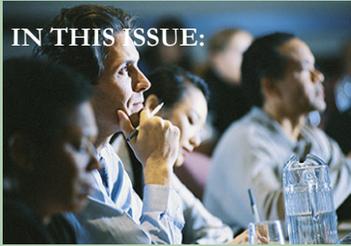




# Disadvantaged Business Enterprises



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



Our 2015 **“Meet the Primes”** event, held on September 17, 2015 was a phenomenal function with a fantastic turnout. Attending were Mr. Shawn Wilson (Chief of Staff with Secretary Sherri LeBas’ Office), Mr. Todd Jeter (Federal Highway Administration), Prime Contractors (Barriere Construction, Boh Bros Construction, Coastal Bridge Construction, Diamond B Construction, and JB James Construction), AGC, the LADOTD Compliance Office, and DBEs from the Baton Rouge and surrounding areas. This event allowed the DBEs a face-to-face opportunity to connect with the prime contractors and business leaders to market their company and services for future business projects.

We encourage all DBEs to follow up with every firm they had a chance to communicate with. In conjunction with the DBEs following up, SJB will be available to assist DBEs with:

- Facilitating further communications between you and the prime contractor
- Providing additional training or seminars that would be beneficial to your success
- Creating and or improving your marketing material

SJB will also be hosting another 2015 **“Meet the Primes”** event on October 22, 2015 in New Orleans at the Regional Traffic Management Center, so please be sure to check your emails for the invitation with more details, so that you can plan accordingly. We truly appreciate everyone’s positive feedback and hope that we can continue to provide this service to each and every one of you. It is truly our pleasure to work with you.



# Meet The Primes





# Meet The Primes





# OSHA Safety Article.....

## Occupational Noise Exposure

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

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

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

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

Noise may be a problem in your workplace if:

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

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

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

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

Choose low-noise tools and machinery (e.g., [Buy Quiet Roadmap \(NASA\)](#)).

Maintain and lubricate machinery and equipment (e.g., oil bearings).

Place a barrier between the noise source and employee (e.g., sound walls or curtains).

Enclose or isolate the noise source.



## OSHA Safety Article.....

### Examples of Engineering

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

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

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

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

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

Each of these elements is critical to ensure that workers are being protected where noise levels are unable to be reduced below the OSHA required levels.

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





## EVENTS & WORKSHOPS

### Business Planning

Tuesday, September 29, 2015 2:00 PM to 5:00 PM

A business plan is your map to success. And, if you are looking for financial assistance, your business plan is a pre-requisite that will speak to the prospective lender or investor on your behalf in your absence. Learn the essentials of a good business plan and how planning will benefit you and your bottom line.

Speaker: Jerre Gulino

Location: [St. Landry Parish Economic Development, Opelousas](#)

### Media Relations In Acadiana

Monday, October 05, 2015 1:30 PM to 4:30 PM

About the workshop: Learn how your business can profit from understanding the nuts and bolts of media and public relations — including traditional and social media. Jan Risher, a local newspaper columnist and owner of Shift Key, a content marketing and public relations agency, is an Acadiana media insider. Risher will help you understand what is required to create a winning press release for your organization, how to create digital content that tells customers your story and innovative tricks of the trade to communicate more effectively. She'll also help you understand the process of editorial story selection and give strategic pointers on how to get your business, organization or event covered by traditional media. Learn: - the basics of creating a content calendar for your organization - tips to improve your digital photography skills - about a variety of apps to help reach your clients more effectively - SEO fundamentals. - five essentials of creating a winning press release. Plus: - Create a winning press release before you leave the workshop. - Experience an assignment editor's dilemma — and walk away with a deeper understanding of how to work with the media. - Hone your news judgement. - Meet and network with other professionals from the region. Speaker: Jan Risher  
Location: [Louisiana Immersive Technologies Enterprise \(LITE\), Theatre, Lafayette](#) Fee: \$ 25.00

### 2015 Updates for Tax Preparers, CPAs and EAs

Tuesday, October 06, 2015 9:00 AM to 12:00 PM

Representatives from the Louisiana Department of Revenue and the Internal Revenue Service will address recent updates affecting how tax preparers and practitioners do business. Topics will include: \* 2015 Federal Tax Law Changes & Updates \* 2015 Louisiana Department of Revenue Updates \* 2015 Louisiana Tax Amnesty \* LDR Tips for Practitioners to Avoid Errors Questions and comments are encouraged. 8:30 - 9:00 Registration 9:00 - 10:15 Updates - LA Department of Revenue 10:15 - 10:30 Break 10:30 - 12:00 Updates – IRS \*\*Certificates of Attendance Will Be Issued\*\* Location: [University of Louisiana at Monroe, Anna Gray Noe Alumni Center, \\*Monroe](#) Fee: \$ 20.00

### Starting and Financing a Small Business

Wednesday, October 07, 2015 10:00 AM to 12:00 PM

This workshop is highly recommended for all individuals 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.

