concrete overlay, striping, concrete ada ramps, sidewalks.

RFP Advertisements for Professional Services Contracts for LA DOTD

12/12/2012	H.009985.6	10%	Jefferson	P2PD– Vintge, Loyla, SaLentini, Chateua, JoeYenni, 31st, WEsplanade—Cold plane asphaltic concrete, asphaltic concrete repair, concrete pavement repair asphaltic concrete overlya, striping, concrete ada ramps, sidewalks.
11/26/2012	H.004985			I-12 to Bush Mitigation Plan
12/3/2012	.000001418		Statewide	Record Information Management Program—Improvement and Implementation
12/3/2012	.000001450		Statewide	Management Services for Disaster Cost Recovery Statewide

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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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Baton Rouge, LA 70810

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.