



DBE Support Services

REGION B - BRIDGE CITY/NEW ORLEANS & HAMMOND



Urban League of Louisiana
Center for Entrepreneurship & Innovation



MONTHLY DIGEST

Issue 31 | September 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

U.S. Department of Transportation - Office of Small and Disadvantaged Business Utilization

[Link to the USDOT OSDBU](#)

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

Go Green for Construction Contractors

Green Professional Building Skills: Fundamentals of Building Green

Friday, September 16th | 9:00am - 2:00pm | On-Site

PRO
Fundamentals
of Building Green

Join the Urban League of Louisiana for "Fundamentals of Building Green" on Friday, September 16, 2022, 9:00am-2:00pm, at the AARP Louisiana Community Resource Center, 3502 S. Carrollton Avenue, Suite C, New Orleans, LA 70118. This training is a part of

Green Professional Building Skills (GPRO) curriculum created and sourced by the [Urban Green Council, the New York affiliate of the U.S. Green Building Council](#)

In GPRO Fundamentals of Building Green, students will learn how to see buildings differently and understand foundational strategies that make them efficient, healthy and resilient.

Who Should Attend:

This course is ideal for anyone who needs a better understanding of high-

performance building, including:

- Sales or administrative staff who work in real estate, construction, architecture or engineering.
- Workforce development providers
- Facilities and operations staff
- College students interested in entering the building or construction industry

What Students Learn:

- The relationship between buildings and climate change
- Basic elements of green, high-performance construction and building operations
- Roles of trades on high-performance job sites
- Energy-consuming building systems and a high-level overview of strategies to reduce building energy use

Instructor: Sonji White, Project Manager, Construction Services, Vanir

This course is sponsored by the New Orleans Business Alliance and Chase Advancing Cities. There is no cost to attend, however, registration is required. Only 20 seats are available for this course. Register today to reserve your spot! Breakfast and lunch will be provided. GPRO Fundamentals qualifies for 4 AIA and GBCI CE Credits.



NEW ORLEANS
BUSINESS ALLIANCE
CULTURE. EQUITY. PROSPERITY.

Advancing Cities

***Click Here to Register for the September 16th Session!**

**Please note that all registrants must commit to attendance. The cost for each seat is paid in advance to Urban Green Council based on registrations. If you are unable to commit to attendance, please do not register until you can confirm. Only 20 businesses will be selected to participate.*

DBE Outreach and Education - Webinar

Opportunity and Preparation: Creating a Business Development Plan for Your Construction Business

Wednesday, September 21st | 10:00am - 12:00pm



Join the Urban League of Louisiana on Wednesday, September 21st, 10:00am-12:00pm, to learn best practices in 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.

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!

This session will also include an overview of the LAUCP DBE Certification including eligibility requirements and the application process. All current DBEs and 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 September 21st Session!



Join the Urban League of Louisiana's Contractor's Resource Center for its signature 3-part series, the "Construction Law Academy.", sponsored by Chevron.

As a construction contractor, it is imperative that you understand the key elements of contract law that may impact your business. This series will focus on understanding contract terms, partnering agreements and employment law.

The Construction Law Academy will take place virtually on Tuesdays, September 13, 20, and 27, 5:30pm-7:30pm. There is no cost to attend, however, registration is required. Register today to reserve your spot! Registration must be completed separately for each session.

Session 1: Understanding and Negotiating Contract Terms

Tuesday, September 13 | 5:30pm-7:30pm

Facilitator: Denise C. Puente - Partner at Simon, Peragine, Smith, & Redfearn, L.L.P.

During this session, participants will learn some of the most common pitfalls in contract management and obtain guidance on how to avoid them through due diligence, preparation, and effective communications. Topics discussed include: Change Orders, Abandonment, Warranties, Termination, Unenforceable, etc.

[**Click Here to Register for Session 1**](#)

Session 2: Increasing Capacity through Partnering Agreements

Tuesday, September 20 | 5:30pm-7:30pm

Facilitator: Frank Johnson, Senior Advisor/Contractor Specialist, Urban League of Louisiana

During this session, attendees will gain insights into the dynamics of partnering agreements, as well as the specific types of partnering agreements, which include joint ventures and mentor-protege relationships. Attendees will walk away with new perspectives on risk mitigation, including the key elements of a partnering contract that must be considered.

[**Click Here to Register for Session 2**](#)

Session 3: What Contractors Need to Know about Employment Law

Tuesday, September 27 | 5:30pm-7:30pm

Facilitator: E. Fredrick Preis, Jr. - Partner at Breazeale, Sachse & Wilson, L.L.P., New Orleans

It is vitally important that entrepreneurs in construction become aware of and comply with the employment laws that are relevant to the industry. During this session, hear from an experienced employment law attorney about updates to employment law and how your business may be impacted. This session will also help to dispel the many employment law myths that exist, particularly relating to contractors vs. employees, and overtime and minimum wage laws.

[**Click Here to Register for Session 3**](#)

DBE Resources

Grow Your Construction Business: Become an Energy Smart or Energy Solutions Trade Ally

Thursday, September 29th | 12:00pm CST | Virtual

Join the Urban League of Louisiana on **Thursday, September 29th, 12:00pm-1:00pm, virtually**, to learn how to grow your business by becoming an Energy Smart or Entergy Solutions trade ally!

About Energy Smart and Entergy Solutions

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.

Speakers

- Michelle Krueger, Program Director, Energy Smart Program
- Kevin Fitzwilliam, Training and Workforce Development Specialist, Energy Smart Program

There is no cost to attend this information session. However, registration is required.

Register today to reserve your seat!

Click Here to Register for the September 29th session!

Click Here for All Upcoming ULLA Entrepreneurship Trainings