

School Construction Industry Connection

Rebuilding Orleans Parish Schools

Schools Rebuilding DBE Newsletter · Volume 1 · Issue 2 · September 2013

ReNEW Dolores T. Aaron Elementary School at the Little Woods site



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

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 4 projects as of July 31, 2013. The DBE subcontracts value is \$20,351,133 of the \$77,721,360 total of awarded contracts.

Stabilization/Demolition/Mothballing:

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

Total Amount of Contracts Executed To Date: \$78,624,359

RSD DBE Monthly Summary

New & Renovations:

DBE Contractors secured subcontractors on 8 projects as of July 31, 2013. The DBE subcontracts value is \$4,124,184 of the \$51,168,950 total of awarded contracts.

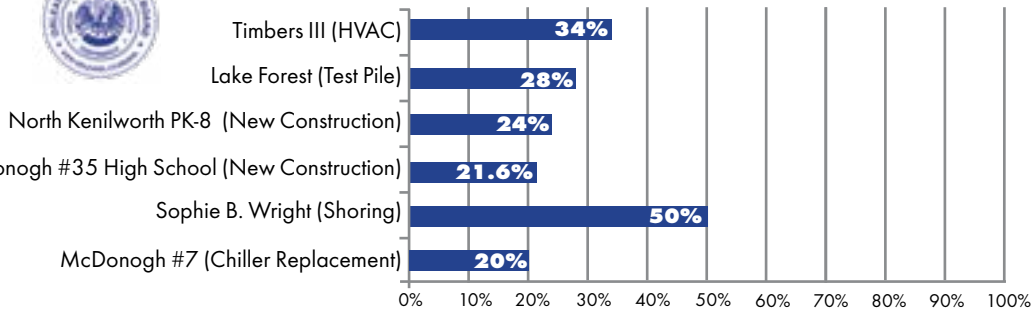
Stabilization/Demolition/Mothballing:

DBE Contractors secured subcontractors on 7 projects as of July 31, 2013. The DBE subcontracts value is \$3,783,977 of the \$13,188,047 total of awarded contracts.

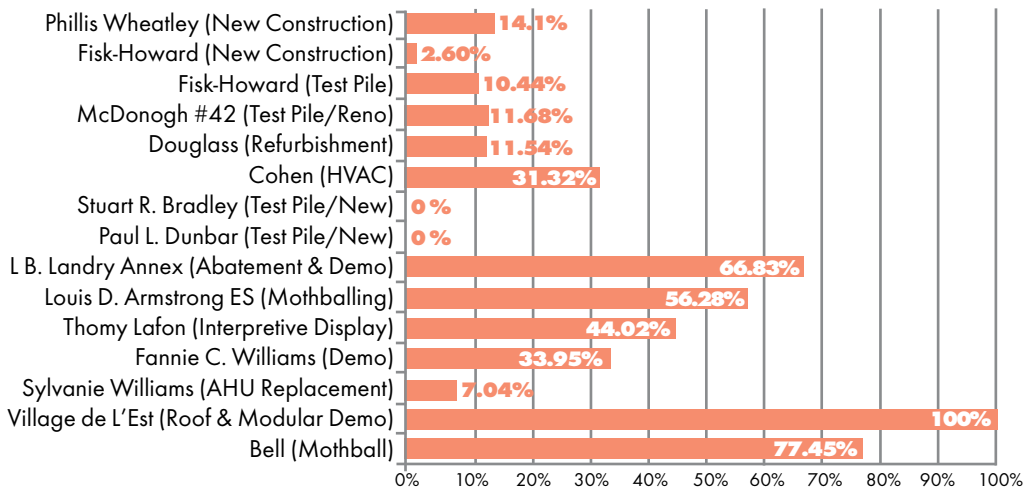
Total Amount of Contracts Executed To Date: \$64,356,997



OPSB Percentages of DBE Participation



RSD Percentage of DBE Participation



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

Special Financing Available for DBE Contractors

Devcorp LA is a national consulting firm specializing in the design and implementation of contractor support programs for the public sector. It has been our experience that there are companies who are capable of performing larger projects but who lack the financial capacity to do so. Without access to capital or credit, it is impossible for companies to pursue the wealth of construction opportunities provided by the School Rebuilding Program. Currently the Recovery School District and the Orleans Parish School Board have projects remaining totaling several hundred million dollars. Those projects will require contractors to have sufficient working capital to be able to sustain their operations.

Given the size and volume of the work, general contractors may be hard pressed to assist subcontractors as they have in the past with financing initial operating costs. Devcorp LA, was established to respond to this working capital crisis.

The Contract Financing Facility employs a rigorous technical evaluation and underwriting process coupled with construction management to insure successful completion of projects. While the process is time consuming and the number of documents to be submitted is admittedly large, the work product yielded

by the underwriting is invaluable. By adhering to the program dictates, companies can begin to develop internal financial controls that both contribute to and manage growth.

