

Sewerage & Water Board of New Orleans



Economically Disadvantaged

Business Program

February 20, 2019

Economically Disadvantaged Business Program

Mission

- *Advocate* for the disadvantaged business community
- *Improve* the participation of Disadvantaged Business Enterprises in all levels of procurement
- *Operate* as an economic development driver for the Sewerage & Water Board



Economically Disadvantaged Business Program Overview

- 80s - Minority Action Program
 - Offered local minority companies opportunity to participate in SWB projects
- October 1996 – EDBP / SLDBE created as a result of federal consent agreement
 - Race and gender neutral
 - Voluntary participation
 - Social and economic disadvantages



Economically Disadvantaged Business Program *Construction Review Committee*

- 7 member committee
 - 3 – Mayor (President of SWB)
 - 1 – Associated General Contractors of Louisiana
 - 1 – Associated Builders and Contractors of Louisiana
 - 1 – Coalition of Minority Contractors of Louisiana
 - 1 – National Association of Women in Construction
- Review construction contracts > \$150,000
- Revise/ratify staff recommendations for appropriate percentages of DBE participation



Economically Disadvantaged Business Program

Staff Contract Review Committee

- 5 member committee
 - 1 – Legal Department
 - 1 – General Superintendent's Office
 - 1 – Executive Director's Office
 - 1 – Procurement
 - 1 – Support Services
- Review all goods/services and professional services contracts
- Revise/ratify staff recommendations for appropriate percentages of DBE participation



Economically Disadvantaged Business Program *CERTIFICATION*

Certification Partner Agencies

Certification with SWB provides joint certification with:

- New Orleans Aviation Board (1997)
- City of New Orleans (2004)
- Harrah's Casino (2009)



Economically Disadvantaged Business Program *CERTIFICATION*

610 DBE companies are certified
(as of December 31, 2018)

- 101 – New Certifications
- 324 – Re-certifications
- 185 – Active, awaiting re-certification in 2019

- 16 – Denials
- 2 – Decertifications/Close outs



Economically Disadvantaged Business Program

- Goods and Services
 - Janitorial services/supplies, office supplies, sand, tires, pest control
- Professional Services
 - Security, engineering, legal, real estate
- Construction
 - Plant construction, infrastructure repairs, point repairs



Economically Disadvantaged Business Program

Projects Awarded with DBE Participation January 2018 - December 2018

Category	# Contracts	Contracted Dollar Amount	# DBE Firms	DBE Dollar Value	DBE % (Avg.)
*Goods/Services	11	\$4,730,824	9	\$791,517	16.73%
*Professional Services	5	\$1,661,089	4	\$194,374	11.70%
*Construction	16	\$38,748,228	22	\$12,925,835	33.35%
Total	32	\$45,140,141	35	\$13,911,726	20.59%
<p>*Goods and Services > \$ 30,000 *Professional Services > \$ 30,000 *Construction Bids > \$154,450</p>					



Economically Disadvantaged Business Program

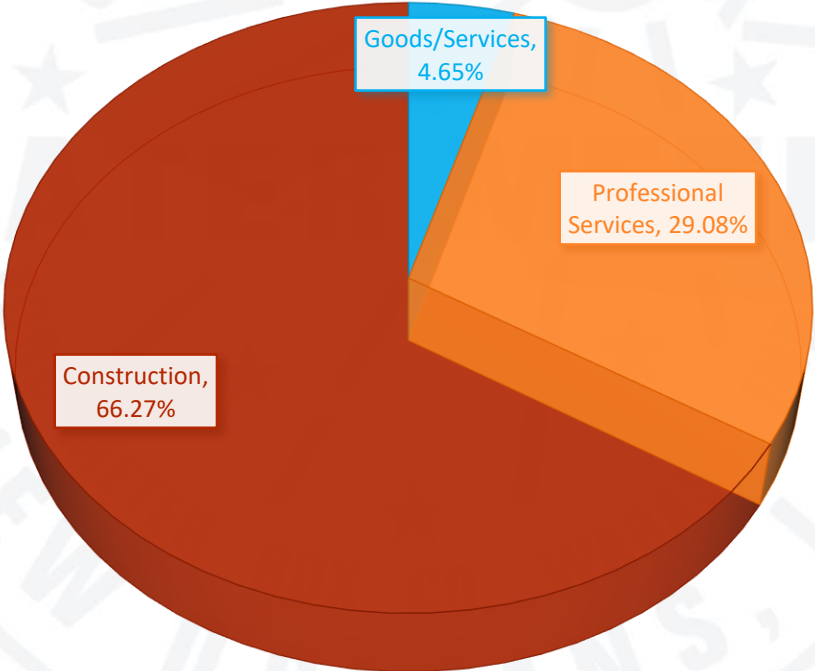
Active Projects with DBE Participation as of December 31, 2018

