



Urban League
of Louisiana

DBE Support Services

REGION B - BRIDGE CITY/NEW ORLEANS & HAMMOND



Urban League of Louisiana
Center for Entrepreneurship & Innovation



MONTHLY DIGEST

Issue 42 | December 2023

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

Upcoming Training

Bidding to Win + Construction Management at Risk (CMAR)
Thursday, December 7 | 10:00am - 11:30am | Online

Join the Urban League of Louisiana on Thursday, December 7, 10:00am-11:30am, for **“Bidding 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 class will be facilitated by Frank Johnson, Senior Business Advisor/Contractor Specialist, Urban League of Louisiana.

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

[Click Here to Register!](#)

Bid Opportunities

Become an Energy Smart or Entergy Solutions Trade Ally!

MBE BID INVITE & OUTREACH MEETING



Woodward Design+Build is pleased to invite you to bid the CD
Set of documents for the

Ochsner Neurology Center

Ochsner Health, Jefferson Highway, New Orleans, LA

Project is new construction of a six-story ambulatory health facility.

To View Documents & for Teams link

Email Lauren Marshall

lmarshall@woodwarddesignbuild.com

Project Requirements:

20% MBE

Scopes of Work:

DEMOLITION
LANDSCAPING & IRRIGATION
CONCRETE
MASONRY
STRUCTURAL STEEL
MILLWORK
WATERPROOFING
ROOFING
METAL DOORS/FRAMES
GYPSUM BOARD
FLOORING
PAINT & WALL COVERINGS
ELEVATORS
MECHANICAL
FIRE PROTECTION
PLUMBING

Outreach Meeting: Thursday, November 30, 2023 at 10:30AM

via Teams

Bid Date: Thursday, December 14, 2023, 2:00PM

Woodward Design + Build | Ochsner Neurology Center | [Click Here to Email Lauren Marshall](#)

BID OPPORTUNITY



PROJECT DESCRIPTION

For concrete foundation and sitework for Dillard University Student Housing. The building will serve as a residence hall facility for the university and will include dormitory units, a lounge, office and study areas, shared cooking and dining facilities, exercise and recreation facilities, a community multi-purpose room, and a restaurant/café tenant space.

BID DATE

Wednesday,
December 6th by
5:00pm

CONTACT

Landis/CDW
Estimating
Estimating@landisllc.com

TRADES RELATED TO CONCRETE FOUNDATION AND SITWORK

- Concrete
- Structural Steel Framing
- Wood Framing
- Fire Suppression
- Earthwork
- Termite Treatment
- Driven Piling
- Site Utilities & Storm Drainage

Landis | Dillard University Student Housing | [Click Here to Email Landis](#)

BID OPPORTUNITY

Goodwill Industries
of Southeastern Louisiana, Inc.



PROJECT DESCRIPTION

This project consists of the remodeling of an existing 138,000 square foot warehouse in New Orleans East. This building will serve as a new retail store, distributions center, and office space for Goodwill Industries of Southeast Louisiana.

BID DATE

Friday, December 12th
by 2:00 PM

CONTACT

Landis Estimating
estimating@landisllc.com

TRADES

Selective Demolition
Fencing
Selective MEP Work
Concrete
Masonry
Structural Steel
Finish Carpentry
Overhead Doors
Glazing
Gypsum Board Assemblies

Flooring
Painting
Toilet & Bath Specialties
Loading Dock Equipment
Impact Doors
Carport Structures



Landis | Goodwill New Orleans East | [Click Here to Email Landis](#)

Growth Strategies

Become an Energy Smart or Entergy Solutions Trade Ally!



Energy Smart (Orleans Parish) and Entergy Solutions (All Other Parishes in LA) are comprehensive energy efficiency programs that incentivize Entergy customers to perform energy saving upgrades in their homes and businesses. Our teams work with residents, business owners, facility managers and trade ally contractors to identify opportunities and provide cash incentives for completing eligible upgrades with measurable/verifiable energy savings.

What is a trade ally?

Trade allies are approved and trained contractors that influence the energy decisions of customers and facilitate participation in the Energy Smart and Entergy Solutions programs. Trade allies help customers implement energy efficiency upgrades and earn incentives for reducing their energy usage.

What is the benefit of becoming a trade ally?

Both programs work to connect customers with trade ally contractors to help them select and install energy efficient products that have verifiable energy savings for customers. Trade allies can leverage these cash incentives to gain new customers and maximize existing customer projects that reduce energy use.

How are trade allies supported?

The program provides technical assistance to trade allies and customers to identify energy efficiency opportunities, develop cost-effective projects and complete required program documentation. Trade allies are invited to participate in various training, development and networking opportunities provided by the program and its partners.

For More Information

- Orleans Parish: Kevin Fitzwilliam, Training and Workforce Development Specialist, Energy Smart Program - kevin.fitzwilliam@aptim.com
- All Other Parishes: Dillon Teal, Senior Energy Advisor, Entergy Solutions - dillon.teal@aptim.com

Learn More about the EnergySmart Trade Ally Program! (Orleans Parish)

Learn More about the Entergy Solutions Trade Ally Program! (All Other Parishes)

Click Here for All Upcoming ULLA Entrepreneurship Trainings

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

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