



Urban League of Louisiana – Entrepreneurship Center

Women’s Business Resource Center | Contractor’s Resource Center | CRC Satellite Lab – Baton Rouge

Training Catalog [January – May 2019]

www.wbrc.eventbrite.com



General Entrepreneurship – Greater New Orleans [Mid-City]

Date	Class Title	Time	Location	Cost
Monday, January 14	FastTrac for Aspiring Entrepreneurs - Module 1: IDEATE – Idea vs. Opportunity	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	\$75 for Series
Tuesday, January 22	FastTrac Aspiring Entrepreneurs - Module 2: POSITION – Finding Your Customers	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	-
Monday, January 28	FastTrac Aspiring Entrepreneurs - Module 3: COMMIT – Marketing and Sales 101	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	-
Thursday, January 31	Boots to Business Reboot for Veteran Entrepreneurs [Plus Spouses]	8:30a-4:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	No Cost
Monday, February 4	FastTrac Aspiring Entrepreneurs - Module 4: COMMIT – Financial Management Cycle – Projecting Sales	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	-
Monday, February 11	FastTrac Aspiring Entrepreneurs - Module 5: COMMIT – Building a Team	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	-
Monday, February 18	FastTrac Aspiring Entrepreneurs - Module 6: REFINE – Testing Financial Assumptions + Finding the Money	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	-
Monday, February 25	FastTrac Aspiring Entrepreneurs - Module 7: LAUNCH – Ready, Set, Go!	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	-
Monday, March 11	Becoming Bankable: Session I - Understanding and Improving Your Personal Financial Position	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	No Cost
Monday, March 18	Becoming Bankable: Session II - Examining Your Business’ Financial State and Needs for Growth	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	No Cost
Monday, March 25	Becoming Bankable: Session III - Action Planning for Becoming Bankable and the Funding Package	5:30p-8:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	No Cost
Wednesday, March 27	2019 Women In Business Challenge [New Orleans Entrepreneur Week]	1:00p-3:00p	New Orleans Jazz Market, 1436 OC Haley Blvd., New Orleans	No Cost
Tuesday, April 16	Breaking It Down: The Nuts and Bolts of Protecting Your Intellectual Property	5:30p-7:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	No Cost
Tuesday, May 21	Breaking It Down: A Deep Dive Into Commercial Leases for Entrepreneurs	5:30p-7:30p	ULLA, 4640 S. Carrollton Ave., Ste. 110	No Cost

For more information, please email us at wbrc@urbanleaguela.org or visit www.wbrc.eventbrite.com for more details on each course. Schedule subject to change. The Urban League of Louisiana (ULLA) is located at 4640 S. Carrollton Ave., New Orleans, LA 70119. V.1.14.19

Contractor Training – Greater New Orleans [Mid-City]

Date	Class Title	Time	Location	Cost
Thursday, January 17	Contractor's Mastery Series – Session I: UDA ConstructionSuite Scheduling Software	9:00a-3:00p	ULLA, Ste. 250	\$75
Wednesday, January 30	Contractor's Mastery Series – Session II: PlanSwift Estimating Software	9:00a-1:00p	ULLA, Ste. 250	\$50
Thursday, February 14	Contractor's Mastery Series – Session III: Construction Bid Prep	9:00a-12:00p	ULLA, Ste. 250	\$15
Wednesday, February 20	From the Numbers to the Grit: AC Tune-Up for HVAC Contractors with <i>EnergySmart</i>	4:00p-6:00p	ULLA, Ste. 110	No Cost
Thursday, February 21	Contractor's Mastery Series – Session IV: QuickBooks and Costing	9:00a-12:00p	ULLA, Ste. 250	\$50
Friday, March 15	Crafting an Effective Capability Statement [Interactive Workshop]	9:00a-12:00p	ULLA, Ste. 250	No Cost
Wednesday, March 20	Green Professional Building Skills Training – Operations and Maintenance Essentials (2-Day Course)	9:00a-5:00p	3502 S. Carrollton Ave., Ste. C, New Orleans, 70118	\$385
Thursday, March 21		9:00a-5:00p		
Thursday, April 11	Legal Clinic for Contractors	9:00a-12:00p	ULLA, Ste. 250	No Cost
Friday, May 10	Integrating QuickBooks and UDA ConstructionSuite	9:00a-1:00p	ULLA, Ste. 250	\$95
Wednesday, May 22	Construction Bid Prep	9:00a-12:00p	ULLA, Ste. 250	\$15

Contractor Training – Baton Rouge [East Baton Rouge Parish]