Location: [LSBDC at Southern University: 616 Harding Blvd, \\*Baton Rouge](#)

### ServSafe Managers Training and Certification Exam

Tuesday, October 13, 2015 8:00 AM to 4:30 PM

The lecture begins promptly at 8:00; the Certification Exam is administered at the end of the lecture. The Exam booklets are pre-ordered by the instructor, so pre-registration is mandatory. Participants must have an official ServSafe answer sheet (comes with a new book) or can be purchased separately. For data on purchasing ServSafe Manager Training Materials and Textbook (6th ed.) with answer sheet, contact the LSBDC-SUBR, 225-774-9213. Location: [LSBDC at Southern University: 616 Harding Blvd, \\*Baton Rouge](#)

### Lean Principles - Livingston/Satsuma

Wednesday, October 14, 2015 8:00 AM to 12:00 PM

Are you interested in? -Improving Quality & Reducing Defects - Reducing Lead Time & Improving On Time Delivery -Improving Customer Satisfaction -Improving Profitability This workshop examines the primary elements contained in the lean process, beginning with the origin of lean. It is essential for anyone looking to provide higher quality products and services, reducing waste, and maintaining a competitive advantage into today's market. During this workshop, you will examine the individual elements of Lean Manufacturing, and apply these principles in a hands on simulation. Speaker: Dane Gros - Incline Innovation  
Location: [North Oaks Livingston Parish Medical Complex, Livingston/Satsuma](#)

### Business Planning

Wednesday, October 14, 2015 3:00 PM to 6:00 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: [TruFund Financial Services, Gretna](#) Fee: \$ 35.00



## EVENTS & WORKSHOPS

### Understanding Financial Statements

Wednesday, October 21, 2015 10:00 AM to 12:00 PM

This seminar is focused on how to use financial statements to manage profits and measure growth. Program includes: • Liquidity, Leverage, and Liability Structure of the Balance Sheet • Profitability and Productivity of the Income Statement • Cash Flow Statement vs Income Statement • Apply Financial Statement to Your Business • Questions the Bank Asks • Hints & Tools to Better Manage Your Business Speaker: Richard Melancon, CPA

Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#) Fee: \$ 35.00

### **Business Accounting**

#### QuickBooks for Intermediates

Thursday, October 08, 2015 10:00 AM to 1:00 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 and Bayou Region : Main Office, \\*Metairie](#) Fee: \$ 60.00

### **Financing and Capital**

#### 5 Steps to Secure Financing

Monday, October 12, 2015 4:00 PM to 7:00 PM

Identifying and securing the financing you need to grow your business can be a daunting task. Learning how to put together a winning funding proposal can make the difference between No and Yes! Learn what to do before approaching a lender. Knowing what the lender is looking for and the questions the lender wants answered will demonstrate your preparedness and improve your chances of obtaining the financing that your business needs. In this seminar, you will learn: • To identify and assess the financial needs of your business • To identify sources of capital • How to prepare the essential documents for a lender or investor • How to answer the key questions lenders ask Who should attend this workshop: Business owners who are looking for financing to start or expand their business, who want to develop a winning funding proposal, who have been told by a lender to develop projections and a business plan before applying for the loan, and who have been declined for a loan by a bank.

Speaker: Michael Pennison, Business Consultant

Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#) Fee: \$ 40.00

### **Government Contracting**

#### 8(a) Certification Boot Camp

Wednesday, October 21, 2015 10:00 AM to 12:00 PM

Information will be presented on 8(a) eligibility criteria, GLS, Login, application process, and how the programs work. 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 CCR registration and the SBSS supplemental profile.

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

### **Human Resources**

#### Greater New Orleans Construction Connection - Info Session and Demonstration

Tuesday, September 29, 2015 3:00 PM to 4:00 PM

Greater New Orleans Construction Connection is an online one-stop shop for construction industry employers and job seekers created by Region One Works and the Louisiana Workforce Commission. It offers a single online application with customized applicant screening question designed by local construction employers. In this session, employers will learn more about the benefits of access to the candidate pool of applicants ready to fill their construction jobs and how to request a list of candidate that is customized to fit their needs. Target audience: Employers of the Construction Craft Trades Register for the Greater New Orleans Construction Connection at [www.RegionOneWorks.net](http://www.RegionOneWorks.net)

Speaker: Jennifer Barnett, LA Workforce Commission

Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#)