A construction company operating in today's environment must be able to fund its operations.

Companies that are approved can receive mobilization for hard costs up to ten percent of their contract amount. Invoice financing is available up to eighty percent (80%) per approved invoice but not to exceed one million dollars (\$1,000,000) per invoice. Total advances cannot exceed forty percent (40%) of the total contract amount. Our programs are attractively priced in the secondary market. Proper use of the Devcorp working capital programs will build capacity for the firms that want to grow.

But the first step is understanding the new business reality – a construction company operating in today's environment must be able to fund its operations.

Firms can no longer depend on larger companies to do for them what they cannot do for themselves! Access to working capital will allow small and medium sized companies to take advantage of the opportunities provided by the School Rebuilding Program.

– Wendell Armant, Devcorp LA

Your Contractor's Tips & Other Errors to Avoid

What's worse than not being the lowest responsible bidder on a public works project? Being the lowest bidder and having your bid thrown out due to an error or oversight.

- Remember to include your Louisiana Contractor's License number on the outside of the bid envelope
- Make sure both the bid price and the numerical dollar amount entered match. If the amounts do not match, the written dollar takes precedence over the numerical dollar amount entered.
- Acknowledge the Addenda
- Be sure to provide unit prices when the project calls for them
- Remember to submit the required 10 day post-bid documents
- Remember to sign or print your name on the Bid Bond form
- If a mistake is made on the bid form, it **MUST** be initialed by the signer of the bid

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Advertisement & Bid Information

Sarah T. Reed School Refurbishment

- 1ST Advertisement: September 11, 2013
- Pre-Bid Conference: September 26, 2013 at 9:00 a.m.
- Bid Date: October 16, at 2:00 p.m.

Dr. Martin Luther King Jr. School Refurbishment

- 1ST Advertisement: September 18, 2013
- Pre-Bid Conference: October 3, 2013 at 9:00 a.m.
- Bid Date: October 23, 2013 at 2:00 p.m.

Dwight D. Eisenhower School Refurbishment

- 1ST Advertisement: November 6, 2013
- Pre-Bid Conference: November 21, 2013 at 9:00 a.m.
- Bid Date: December 11, 2013 at 2:00 p.m.

Henry Allen School Refurbishment

- 1ST Advertisement: November 13, 2013
- Pre-Bid Conference: December 3, 2013 at 9:00 a.m.
- Bid Date: December 18, 2013 at 2:00 p.m.

The Orleans Parish School Board and the Recovery School District are seeking REQUESTS FOR INTEREST for the following DESIGN-BUILD SERVICES:

New Karr High School, New Orleans, LA Orleans Parish School Board - Project No.: 2012-0504

To be considered, Letters of Interest must be received no later than Wednesday, October 16, 2013 by 4 PM
For detailed information, please visit: www.opsb.us/solicitations/

Paul B. Habans Elementary School New Orleans, LA • Recovery School District - Project No.: 2012-0516

To be considered, Letters of Interest must be received no later than October 17, 2013 by 2:00 PM
For detailed information, please enter the following information into your web browser:
www.prd1.doa.louisiana.gov/osp/lapac/dspBid.cfm?search=department&term=14

Sherwood Forest Elementary School New Orleans, LA • Recovery School District - Project No.: 2012-0510

To be considered, Letters of Interest must be received no later than October 17, 2013 by 2:00 PM
For detailed information, please enter the following information into your web browser:
www.prd1.doa.louisiana.gov/osp/lapac/dspBid.cfm?search=department&term=14

**Contractor Capacity Building Series - Session #2 featuring Landis Construction September 28, 2013 @ 10 AM
Xavier University Convocation Center Annex (off Washington Avenue)**

NOTE: Complete bid advertisement for RSD projects will be available on the Louisiana Procurement and Contract Network (LaPAC - <http://www.prd1.doa.louisiana.gov/OSP/LaPAC/dspBid.cfm?search=department&term=14>) on the first advertisement date listed.

Complete bid advertisement for OPSB projects will be available on the Orleans Parish School Board's website (OPSB.US/SOLICITATION)

Unless otherwise noted, all Pre-Bid Conferences are held at:
Jacobs/CSRS Program Management, 909 Poydras St., Suite 1200, New Orleans LA 70112