Date	Class Title	Time	Location	Cost
Wednesday, February 6	Minority Contractor's Town Hall	3:00p-5:00p	Goodwood Library, 7711 Goodwood Blvd., Baton Rouge, LA 70806	No Cost
Wednesday, February 13	Contractor's Mastery Series – Session I: UDA ConstructionSuite Scheduling Software	9:00a-3:00p	ULLA Baton Rouge Office 445 N. 12 th St., Baton Rouge, LA	\$75
Wednesday, March 13	Contractor's Mastery Series – Session II: PlanSwift Estimating Software	11:00a-3:00p	ULLA Baton Rouge Office 445 N. 12 th St., Baton Rouge, LA	\$50
Wednesday, April 3	Contractor's Mastery Series – Session III: Construction Bid Prep	11:00a-2:00p	ULLA Baton Rouge Office 445 N. 12 th St., Baton Rouge, LA	\$15
Wednesday, April 17	Contractor's Mastery Series – Session IV: QuickBooks and Costing	11:00a-2:00p	ULLA Baton Rouge Office 445 N. 12 th St., Baton Rouge, LA	\$50
Wednesday, May 15	Crafting an Effective Capability Statement [Interactive Workshop]	9:00a-12:00p	ULLA Baton Rouge Office 445 N. 12 th St., Baton Rouge, LA	No Cost
Wednesday, May 29	Legal Clinic for Contractors	9:00a-12:00p	ULLA Baton Rouge Office 445 N. 12 th St., Baton Rouge, LA	No Cost

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Contractor Training – Descriptions

Bid Prep	Course highlights how to create a scope sheet that itemizes inclusions/exclusions of the job to ensure that your bid proposal will net a profit. Attendees will also gain an understanding of how to effectively utilize the following project components in the bidding process: profit margins, labor burden, overhead, taxes on materials, contingency budget, Davis Bacon Act.
Crafting an Effective Capability Statement	During this interactive workshop, participants will learn the key components of a capabilities statement and will be given guidance on crafting these elements to fit their business model and offerings. Business advisors will be on hand to assist attendees for one-on-one support. Laptops are encouraged but not required.
G702 & 03 Pay Apps and Certified Payroll Training	Managing your back office processes is vital to ensuring timely payments and profitability for your construction company. Experts will provide information and tool help you streamline processes, ensure compliance, and help you to effectively manage your certified payroll and other required reporting procedures.
Green Professional Building Skills Training – 2 Day Course	GPRO is a comprehensive training and certificate program developed by Urban Green Council, the U.S. Green Building Council's New York City affiliate. GPRO's trade-specific modules are designed for contractors and building professionals who seek to integrate green practices into the core knowledge of their trade. GPRO Operations & Maintenance Essentials offers: Part one will teach participants the basics of sustainable construction. Part two will delve into the critical tools needed to transition from conventional to sustainable operations practices. At the completion of the course on day two, participants will have the opportunity to take the GPRO Certificate Exam.
Intermediate QuickBooks and Costing	Take a deeper look at how QuickBooks can help you manage projects and their related budgets. Attendees will learn to effectively: 1) link expense accounts to income accounts in QuickBooks, 2) tell the difference between account names and designations, and 3) create smooth inflows and outflows.
Integrating QuickBooks and UDA ConstructionSuite	Hands-on workshop for contractors to learn how UDA and QuickBooks integrate to produce WIP Accounting reports and the G702 & 03 pay apps.
PlanSwift	Learn the estimating software that will help you prepare a winning bid. Course features a hands-on approach to learning the PlanSwift Takeoff and Estimating software. Attendees will have the use of computers with the software included, which will enable them to practice: 1) Importing Plans, 2) using Point and Click Estimating, and 3) exporting and printing with ease.
Scheduling and Gantt Chart	Course will help contractors to avoid scheduling conflicts by tracking and managing resources with UDA Resource Allocation. Beyond providing a direct link between the contact database and UDA Schedules, UDA Resource Allocation enables you to automatically send reminders, generate reports, and be warned of expiring insurance and certificates (in select versions).
Tracking Production Rates	The process of tracking production is one of the most important skills that a project leader can master. Whether you're a crew leader, foreman, superintendent, or project manager, learning the skills necessary for effective production tracking will significantly impact your business. During this session, learn effective methods for tracking production rates.
UDA ConstructionSuite	UDA ConstructionSuite offers a simpler, more effective way to manage every stage of your construction projects. This software was designed to integrate seamlessly with a number of other software systems and includes: estimating, job costing, project management, scheduling, document management, Work-In-Progress, and Customer Relationship Management.
Work-In-Progress Accounting	This workshop will help you: 1) determine the status of contracts utilizing the WIP schedule, 2) how to use earned revenue to determine projections, 3) understand your profit in a project and how to maximize it, 4) how to use WIP with budgeting and setting goals, and 5) track inefficiencies of a project and locate areas needed for improvement.