Category	# Contracts	Contracted Dollar Amount	Payments to Primes	Payments to DBEs	DBE % (Avg.)
Goods/Services	24	\$19,201,064	\$31,373,402	\$11,434,528	36.4%
Professional Services	56	\$120,066,316	\$87,642,677	\$22,494,667	25.6%
Construction	57	\$273,672,843	\$215,862,477	\$65,391,078	30.2%
Total	137	\$412,940,223	\$334,878,556	\$99,320,273	20.59%



Economically Disadvantaged Business Program

Percentage of Awarded Projects with DBE Participation Goals by Category



Economically Disadvantaged Business Program

Construction Contracts with Final Acceptance status
through December 31, 2018

Contract #	Prime Contractor	# of DBEs	Final Project Cost	\$ DBE Payments	DBE Goal/Achieved	BELOW Goal
#1350	Industrial & Mechanical	3	15,045,011	1,081,913	6% / 7%	
#1352	Industrial & Mechanical	2	3,406,195	828,424	26% / 24%	
#1381	Lou-Con, Inc.	3	310,680	91,251	20% / 29%	
#30002	BLD Services	7	4,078,913	1,545,887	36% / 38%	
#30003	BLD Services	8	5,673,545	2,117,410	36% / 37%	
#30006	Boh Bros. Construction	4	5,440,752	2,098,013	36% / 39%	
#30015	Wallace C. Drennan	4	6,115,185	1,953,178	36% / 32%	
#30016	Boh Bros. Construction	3	5,578,844	1,345,808	36% / 24%	
#30100	Gootee Construction	1	4,984,542	1,630,079	15% / 33%	



Economically Disadvantaged Business Program

Construction Contracts with Final Acceptance status
through December 31, 2018

Contract #	Prime Contractor	# of DBEs	Final Project Cost	\$ DBE Payments	DBE Goal/Achieved	
30206	Fleming Construction	4	2,873,677	1,160,251	36% / 40%	
3986	BLD Services	8	10,330,761	3,099,254	28% / 30%	
5241	MR Pittman Group, LLC	1	577,825	239,888	10% / 42%	
6260	Bollinger Armature Services, LLC	1	805,608	63,777	5% / 8%	
2111	Wallace C. Drennan, Inc.	3	10,515,594	4,177,521	36% / 40%	
2123	Wallace C. Drennan, Inc.	4	6,125,162	2,162,690	36% / 35%	→
3663	Lou-Con, Inc.	2	1,556,270	250,476	36% / 16%	↓
3669	Industrial & Mechanical	3	3,276,151	1,106,233	36% / 34%	→
3670	Lou-Con, Inc.	5	1,544,776	527,370	36% / 34%	→



Economically Disadvantaged Business Program *COMPLIANCE*

- Field Audits
 - Site visits
- Desk Audits
 - Monitor B2GNow database for compliance activity on a given contract
 - Review DBE Participation Summary Sheet for compliance
 - Telephone consults



Economically Disadvantaged Business Program *OUTREACH*

- Participate in trade shows/seminars
 - Louisiana Minority Supplier Developmental Council
 - Annual federal SBA “Connecting Businesses with Contracts”
 - Annual Small Business Expo – Delgado Community College
 - Women’s Business Enterprise Council South
 - Louisiana’s Got Talent Small Business Expo
- Conduct one-on-one assistance meetings for potential clients
- Post monthly Procurement forecast to B2GNow
- Develop SWB DBE capacity building sessions



Economically Disadvantaged Business Program

EDBP Department

Alvin Porter, Compliance Supervisor

Veronica Johnson-Christmas, Compliance Officer

Lyria Hicks, Compliance Officer

Matthew Cullinen, Certification Officer

Shantrell Bowie, Administrative Assistant

Irma Plummer, Director



Economically Disadvantaged Business Program

Questions/Discussion

