

# DBE Support Services

REGION B - BRIDGE CITY/NEW ORLEANS & HAMMOND



Urban League of Louisiana  
Center for Entrepreneurship & Innovation



## MONTHLY DIGEST

### ISSUE 62 | August 2025

[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).



### Small Teams, Big Workloads: How to Run a Construction Business without Burnout

[UDA ConstructionOnline Blog](#)

Small teams. Tight budget. Long hours. Sound familiar? We know as well as you do that managing a small construction business

doesn't mean the workload is small; in fact, it is usually quite the opposite.

Managing a small construction business comes with its own unique challenges: You juggle most of the tasks like estimating, bidding, lead generation, project management and everything else, which can get overwhelming for smaller teams if you don't have the right tools and support. [Read More](#)

### Business Development and Networking

### Opportunities Outlook Quarterly Convening for DBE Contractors

Friday, August 8 | 9:00am-12:00pm CST | ULLA HQ

Join the Urban League of Louisiana on Friday, August 8, 2025, 9:00am-12:00pm, for its signature **“Opportunities Outlook Quarterly Convening for DBE Contractors”**.



These quarterly, in-person meet-ups feature presentations from procurement officers and/or prime contractors who provide DBEs and other diverse businesses with information and updates on bid opportunities, as well as, required steps and best practices for doing business with their organizations. These events also provide an opportunity for more direct networking between DBEs and procurement officers and/or primes.

The event will take place at the Urban League of Louisiana, 4640 S. Carrollton Avenue, Suite 110. Breakfast will be provided.

This quarter's featured speakers and organizations include:

- **Paula M. Roddy, Statewide Program Manager 2, Compliance Program Section, Louisiana Department of Transportation and Development**

- **James P. Christovich**, Director of Information & Development, Landis Construction
- **Kevin Fitzwilliam**, Training and Workforce Development Specialist, Optim, Energy Smart Program

Please note that during this quarter's event LADOTD will be sharing important updates to the DBE Supportive Services Program. Join us to hear about the new DBE goal effective October 1, 2025 and the pilot program that will follow a race-neutral approach to the LADOTD DBE Program for the 2025 federal fiscal year.

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



Paula M. Roddy



Jamie Christovich



Kevin Fitzwilliam



[Click Here to Register](#)

**Contractor Education**  
**Bid to Win + Construction Management at Risk (CMAR)**  
**Wednesday, August 20 | 10:00am-11:30am CST | Virtual**



Join the Urban League of Louisiana on Wednesday, August 20, 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.

**Facilitator: 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](#)

### **Contractor Education**

### **WIN with NOENMCC: The Procurement Playbook | Volume 1: Construction and Construction Services**

**Friday, August 22 | 9:30am-12:00pm CST | NOENMCC**

# **WIN WITH NOENMCC THE PROCUREMENT PLAYBOOK**

**VOLUME 1  
CONSTRUCTION  
+ SERVICES**



**WIN  
2.0**

**A hands-on workshop on how to estimate projects, prepare bids, and win contracts with the Convention Center.**

- Tailored for general contractors and trade services.
- Learn from Frank Johnson, Director, Contractor's Resource Center, Urban League of Louisiana, and Courtney Elzey, Principal, MCDS, LLC.
- Bring a laptop and your capabilities statement.

**Friday, August 22 @ 9:30 am - 12:00 pm  
Meeting Room 267 | Free Parking in Lot F  
(Enter at Lobby I and take escalator to MR 267)**

**FREE WORKSHOP - REGISTER NOW! Space is limited.**

*Hosted by LaToya Martin,  
Manager, Small and Emerging Business Program*



**SMALL & EMERGING  
BUSINESS PROGRAM**

*Connect to More.*



**Urban League of  
Louisiana**

### **WIN with NOENMCC: The Procurement Playbook Volume 1: Construction and Construction Services**

Register today for the **"WIN with NOENMCC Workshop: The Procurement Playbook"**, hosted by the New Orleans Ernest N. Morial Convention Center (NOENMCC) Small and Emerging Business Program and the Urban League of Louisiana, on **Friday, August 22, 2025, 9:30am-12:00pm**. The event will take place at NOENMCC, 900 Convention Center Blvd., Meeting Room 267, New Orleans, LA 70130.

Some of the biggest obstacles for small businesses seeking to win public and private procurement opportunities are mistakes related to estimating project costs, and challenges in submitting an accurate and complete bid package on time. During Volume 1 of this interactive workshop series, Small and Emerging Businesses that provide **general contracting or specialized construction services including HVAC, mechanical, electrical, plumbing, landscaping, or janitorial services** will learn:

- **how to do business with NOENMCC,**
- **essential skills in electronic estimating,**

- **best practices in bid preparation, and**
- **step-by-step guidance and tips on how to successfully bid on NOENMCC projects.**

This interactive workshop will be facilitated by Frank Johnson, Director, Contractor's Resource Center, Urban League of Louisiana, and Courtney Elzey, Principal, MCDS, LLC.



**Frank Johnson**  
Director, Contractor's Resource Center  
Urban League of Louisiana

**Courtney Elzey**  
Principal  
MCDS, LLC

After completion of this workshop, participants will leave with the foundational skills and the confidence to start bidding to WIN! Participants should **come prepared with a capabilities statement and a laptop fully-charged** and ready for use during the session.

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

[Click here for Complimentary Parking in Lot F.](#)

**Click Here to  
Register**

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**Click Here for All Upcoming ULLA Entrepreneurship Trainings**

Urban League of Louisiana  
Entrepreneurship & Innovation  
[www.urbanleaguela.org/cei](http://www.urbanleaguela.org/cei)  
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