#### Greater New Orleans Construction Connection - Info Session and Demonstration

Tuesday, October 06, 2015 10:00 AM to 11:00 AM

Greater New Orleans Construction Connection is an online one-stop shop for construction industry employers and job seekers created by Region One Works and the Louisiana Workforce Commission. It offers a single online application with customized applicant screening question designed by local construction employers. In this session, employers will learn more about the benefits of access to the candidate pool of applicants ready to fill their construction jobs and how to request a list of candidate that is customized to fit their needs. Target audience: Employers of the Construction Craft Trades Register for the Greater New Orleans Construction Connection at [www.RegionOneWorks.net](http://www.RegionOneWorks.net)

Speaker: Jennifer Barnett, LA Workforce Commission

Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#)



## EVENTS & WORKSHOPS

### Legal Issues

**[Phelps Dunbar Lunch & Learn: Operating Your Business: Negotiating Services Agreements & Open Accounts](#)** [Register](#) Thursday, September 24, 2015 11:30 AM to 1:00 PM

This seminar focuses on standard provision and common pitfalls of service agreements, including defining scope of service, setting terms, insurance, indemnification and confidentiality. As for Open Accounts, participants will learn about the basics of Louisiana's open account statute for unpaid receivables, including how to collect on past due accounts. Speaker: Bryan Bowdler and Bart Bacigalupi Location: [Phelps Dunbar](#)

**[2015 Labor Law Updates & Benefits of Incumbent Worker Program](#)** Tuesday, October 13, 2015 8:30 AM to 12:00 PM

This informative seminar is co-sponsored by the LSBDC Northwest & Central Region at NSU and the Louisiana Workforce Commission. Attendees will learn of important Labor Law updates and guidelines affecting the workplace in 2015-16. Emphasis will be given to the benefits of the Incumbent Worker Training Program; Employment At-Will; Legislative Changes and more. Also, salient information concerning the administrative developments in EEOC, USDOL-FMLA Audits; Social Media Usage; GINA; and Employee Criminal Behavior will be provided. Register early as seating is limited. The seminar will be held on the campus of Northwestern State University in Natchitoches.

Speaker: Jay Cook, Program Advisor at Louisiana Workforce Commission will present details on the Benefits of the Incumbent Worker Training Program for Louisiana businesses. Price Barker, partner and attorney at law with Kean Miller Law Firm in Shreveport will speak on the additional topics noted above. His practice focuses on labor and employment law. Mr. Barker represents clients in collective bargaining, union campaigns and in state and federal courts and agencies, including the National Labor Relations Board, EEOC and U.S. Dept. of Labor.

Location: [Northwestern State University, 10 Central Avenue, Russell Hall, Room 213, Natchitoches](#)

### Managing a Business

**[Understanding Financial Statements](#)**

Tuesday, September 29, 2015 10:00 AM to 12:00 PM

This seminar is focused on how to use financial statements to manage profits and measure growth. Program includes: • Liquidity, Leverage, and Liability Structure of the Balance Sheet • Profitability and Productivity of the Income Statement • Cash Flow Statement vs Income Statement • Apply Financial Statement to Your Business • Questions the Bank Asks • Hints & Tools to Better Manage Your Business Speaker: Richard Melancon, Business Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#) Fee: \$ 35.00

### Marketing and Sales

**[Internet Brand Basics: Social Media, Search Engine Optimization, Websites](#)** Wednesday, October 07, 2015 4:00 PM to 7:00 PM

Your brand is your key to being recognized in a sea of competitors. How you present yourself via digital media is a crucial part of your business' marketing strategy. As more and more

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

Speaker: Erik Waters, Business Consultant Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#) Fee: \$ 35.00

### Start-up Assistance

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

Tuesday, September 29, 2015 5:00 PM to 7:00 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 and Bayou Region : Main Office, \\*Metairie](#)

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

Monday, October 05, 2015 4:00 PM to 6:00 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 and Bayou Region : Main Office, \\*Metairie](#)

**[Starting and Financing a Small Business](#)**

Thursday, October 15, 2015 6:30 PM to 8:30 PM

This workshop is highly recommended for all individuals 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.

Location: [Ascension Parish Library - Dutchtown Branch, Geismar](#)



## EVENTS & WORKSHOPS

### Starting and Financing A Small Business

Thursday, October 22, 2015 5:30 PM to 7:30 PM

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.

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

### **Tax Planning**

#### 2015 IRS Tax Preparers & CPA's Update

Wednesday, October 07, 2015 8:30 AM to 12:00 PM

This informative and timely workshop is an excellent learning event for CPA's, tax attorneys, commercial tax preparers as well as business accountants and business bookkeepers seeking knowledge on the upcoming IRS tax changes and guidelines for businesses in 2016. A Question and Answer segment is included in the format of this workshop. Certificates of Attendance will be issued. No walk-ins will be accepted. Pre-registration and payment upon arrival for the workshop are required for attendance. Seating is limited so we encourage you to register early.