Resource Providers for Contractors

Resource Provider	Contact Information	Description of Services
Business Resource & Entrepreneurship Center	Lynnette Colin (504) 620-9647 lcolin@urbanleagueneorleans.org Frank Johnson fjohnson@urbanleagueneorleans.org	The BR&EC provides services to existing and new business ventures and contractor organizations. Technical assistance services include business growth and start-up training; one-on-one business consulting; assistance with development of business, marketing and strategic plans; business loan packaging; MBE/WBE/DBE certification assistance and more.
Goodwork Network	Phyllis Cassidy Adele London (504) 309-2090 adele@goodworknetwork.org	Technical Assistance, One-On-One Counseling, Financial Education, Entrepreneurship Training, Quickbooks Training, Capital Access Assistance, Market Access Assistance, A Business Resource Center, Back Office Support, Incubator Space
DevCorp Contract Financing	Carlton Lewis (253) 722-5848 or (253) 279-7740 clewis@devcorp.net Wendell Armant (504) 231-5080 Wen.armant@devcorp.net	The firm is a leader in providing working capital, insurance and bonding for SBE and DBE firms. Devcorp La., has developed a methodology, over the last twenty-three years, which has been proven successful nationally. The Contract Financing Facility (CFF) is designed to be used on both public and private projects as a means of supporting local contractor participation on large construction projects.
Alliance for Minority Contractors	Louis Livers (504) 723-5916 Louis@liversconstruction.com	Support and advocacy for minority construction contractors. The Alliance provides networking and mentorship opportunities as well as contracting and business education workshops and seminars.
Carter Business Development	Eileen Carter (504) 460-9248 ecarter@carterbusinessdevelopment.net	Customized business development and access to markets; KNOX Procurement Weekly; Assist businesses with MBE/WBE/DBE certifications
Greater New Orleans Coalition of United Contractors	Charles Riley (504) 556-0668 gnocmc1@gmail.com	Support and advocate for minority construction contractors. Seek advancement of Tier 1 DBE Subprimes to grow capacity.
Louisiana Minority Supplier Development Council	Phala Mire Alvin Williams (504) 293-0400 awilliams@lamsdc.com	LAMSDC serves to promote procurement opportunities among the council's minority suppliers and nurture relationships between buyers and sellers that increase the number of minority firms actively engaged in corporate supply chains.
OutreachSpeed™	Bud Wyckoff National Coordinator Office: 404.885.6674 Mobile: 201.988.6767 budw@outreachspeed.com	OutreachSpeed™ is an innovative, online, collaborative system for contracting and supply-chain activity. Licensed as a fully-packaged CRM system. It is a user-friendly menu-driven program, that contains features and tools for administering internal operations, tracking departmental activity, community-building, and uniquely delivers open-compete, critical program services; i.e. real-time access to capital, bonding, RFPs and community, for closing deals and supporting clients.
Accion Louisiana	Jarrett Woods 888-215-2373 ext. 1572	To provide credit and services to small businesses and entrepreneurs who do not have access to loans from commercial sources and to provide leadership and innovation to the micro lending industry.

Spotlight – Wade Joseph

After graduating from Abramson High School in 1978, Wade Joseph pursued a career in computer science at Southern University of New Orleans. It was during his college days that he realized he wanted to do something different, something that would allow him the opportunity to work with his hands. He decided to enroll at RETS Electronic Institute to learn more about digital and microprocessor electronics. With this knowledge, he secured employment as a service technician with Cox Cable and continued to gain skills in this technical field. Still seeking more knowledge and greater opportunity, Wade applied to the Local International Brotherhood of Electrical Worker's 4-year Apprentice Program and was accepted. With the same persistent drive he excelled during his training, becoming a licensed electrician within two years and completing the 4-year program on schedule. As a result of obtaining his license early, Wade had additional time available between union jobs to offer electrical services to friends and family members. These small jobs would ultimately lead to the inception of what is now Joseph Electric, Inc.

Known for his hard work and excellent service, word of mouth was the key to building clientele. "I learned a lot of tough lessons. Going out on my own, I thought that work would be plentiful. However, that was certainly not the case. I landed an opportunity with a home warranty company servicing homeowner claims and began to focus on building strong relationships." It was from this point that Joseph began building his

brand, moving into larger residential work as a general contractor and then into commercial projects. Over the years, this excellence and quality of work has steadied Joseph Electric, which currently performs contracted services through the Schools Rebuilding Project – a project he believes could help DBE's grow if companies developed real capacity.

"To be successful, companies truly have to be set up to do business on a large scale. This includes having the proper systems in place such as administrative support for book keeping and financial statements, lines of credit, and proper insurance. In this business, you have to have a strong front office and back office," said Joseph. These keys, in addition to understanding the size of the job, managing staff and submitting required documents timely are what he recommends to companies seeking to pursue projects through the DBE program.

There are no short cuts. Joseph consistently stressed the point of being able to do business on a large scale. While working to secure contracts at the New Orleans International Airport, Wade said that he would offer what most companies would not; the ability to be available and on-call at anytime, regardless of the hour or day of the week. After securing the job, they certainly called and he delivered without fail. Although he provided this example to show his commitment to building his company, it also served as a point to validate his perspective on business and to illustrate just how he earned his reputation.



Wade Joseph

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McDonogh 35 Senior High 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.

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