



# DBE Support Services

REGION B - BRIDGE CITY/NEW ORLEANS & HAMMOND

Urban League of Louisiana  
Center for Entrepreneurship & Innovation

MONTHLY  
DIGEST

**ISSUE 50 | August 2024**

[www.urbanleaguela.org/cei-dbeservices](http://www.urbanleaguela.org/cei-dbeservices) | [dbesupport@urbanleaguela.org](mailto:dbesupport@urbanleaguela.org)

LADOTD Project  
Letting Information

Get LAUCP DBE  
Certified

ULLA Upcoming  
Events and Trainings



Urban League of Louisiana provides business support services to existing and aspiring DBEs that are 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, and access to LADOTD bid opportunities. For more information, please email [dbesupport@urbanleaguela.org](mailto:dbesupport@urbanleaguela.org).

### ***Training***

### **Bid to Win + Construction Management at Risk**

**Tuesday, August 27 | 10:00am-11:30am CST | Virtual**



Join the Urban League of Louisiana on Tuesday, August 27, 10:00am-11:30am, for ***Bid to Win + Construction Management at Risk***. This virtual session is a part of a series of monthly events in collaboration with the Louisiana Department of Transportation and Development's DBE Supportive Services program.

Construction firms understand that hard work has to happen before a single shovel ever hits the ground during the continuous construction-bid-proposal process. Submitting effective proposals and winning bids is at the heart of what contractors do and developing this as a core competency is critical to building a profitable and sustainable business.

For general contractors, a bid-to-win rate of one out of six is standard, and many see less of a conversion rate. During this session, contractors will learn best practices for developing a competitive proposal, including:

- Positioning the firm to move quickly on submitting bid proposals
- Creating a winning scope sheet
- Developing and offering a value proposition
- and putting your plans into action.

In addition, participants will gain an understanding of the Construction Manager at Risk (CMAR) delivery method which entails a commitment by the Construction Manager (CM) to deliver the project within a Guaranteed Maximum Price (GMP) which is based on the

construction documents and specifications at the time of the GMP.

This session will be facilitated by Frank Johnson, Director, Contractor's Resource Center, Urban League of Louisiana.

There is no cost to attend. However, registration is required. Register today to reserve your spot!

[Click Here to Register](#)

### ***Networking Events***

**National Association of Women in Construction - New Orleans Chapter: Quarterly Mixer**  
**Tuesday, August 27 | 5:30pm-8:30pm CST | NOLA Brewing Company**



Join the **National Association for Women in Construction - New Orleans Chapter** for networking, pizza and Happy Hour!

This quarterly social will take place at **NOLA Brewing Company**, 3001 Tchoupitoulas Street, New Orleans, LA 70115, on **Tuesday, August 27th, 5:30pm-8:30pm**. Pizza will be provided by the chapter and there will be a cash bar available.

The event is open to the public. Please share with your friends and coworkers!

Questions? Please contact Sonji White at [whites@cdmsmith.com](mailto:whites@cdmsmith.com).

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

Urban League of Louisiana  
Center for Entrepreneurship & Innovation  
[www.urbanleagueula.org/cei](http://www.urbanleagueula.org/cei)  
[dbesupport@urbanleagueula.org](mailto:dbesupport@urbanleagueula.org)



Urban League of Louisiana | 4640 S. Carrollton Ave. Suite 210 | New Orleans, LA 70119 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!