Speaker: Ms. Barbara Reeves from the Louisiana Department of Revenue will open the session with tax updates for Louisiana businesses. The Internal Revenue Service segment will be provided via teleconference. Location: [Hilton Garden Inn/Homewood Suites, Bossier City](#) Fee: \$ 35.00

#### 2015 Tax Update Workshop

Thursday, October 08, 2015 8:30 AM to 12:00 PM The SBDC will be hosting a 2015 Tax Update Workshop. The seminar will be presented by representatives of the Internal Revenue Service. All tax preparers, CPA's, EA's and anyone interested in becoming knowledgeable in the latest tax updates and how it may affect your small business may register to attend at [www.lsbdc.org/nsu](http://www.lsbdc.org/nsu) or call (318) 484-2123. There will be a \$35 fee to be paid at the door in the form of cash or check. You must pre-register for this event. Seating is limited. Refreshments will be served. You will receive a 3-hour certificate of attendance upon completion of workshop. Registration will begin promptly at 8:30am. Location: [England Airpark, England Airpark, Alexandria, LA](#). Fee: \$ 35.00

#### Tax Preparers' Update Workshop

Tuesday, October 20, 2015 9:00 AM to 12:00 PM This seminar will provide Tax Preparers and CPAs with knowledge of the 2015 income tax updates. Cost: \$30.00 (Includes Continental Breakfast.) Payment in the form of checks can be mailed in until the October 15, 2015 deadline. Payment can be mailed to Box 90815, Lake Charles, LA 70609 until October 10, 2014. Payment can be made at the door with cash, check, or money order. Certificates of Attendance will be issued. Registration begins at 8:30 a.m. Seating is limited, so please pre-register on line at [lsbdc.org](http://lsbdc.org) (search under events) or call 337-475-5529 or email: [lsbdc.msu@lsbdc.org](mailto:lsbdc.msu@lsbdc.org).

Speaker: Representatives of the U.S. Internal Revenue Service and Louisiana Department of Revenue

Location: [LSBDC at McNeese State University: Main Office, SEED Center, \\*Lake Charles](#) Fee: \$ 30.00

#### 2015 Tax Update

Wednesday, October 21, 2015 9:00 AM to 12:00 PM

Three-hour certificates of attendance will be issued to attendees. This event is specifically tailored to tax professionals, not the general public. Representatives from the Internal Revenue Service & the Louisiana Department of Labor will address recent updates affecting how tax preparers and practitioners do business. The workshop will be presented in a classroom setting, so questions and comments are encouraged. Speaker: Representatives from the LA Department of Revenue & the Internal Revenue Service Location: [Louisiana Immersive Technologies Enterprise \(LITE\), Theatre, Lafayette](#) Fee: \$ 20.00

#### 2015 Updates for Tax Preparers, CPAs, and EAs - Hammond

Thursday, October 22, 2015 9:00 AM to 12:00 PM Representatives from the Internal Revenue Service and the Louisiana Department of Revenue will address recent updates affecting how tax preparers and practitioners do business. Topics will include: wage reporting, electronic services, new adjusted 94X forms, due diligence, and more. 2015 Updates for Tax Preparers, CPAs and EAs will be presented in a classroom setting. Questions and comments are encouraged. Speaker: IRS and LDR Location: [University Center at SLU, Hammond](#) Fee: \$ 20.00

### **Technological Innovation**

#### Google Tools for Your Business: Gmail & Google Tools

Wednesday, October 14, 2015 10:30 AM to 12:30 PM

Managing a small business' communications between its employees, customers, vendors and partners can be a time consuming and costly endeavor. Acquiring, learning and configuring digital and cloud-based tools can take away from time you should be spending on profitability and growth. With easy to use, universally compatible and best of all free tools, Google Gmail and Docs are accessible on day one and immediately change the way you manage your business' communication and documentation needs. This seminar will cover the advantages of Gmail and show you how Google Docs can increase efficiency and reduce cost as you spend more time on your business' growth and less money than on traditional digital solutions. Speaker: Erik Waters

Location: [Landing Zone, New Orleans, LA](#) Fee: \$ 25.00

#### Lunch & Learn: Malware, Spyware, Viruses....OH MY!

Friday, October 23, 2015 11:30 AM to 1:30 PM This Seminar will address the following: - What are the types of intrusions such as virus?, malware, worms? - What do they do to your machine and what do they look like? - What tools can be used to properly remove infections? A Light Lunch will be served... - How can you avoid getting infected? Speaker: Bob Oster, MCSE-nSpire Technologies, LLC Location: [LSBDC Greater New Orleans and Bayou Region : Main Office, \\*Metairie](#) Fee: \$ 25.00



## DBE PROFILE

# THE THOMAS BROS. GROUP, LLC

### Business Profile:

Providing Business, Public Relations, Marketing and Social Media

- Woman Owned
- Disabled Service Connected Veteran
- Minority Owned
  - DBE
  - Hub Zone

### We provide the following:

- Publicity and Media Relations
- Marketing and Branding
- Social Media Strategy Training and Management
- Internal and External Communication Strategy

Call us today- We are a Family Company that offers Creativity, Hustle, and Good Old Fashioned Service.

