



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 39 | September 2023

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



Urban League of Louisiana 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

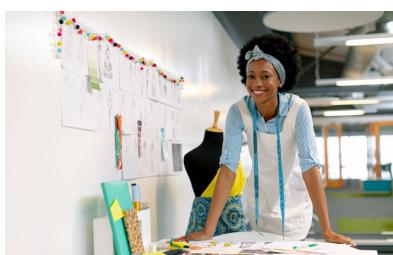
EMAIL US TODAY!

dbesupport@urbanleaguela.org

Upcoming Training

**Connect to Capital: What Louisiana's Small Businesses Need to Know
about the State Small Business Credit Initiative**

Wednesday, September 13 | 12:00pm - 1:30pm | Online



Join Urban League of Louisiana and Louisiana Economic Development virtually on Wednesday, September 13, 12:00pm-1:30pm, for **“Connect to Capital: What Louisiana's Small Businesses Need to Know about the State Small Business Credit Initiative”**.

SSBCI is a \$10 billion federal program that helps states support small businesses and startups that are creditworthy but unable to access the capital they need to grow or establish their businesses and create jobs. U.S. Treasury guidelines

ensure that very small businesses (VSBs) with fewer than 10 and no more than 499 employees and small businesses owned by socially and economically disadvantaged individuals (SEDIS) will receive critical resources to sustainably grow and thrive.

LED, via the Louisiana Economic Development Corporation (LEDC), is working with private equity funds and financial institutions to disburse SSBCI funds via equity, micro lending, collateral support and loan guaranty programs. The loan programs make it easier for businesses to borrow money by providing collateral support to borrowers, loan guarantees to lenders, and funding for micro loans. Equity programs connect start-ups, early-stage and expanding small businesses with funds to invest in the business.

During this session, small businesses in Louisiana will learn:

- **SSBSI programs offered**
- **Eligibility criteria**
- **Financial institutions in Louisiana offering SSBCI programs**
- **Steps for a successful application**
- **How to apply**

Presenters: Louisiana Economic Development's SSBCI Team

- Shamelda Pete, Business Development Officer
- Marissa Doin, Business Development Officer
- Susan Bigner, Business Development Officer

There is no cost to attend this session, however, registration is required. Register today to learn more about this exciting program made just for small businesses!

[Click Here to Register!](#)

Upcoming Training
Introduction to UDA ConstructionOnline
Wednesday, September 20 | 9:00am - 12:00pm | ULLA HQ

The latest evolution of UDA's top-rated online construction management software, **ConstructionOnline 2023**, delivers hundreds of new updates and enhancements, alongside world-class construction estimating, scheduling, and project management solutions - optimized to deliver meaningful ROI to professional construction companies.



Join us on Wednesday, September 20, 9:00am-12:00pm, for "**Introduction to UDA ConstructionOnline**", at Urban League of Louisiana, 4640 S. Carrollton Avenue, Suite 110, New Orleans, LA 70119. During this session, participants will learn how ConstructionOnline 2023 can power your company's success, including how you can:

- **Stand out from the competition with unlimited styling options for fully customized proposals from the brand-new OnPoint™ Proposal Wizard**
- **Track profits, delays, and more at-a-glance with the latest information through Project Health Dashboards**
- **Power-up project schedules with SmartLink™ - connect Schedule Tasks & To Dos to provide the ultimate in detail and direction for your team**
- **Get detailed insights into predicted cash inflow and outflow with new TrueVision™ Cash Flow Reports**
- **Find what you're looking for in a flash with the new, platform-wide Search, Filter, and Sort options**
- **Optimize efficiency and avoid mitigate conflicts with ResourceTrak™ and enhanced trade-based resource management**

This workshop will be facilitated by Frank Johnson, III, Senior Business Advisor and Contractor Specialist at the Urban League of Louisiana. ****Laptops are required for this session.**** There is no cost to attend, however, registration is required.

[Click Here to Register!](#)

Upcoming Training

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

Thursday, September 28 | 10:00am - 11:30am | Online

Join the Urban League of Louisiana on Thursday, September 28, 10:00am-11:30am, for "Opportunity and Preparation: Creating a Business Development Plan for Your Construction Business". 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.



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 be facilitated by Courtney Elzey, MCDS, LLC. There is no cost to attend, however, registration is required. Register today to reserve your seat!

[Click Here to Register!](#)

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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