

School Construction Industry Connection

Rebuilding Orleans Parish Schools

Schools Rebuilding DBE Newsletter • Volume 1 • Issue 3 • January 2014

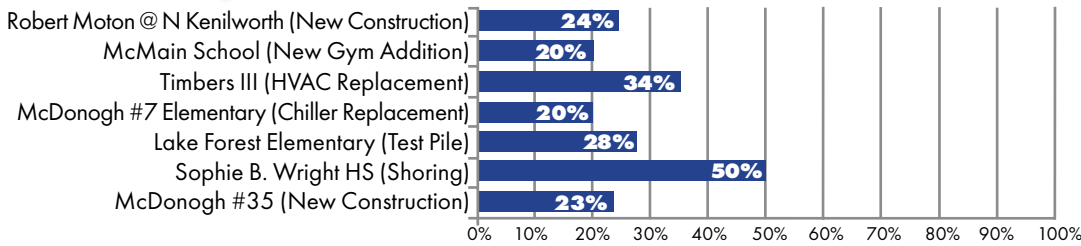
Lake Forest Elementary School



In the two charts displayed below, the OPSB and RSD offer information, as of December 31, 2013, pertaining to the percentage of DBE participation in projects under construction.



OPSB Percentages of DBE Participation



Making the Connection

The OPSB and RSD are taking additional measures to connect with Disadvantaged Business Enterprises (DBE's) to increase their participation in the various school projects. Both organizations understand the critical role these companies play in building sustainable communities and want to support their continued growth.

OPSB DBE Monthly Summary

New & Renovations:

DBE Contractors secured subcontractors on 5 projects as of December 31, 2013. The DBE subcontracts value is \$34,684,533 of the \$142,515,360 total of awarded contracts.

Stabilization/Demolition/Mothballing:

DBE Contractors secured subcontractors on 2 projects as of December 31, 2013. The DBE subcontracts value is \$296,520 of the \$902,999 total of awarded contracts.

Total Amount of Contracts Executed to Date: \$143,418,359

RSD DBE Monthly Summary

New & Renovations:

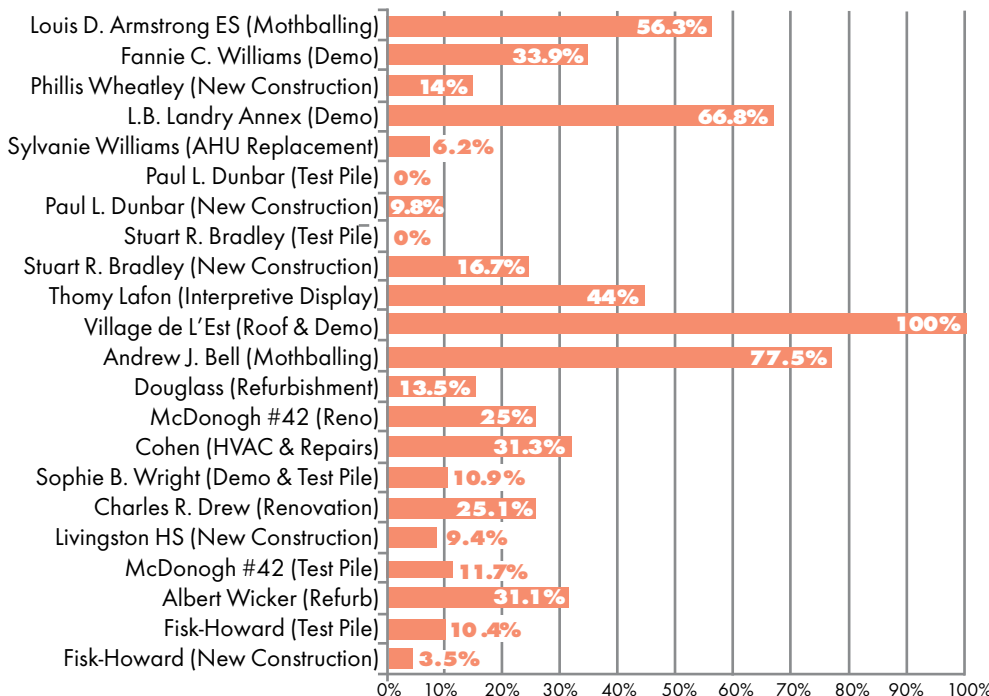
DBE Contractors secured subcontractors on 14 projects as of December 31, 2013. The DBE subcontracts value is \$21,851,118 of the \$164,103,077 total of awarded contracts.

Stabilization/Demolition/Mothballing:

DBE Contractors secured subcontractors on 10 projects as of December 31, 2013. The DBE subcontracts value is \$4,080,730 of the \$13,643,920 total of awarded contracts.

Total Amount of DBE Contracts Awarded to Date: \$34,981,053

RSD Percentage of DBE Participation



Contained within this newsletter is information, along with important tips and resources to get you connected.



Richard Briscoe, Kenall Inc.

DBE Company Spotlight

Kenall Inc. – Kris Prasad & Richard Briscoe

Born and raised in Bangalore, India, Kris Prasad migrated to America in 1990 to pursue his masters degree in Engineering at South Dakota School of Mines and Technology in Rapid City, SD. After working in the industry for several years, he decided to launch his own firm with the aid and support of his wife in 2002. They settled on the name Kenall, which represents the small village where their family originated. The company provides geotechnical engineering, environmental services, quality control, impartial testing, and evaluation of construction materials, in support of developers, architects and engineering professionals.