### **THE THOMAS BROS. GROUP, LLC**

**15114 Woodstone Drive**

**Prairieville, La. 70769**

**(225) 939-0931, (225) 717-7163 or (225) 717-7163**





## Letting of 10/14/2015 LA DOTD Headquarters

[Proposal: H.001763.6](#) LA 520: MIDDLE FORK BAYOU D'AR-BONNE BRG.

**DBE Goal:** 12%

**OJT Goal:** 1 Trainees

**09/22/2015-Added to the letting of October 14, 2015.**

**Description of work:** clearing and grubbing, grading, drainage structures, pavement patching, class ii base course, lime treatment, superpave asphaltic concrete pavement, temporary detour roads and bridging, precast concrete piles, precast prestressed concrete girder quad beam spans bridge, and related work.

**Parish(es):** Claiborne

**Route(s):** LA 520

**Federal Number:** H001763

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

[Proposal: H.002333.6](#) LA 327: BAYOU PAUL BRIDGE

**DBE Goal:** 7%

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

**Parish(es):** Iberville

**Route(s):** LA 327

**Federal Number:** H002333

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

[Proposal: H.007232.6](#) LAFAYETTE MPO NON STATE PVT MARKING

**DBE Goal:** 2%

**Description of work:** pavement marking and related work.

**Parish(es):** Lafayette

**Federal Number:** H007232

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

[Proposal: H.008259.6](#) LA 1204: 0.369 MI E SPRINGHILL RD-US 165

**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 PROJECT SPECIAL PROVISIONS.**

**09/22/2015-Added to the letting of October 14, 2015**

**Description of work:** clearing and grubbing, drainage structures, milling asphalt pavement, pavement patching, pavement widening, asphalt concrete pavement and related work.

**Parish(es):** Rapides

**Route(s):** LA 1204

**Federal Number:** H008259

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

[Proposal: H.009180.6](#) PLANTATION AVE. / ENTERPRISE DR.

**DBE Goal:** 6%

**Description of work:** grading, cold planing asphaltic concrete, pavement patching, lime treatment, in-place cement treated base course, superpave asphaltic concrete overlay, and related work.

**Parish(es):** Livingston

**Federal Number:** H009180

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

[Proposal: H.009593.6](#) I-10, I-12, I-55, I-59: D62 INTERSTATE REP.

**DBE Goal:** 8%

**09/22/2015-Added to the letting of October 14, 2015**

**Description of work:** cold planing asphaltic concrete, pavement patching, in-place cement treated base course, superpave asphaltic concrete overlay and related work.

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

**Route(s):** I-10; I-12; I-55; I-59

**Federal Number:** H009593

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

[Proposal: H.010061.6](#) N. RIVER ROAD AND DURBIN ROAD BRIDGES

**DBE Goal:** 10%

**OJT Goal:** 1 Trainees

**Description of work:** clearing and grubbing, grading, drainage structures, class ii base course, superpave asphaltic concrete overlay, precast concrete piles, concrete slab span bridge, and related work.

**Parish(es):** Tangipahoa

**Federal Number:** H010061

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

[Proposal: H.010192.6](#) LAKE CHARLES ITS PHASE 2

**DBE Goal:** 6%

**Description of work:** clearing and grubbing, grading, drilled shaft foundations, intelligent transportation system, fiber optic cable, and related work.

**Parish(es):** Calcasieu

**Route(s):** I-10; LA 108; LA 397; US 90

**Federal Number:** H010192

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

[Proposal: H.010202.6](#) I-20: EXIT LANE EXTENSION (EXITS 3 & 5)

**DBE Goal:** 8%

**Description of work:** clearing and grubbing, grading, drainage structures, cold planing asphaltic concrete, lime treatment, superpave asphaltic concrete pavement, and related work.

**Parish(es):** Caddo

**Route(s):** I-20

**Federal Number:** H010202

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



## Letting of 10/14/2015 LA DOTD Headquarters

[Proposal: H.010432.6](#) U.S. 167 & U.S. 63: TURN LANE AT REYNOLDS DR.

**DBE Goal:** 8%

**Description of work:** grading, cold planing asphaltic pavement, lime treatment, superpave asphaltic concrete pavement, drainage structures, traffic signalization, and related work.

