



Urban League of Louisiana
Center for Entrepreneurship & Innovation

DBE Support Services

REGION B - BRIDGE CITY/NEW ORLEANS & HAMMOND



Urban League of Louisiana
Center for Entrepreneurship & Innovation



MONTHLY
DIGEST

Issue 25 | March 2022

www.urbanleaguela.org/cei-dbeservices | dbesupport@urbanleaguela.org

Find Projects

LADOTD Project Letting Information

[Link to Construction Letting Information](#)

Register for Trainings

ULLA Upcoming Events and Workshops

[Link to ULLA's Eventbrite Registration Page](#)

Become a DBE

Get LAUCP DBE Certified

[Link to Louisiana Unified Certification Program](#)

Stay Informed

COVID-19 Updates and Resources

[Link to the ULLA COVID-19 Updates Page](#)

DBE SUPPORTIVE SERVICES - REGION B



ULLA provides business support services to DBEs interested in doing business with the LADOTD in Region B. Services include:

- One-on-One Business Counseling
- Capacity-building Coaching
- Contractor-specific and General
- Entrepreneurship Trainings
- Certification Assistance
- Funding and Bonding Assistance
- Access to LADOTD Bid Opportunities

EMAIL US TODAY!

dbesupport@urbanleaguela.org

DBE Outreach and Education - Webinar Opportunity and Preparation: Developing a Business Development Plan for Your Construction Business + LAUCP DBE Certification Wednesday, March 23rd | 10:00am - 12:00pm



Join the Urban League of Louisiana on Wednesday, March 23rd, 10:00am-12:00pm, for "Opportunity and Preparation: Creating a Business Development Plan for Your Construction Business".

Business development in construction management refers to a strategic and actionable plan for pursuing new business and fostering relationships with your most preferred clients. Your business development plan outlines how you identify prospects, share your capabilities, and nurture business relationships so that prospects become clients when the time is right.

Business development is strategic integration of marketing, sales and customer service efforts. It also is most successful when everyone in the business understands and works towards a common goal for bringing on new business.

During this session, contractors will learn how to increase profitability and scalability, by creating and managing a business development strategy – one that maximizes its strengths and experience and one that targets and converts its most preferred client types. The goal is to convert prospects to clients and to turn bids into awards!

All aspiring DBEs are welcomed to attend. There is no cost to attend; however, registration is required. **[Register today to reserve your seat!](#)**

[Click Here to Register for the March 23rd Session!](#)

DBE Outreach Event
NOLA Public Schools: 2022 DBE Business Partnerships Webinar
Wednesday, March 9th | 10:00am - 12:00pm



PUBLIC SCHOOLS

NOLA Public School's procurement team and stakeholders will host a virtual event on **Wednesday, March 9th, 10:00am-12:00pm**, to increase contracting opportunities for small and disadvantaged businesses.

As an economic engine, it is the mission of the team to forecast and share procurement opportunities in: Materials, Supplies & Commodities, Professional & Consulting Services, and Public Works. Topics will include:

- NOLA Public Schools - DBE Program
- Small Business Survey Results
- How to do Business with NOLA Public Schools
- Future Business & Contracting Opportunities

Managers, facility inspectors and department buyers who source and support local businesses daily, according to their departmental needs will be available to answer questions.

[Click here to pre-register](#) by March 7, 2022, to reserve your virtual seat at this event. After registering, you will receive a confirmation email containing information about joining the meeting.

Questions? Email Jonathan Temple, Director of Business Partnerships, Nola Public Schools at jtemple@nolapublicschools.com.

Hurricane Ida Recovery - Bid Opportunities
State of Louisiana Non-Congregate Sheltering Bid Opportunities

The first wave of opportunities for Louisiana businesses to compete for opportunities in Hurricane Ida long-term recovery work is here. The state will need contractors skilled in the following areas: plumbing, electrical, carpentry, dirt work, and general maintenance. To see upcoming opportunities, register to do business with the State, and to learn more about doing business with the State, please use the following links.

[State Bids Posted Online](#)

[Vendor Registration](#)

[How to do Business with the State](#)

[How to do Business with the State - Video](#)

[How to do Business with FEMA](#)

Questions? [Email the State Office of Procurement](#)

For one-on-one support and technical assistance, please email the Urban League of Louisiana at dbesupport@urbanleaguela.org.

DBE Resources

Louisiana Economic Development's Bonding Assistance Program

Louisiana Economic Development's Bonding Assistance Program provides access to quality bid, payment and performance bonds at reasonable rates from surety companies when bonding capacity is needed on public or private jobs.



- Offers 25% of contract price or \$100,000, whichever is less, in bond guarantee to surety
- Sureties perform all underwriting and offer competitive rates
- LED's Bond guarantees may mitigate some risk to surety company, leading to a positive underwriting decision

The Bonding Assistance Program is open to all certified Small and Emerging Business Development (SEBD) Program (OpportunityLouisiana.com/SEBD) clients that require bid, payment or performance surety bonds. Apply for the Small and Emerging Business Development (SEBD) Program at www.ledsmallbiz.com.

For more information on what a surety bond is, please visit the following [booklet online](#). For additional information about what is needed to obtain a surety bond please view the following [webinar](#). To learn more, [click here](#).

[Click Here for All Upcoming ULLA Entrepreneurship Trainings](#)

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