Based in Houston, Texas, Kenall recently opened an office in New Orleans, Louisiana with the help of Richard Briscoe, Vice President of Business Development.

Based in Houston, Texas, Kenall recently opened an office in New Orleans, Louisiana with the help of Richard Briscoe, Vice President of Business Development. Briscoe, who has family roots in New Orleans, previously worked for 3M and saw the company's expansion as an opportunity to come back to the area. With a specific focus on relationship development, Briscoe sees the need for DBE's to work harder at "getting to the table."

"Working for a Fortune 500 company, I learned the value and importance of understanding the business you're in." Briscoe spoke about DBE's getting to know the general contractors, inquiring about available jobs and doing the necessary follow-up. He elaborated much further on the practice of follow-up as being a key to success in this industry, as many companies continue to do

business among those with whom they are familiar. From getting in the door, to securing the contract, he described the process as requiring detailed knowledge at every step and a determination to secure inclusion.

Over the past two years, Kenall has worked on each of the newly constructed library projects and has completed work for several schools including Dunbar Elementary, Lawless High School, and Robert Moton @ North Kenilworth in New Orleans East. Referring to the Schools

Project DBE Program, Briscoe gives credit to the RSD and OPSB for organizing seminars, along with 'meet and greet' sessions with large general contractors. He views these occasions as perfect opportunities for DBE's to engage directly with decision-makers, find out what's available and to pitch their company services.

Along with awareness and promoting increased participation, Briscoe belongs to a contractor's alliance where they meet regularly to discuss what's happening around the city, methods for securing project financing and community involvement. While it is commonly acknowledged that more DBE participation is needed on major contracts, Briscoe believes that DBE's must find ways to work through and around the many obstacles to participation. Understanding the nature of the business, he believes that this process begins with the application of a standard principle; building effective relationships.

"Working for a Fortune 500 company, I learned the value and importance of understanding the business you're in." Briscoe spoke about DBE's getting to know the general contractors, inquiring about available jobs and doing the necessary follow-up.

Stuart R. Bradley School



Design Build Update

The following companies will be submitting proposals to the Recovery School District or Orleans Parish School Board to provide construction services in association with the school where their company is listed. All DBE's are encouraged to contact the companies to determine the DBE goals required for the project, as well as get information on what those services would be.

We encourage you to thoroughly research and submit your proposals as soon as possible so you can be considered for work with the School Rebuilding Project.

Carver

The shortlisted firms for the Carver Project are Broadmoor, CORE Constructions Services, LLC, and Woodward Design + Build, LLC. The RFP is scheduled to be issued on February 5, 2014. Firms will have 45 days to submit their technical response after which the evaluation committee will review the submissions, interview the proposers, and subsequently select the design build firm. The selection should be completed by the end of the first quarter of 2014.

Sherwood Forest

The shortlisted firms for the Sherwood

Forest Elementary School Project were CORE Construction Services, LLC, Roy Anderson Corp., Woodward Design + Build, LLC, Broadmoor, LLC, The McDonnell Group, and Gibbs Construction. The shortlisted firms will be issued a Request for Technical Proposals in March and will be given 45 days to submit their responses.

Habans

The shortlisted firms for the Paul B. Habans Project are CORE Construction Services, LLC, Roy Anderson Corp., Woodward Design + Build, LLC, Broadmoor, LLC, The

McDonnell Group, and Gibbs Construction. The shortlisted firms will be issued a Request for Technical Proposals in March and will be given 45 days to submit their responses.

Karr

The shortlisted firms for the Edna Karr Project are Wharton-Smith, Inc. Construction Group, Womack-Tillage LLC JV, and Woodward Design + Build LLC. The shortlisted firms will be issued a Request for Technical Proposals and be given 45 days to submit their responses.



McCain Secondary School

Publisher's Corner

This bi-monthly newsletter "School Construction Industry Connection" is a publication created by the School Rebuilding Disadvantaged Business Enterprise (DBE) Team. The DBE Team meets weekly to review, plan and advocate for DBE and local involvement in rebuilding the public schools of New Orleans.

The newsletter is intended to provide a transparent look at the level of local and DBE involvement in school rebuilding. We will provide updates on DBE involvement in each construction project, information on upcoming construction bids, contact information on resource providers, a feature story on a successful DBE contractor, and commentary on policy initiatives to enhance DBE participation.

We encourage you to circulate the newsletter to people in the industry who benefit from this information.

We welcome your critique, feedback and any helpful information that can enhance our efforts.

**For more information, please contact,
Bright Moments, LLC at (504) 592-1800
Please e-mail all comments to Billr@Brightmomentsnola.com**



RECOVERY
School District
Excellence.Equity.Community.

DBE Team

Armer A. Bright, J.D.

DBE Director for the
Orleans Parish School Board
504-304-5584 • abright@opsb.us

Sombra Williams

DBE Director for the
Recovery School District
504-373-6200 ext. 20082
Sombra.Williams@rsdla.net

Larry Jordan

Community Development
Director for Jacobs/CSRS
504-592-0163
larry.jordan@jacobsccsrs.com

Lynnette Colin

Director, Women's Business Resource &
Entrepreneurship Center for the Urban
League of Greater New Orleans
504-620-9647
lcolin@urbanleagueneworleans.org

Pearlina Thomas

Area Manager for the Louisiana
Associated General Contractors, Inc.
504-460-6811 • pearlinat@lagc.org

Bill Rouselle

Community Outreach for
Bright Moments, LLC
504-592-1800 ext. 15
billr@brightmomentsnola.com