**Parish(es):** Lincoln

**Route(s):** US 167/US 63

**Federal Number:** H010432

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

[Proposal: H.010480.6](#) I-20: DIXIE INN - BIENVILLE P/L

**DBE Goal:** 5%

**OJT Goal:** 1 Trainees

**09/22/2015-Added to the letting of October 14, 2015.**

**Description of work:** cold planing asphaltic concrete, superpave asphaltic concrete overlay, asphaltic concrete (sma) wearing course, and related work.

**Parish(es):** Bienville; Webster

**Route(s):** I-20

**Federal Number:** H010480

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

[Proposal: H.010653.6](#) LA 986 SIDEWALKS

**DBE Goal:** 8%

**OJT Goal:** 1 Trainees

**Description of work:** clearing and grubbing, grading, drainage structures, pavement patching, portland cement concrete pavement and related work.

**Parish(es):** West Baton Rouge

**Route(s):** LA 986

**Federal Number:** H010653

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

[Proposal: H.010659.6](#) RAFFAEL MAYER ROAD BRIDGES

**DBE Goal:** 10%

**OJT Goal:** 1 Trainees

**Description of work:** clearing and grubbing, grading, class ii base course, superpave asphaltic concrete pavement, precast concrete piles, concrete slab span bridge, and related work.

**Parish(es):** East Baton Rouge

**Federal Number:** H010659

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

[Proposal: H.010843.6](#) ORMOND BLVD. PAVEMENT REHAB

**DBE Goal:** 7%

**Description of work:** cold planing asphaltic concrete, pavement patching, full depth patching of jointed concrete pavement, superpave asphaltic concrete overlay and related work.

**Parish(es):** St. Charles

**Federal Number:** H010843

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

[Proposal: H.011018.6](#) CHEMIN METAIRIE PARKWAY BIKE LANES

**Description of work:** pavement markings and related work.

**Parish(es):** Lafayette

**Federal Number:** H011018

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

[Proposal: H.011128.6](#) LA 3188 OVER I-10 GIRDER REPAIR

**DBE Goal:** 8%

**Description of work:** bridge repairs and related work.

**Parish(es):** St. John the Baptist

**Route(s):** LA 3188

**Federal Number:** H011128

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

[Proposal: H.011190.6](#) LA 3213: MISSISSIPPI RIVER BR REHAB (GRAMERCY)

**DBE Goal:** 7%

**Description of work:** bridge repairs and related work.

**Parish(es):** St. James; St. John the Baptist

**Route(s):** LA 3213

**Federal Number:** H011190

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

[Proposal: H.011269.6-R2](#) I-10: PAVEMENT MARKING REPLACEMENT IV

**DBE Goal:** 10%

**Description of work:** plastic pavement striping, reflectorized raised pavement markers and related work.

**Parish(es):** Ascension; East Baton Rouge

**Route(s):** I-10

**Federal Number:** H011269

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

[Proposal: H.011443.6](#) LA 56: RIGHT TURN LANE AT LA 24

**SBE Goal:** 4%

**ASPHALT PILOT PROJECT:** This project has been selected as an Asphalt Pilot Project. Special provisions governing asphalt requirements can be found in the construction proposal section titled 2015 ASPHALT PILOT PROJECT SPECIAL PROVISIONS.

**Description of work:** grading, pavement patching, milling asphalt pavement, asphalt concrete pavement, and related work.

**Parish(es):** Terrebonne

**Route(s):** LA 56 & LA 24

**Federal Number:** H011443

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

[Proposal: H.011579.6](#) LA 127: LA 1238 TO LA 126

**Description of work:** grading, drainage structures, cold planing asphaltic concrete, subgrade treatment, in-place cement treated base course, superpave asphaltic concrete overlay, and related work.

**Parish(es):** Winn

**Route(s):** LA 127

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



## Letting of 10/14/2015 LA DOTD Headquarters

[Proposal: H.011694.6](#) LA 1027: E. END W. COLYELL BR - LA 447

**DBE Goal:** 5%

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

**Parish(es):** Livingston

**Route(s):** LA 1027

**Federal Number:** H011694

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

[Proposal: H.011742.6](#) OLE HIGHWAY 15 (ARKANSAS RD - US 80)

**DBE Goal:** 2%

**OJT Goal:** 1 Trainees

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

**Parish(es):** Ouachita

**Federal Number:** H011742

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

[Proposal: H.011759.6](#) PATHS TO PROGRESS L.B. LANDRY AVENUE OLD BEHRMAN HIGHWAY

**DBE Goal:** 10%

**Description of work:** cold plane asphaltic concrete, asphaltic concrete overlay, concrete pavement repair, striping, concrete ada ramps and related work.

**Parish(es):** Orleans

**Federal Number:** H011759

**Estimated Construction Cost:** \$5,000,000 to \$7,500,000

[Proposal: H.011848.6](#) I-12: INCIDENT MANAGEMENT DETOUR SIGNING

**Description of work:** traffic signs and related work.

**Parish(es):** East Baton Rouge; Livingston; Tangipahoa

**Route(s):** I-12; I-55; LA 3002; LA 3245; LA 43; LA 447; LA 63; US 190

**Federal Number:** H011848

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

[Proposal: H.011880.6](#) DISTRICTS 08 & 58 LOW COST SAFETY IMPROV.

**DBE Goal:** 4%

**Description of work:** high friction surfacing treatment, signing, pavement striping, pavement markers, and related work.

**Parish(es):** Avoyelles; Catahoula; Natchitoches; Rapides; Sabine

**Route(s):** LA 112; LA 114; LA 117; LA 124; LA 175; LA 191; LA 29

**Federal Number:** H011880

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



## **Bid Results for the Letting of 9/9/2015 LA DOTD Headquarters**

**H.001523.6 (DBE Goal Project) OAKDALE LA. 10 PEDESTRIAN ENHANCEMENT**  
CLEARING AND GRUBBING, DRAINAGE STRUCTURES, CONCRETE SIDEWALK, LANDSCAPING, ROADWAY LIGHTING, DRILLED SHAFT FOUNDATIONS AND RELATED WORK.

Parish(es): Allen  
Route(s): LA 10  
Federal Number: 0204(512)  
Estimated Construction Cost: \$725,362.60

Apparent Low Bidder: Diamond Electrical Co., Inc. \$699,850.60  
PO BOX 15501  
BATON ROUGE, LA 70895-5501  
(225)752-7492

**H.002070.6 (DBE Goal Project) LA 14: BAYOU BRIDGE**  
CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, CLASS II BASE COURSE (STONE, RECYCLED PORTLAND CEMENT CONCRETE ONLY), SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): Calcasieu  
Route(s): LA 14  
Federal Number: H002070  
Estimated Construction Cost: \$640,753.38

Apparent Low Bidder: MATT L GUINN CONSTRUCTION, LLC \$957,398.43  
1716 INDUSTRIAL DRIVE  
JENNINGS, LA 70546  
(337)824-2105

**H.005693.6 (DBE Goal Project) LA 447 / I-12 INTERCHANGE**  
CLEARING AND GRUBBING, GRADING, DRAINAGE STRUCTURES, COLD PLANING ASPHALTIC CONCRETE, PAVEMENT PATCHING, CLASS II BASE COURSE (STONE, RECYCLED PORTLAND CEMENT CONCRETE, BLENDED CALCIUM SULFATE), LIME TREATMENT, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, PORTLAND CEMENT CONCRETE PAVEMENT, TRAFFIC SIGNALIZATION, ASPHALTIC CONCRETE PAVEMENT OR PORTLAND CEMENT CONCRETE PAVEMENT ALTERNATE, AND RELATED WORK.

OJT Goal: 9 Trainees  
Parish(es): Livingston  
Route(s): I-12, LA 447  
Federal Number: 9910514  
Estimated Construction Cost: \$7,326,617.53

Apparent Low Bidder: KORT's CONSTRUCTION SERVICES, INC. \$6,707,947.99  
2182 MANTON DRIVE  
COVINGTON, LA 70433  
(985)898-0932

**H.006468.6 BEAUREGARD PARISH GUARDRAIL REPLACEMENT**  
CLEARING AND GRUBBING, PIPE EXTENSIONS, FLEXIBLE REVETMENT, GUARDRAILS, IMPACT ATTENUATORS AND RELATED WORK.

Parish(es): Beauregard  
Federal Number: SAFETY TRANSFER FUNDS PROJECT  
Estimated Construction Cost: \$539,045.30

Apparent Low Bidder: Alpha Service And Products, Inc. \$630,035.30  
6925 HWY 175  
FRIERSON, LA 71027  
(318)872-5611



# Bid Results for the Letting of 9/9/2015 LA DOTD Headquarters

**H.006567.6 (DBE Goal Project) PEDESTRIAN CROSSWALK ENHANCEMENTS  
TRAFFIC SIGNALIZATION AND RELATED WORK.**

Parish(es): Orleans  
Federal Number: SAFETY TRANSFER FUNDS PROJECT  
Estimated Construction Cost: \$1,343,587.00

Apparent Low Bidder: Jack B. Harper Electrical LLC \$985,971.18  
PO BOX 789  
WALKER, LA 70785  
(225)665-1414

**H.010014.6 (DBE Goal Project) LA 1 OVER I-49 BRIDGE REHABILITATION  
GRADING, CLASS II BASE COURSE, LIME TREATMENT, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT, STRUC-  
TURAL STEEL GIRDER SPANS BRIDGE, BRIDGE REPAIRS AND RELATED WORK.**

OJT Goal: 1 Trainees  
Parish(es): Rapides  
Route(s): LA 1  
Federal Number: H010014  
Estimated Construction Cost: \$5,240,538.65

Apparent Low Bidder: Key, LLC Of Mississippi \$5,717,876.74  
PO BOX 590  
MADISON, MS 39130  
(601)898-9892

**H.010033.6 (DBE Goal Project) PIONEER ROAD AND LAKESIDE LOOP BRIDGES  
CLEARING AND GRUBBING, DRAINAGE STRUCTURES, CLASS II BASE COURSE, SUPERPAVE ASPHALTIC CON-  
CRETE PAVEMENT, CONCRETE SLAB SPAN BRIDGE, PRECAST PRESTRESSED GIRDER SPANS BRIDGE, PRECAST  
CONCRETE PILES, AND RELATED WORK.**

OJT Goal: 1 Trainees  
Parish(es): Sabine  
Federal Number: H010033  
Estimated Construction Cost: \$1,099,586.70

Apparent Low Bidder: Guinn Construction, LLC \$1,307,520.75  
1616 INDUSTRIAL DRIVE  
JENNINGS, LA 70546  
(337)824-0630

**H.010035.6 (DBE Goal Project) ANDREPONT ROAD & BAYOU GERMOND ROAD BRIDGES  
SITE 1: CLEARING AND GRUBBING, BRIDGE REMOVAL, DRAINAGE STRUCTURES, PRECAST CONCRETE PILES,  
CONCRETE SLAB SPAN BRIDGE, CLASS II BASE COURSE, SUPERPAVE ASPHALTIC CONCRETE PAVEMENT AND RE-  
LATED WORK. SITE 2: CLEARING AND GRUBBING, BRIDGE REMOVAL, PRECAST CONCRETE PILES, PRECAST PRE-  
STRESSED CONCRETE QUAD BEAM GIRDER CLASS P (HPC) SPAN BRIDGE AND RELATED WORK.**

Parish(es): St. Landry  
Federal Number: H010035  
Estimated Construction Cost: \$1,241,728.00

Apparent Low Bidder: Guinn Construction, LLC \$1,416,386.30  
1616 INDUSTRIAL DRIVE  
JENNINGS, LA 70546  
(337)824-0630



## Bid Results for the Letting of 9/9/2015 LA DOTD Headquarters

**H.010394.6 (DBE Goal Project)** LA 585: LA 879 - SANDERS ROAD  
CLEARING AND GRUBBING (SELECTIVE), DRAINAGE STRUCTURES, LIME TREATMENT (TYPE C), IN-PLACE CEMENT TREATED BASE COURSE, SUPERPAVE ASPHALTIC CONCRETE OVERLAY, AND RELATED WORK.

Parish(es): West Carroll

Route(s): LA 585

Federal Number: H010394

Estimated Construction Cost: \$2,383,990.70

Apparent Low Bidder: D & J CONSTRUCTION CO., LLC \$2,404,273.54  
PO BOX 1889  
WEST MONROE, LA 71294  
(318)388-2764

**H.010650.6 (DBE Goal Project)** OLOL MEDICAL COMPLEX AREA STREETS  
PAVEMENT PATCHING, AND RELATED WORK.

Parish(es): East Baton Rouge

Federal Number: H010650

Estimated Construction Cost: \$1,195,422.95

Apparent Low Bidder: Hard Rock Construction LLC \$1,587,891.25  
2305 L & A ROAD  
METAIRIE, LA 70001  
(504)835-1050

**H.010728.6 (DBE Goal Project)** LA 1090: US 190 TO I-10 WIDENING  
DRAINAGE STRUCTURES, MILLING ASPHALT PAVEMENT, PAVEMENT PATCHING, CLASS II BASE COURSE, ASPHALT CONCRETE PAVEMENT, AND RELATED WORK.

Parish(es): St. Tammany

Route(s): LA 1090

Federal Number: H010728

Estimated Construction Cost: \$1,037,577.98

Apparent Low Bidder: KORT's CONSTRUCTION SERVICES, INC. \$1,026,270.08  
2182 MANTON DRIVE  
COVINGTON, LA 70433  
(985)898-0932

**H.011337.6 (DBE Goal Project)** LA 30, LA 73, AND US 61-X REHAB  
PAVEMENT PATCHING, PCCP REHABILITATION, ASPHALT CONCRETE OVERLAY, HANDICAP RAMPS, AND RELATED WORK.

Parish(es): East Baton Rouge

Route(s): LA 30, LA 73, US 61-X

Federal Number: H011337

Estimated Construction Cost: \$2,066,142.71

Apparent Low Bidder: Forby Contracting, Inc. \$1,769,947.35  
34363 SWEDE ALLEY  
HINCKLEY, MN 55037  
(320)384-6061





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## *What can SJB Group do for You?*

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

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

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

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

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

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

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