



Small Business Industry Day

City of New Orleans

November 12, 2019

Agenda

- Welcome from Ramsey Green
- Welcome from Mayor LaToya Cantrell
- Welcome from Dean Taskin Kocak, University of New Orleans
- Program Overview - Joe Threat, Project Delivery Unit Manager
- Overview of BRASS - Norman White, Director of Finance
- Project / RFPs Scheduled - Joe Threat, Project Delivery Unit Manager
- Upcoming Building Projects – Vincent A. Smith, Capital Projects
- Upcoming Road Work - Keith LaGrange, Director of Public Works
- Workforce Development, Ellen Lee, Director of Community Development
- Supplier Diversity – Natasha Ramsey
- Small Business Success Story: Beta Group
- Question and Answer Session
- Networking

Mayor LaToya Cantrell



Taskin Kocak, Ph.D.

Dean, College of Engineering





University of New Orleans

UNO's College of Engineering offers career services for companies looking for new hires, as well as continuing education for professionals

- UNO offers bachelor degrees in Civil Engineering, Electrical Engineering, Mechanical Engineering, and Naval Architecture & Marine Engineering – **the only ABET accredited programs in the greater New Orleans region!**
- Graduate programs are available in Civil, Electrical, Mechanical, Engineering Management, and Naval Architecture & Marine Engineering
- Certificate programs in Coastal Sciences and Coastal Engineering offer specialized education for professionals



University of New Orleans

UNO's College of Engineering offers career services for companies looking for new hires, as well as continuing education for professionals

- Future degree offerings include bachelors in Urban Construction Management and certificates in Power Systems Engineering, Comms/Networking Engineering, Data Engineering, and Unmanned Systems Management
- New courses include Hazard Mitigation & Assessment Modeling, Civil Engineering GIS Applications, and Remote Pilot & Drone Applications
- 90% of UNO students are local, and are looking for local employment opportunities upon graduation
- Career Services (career@uno.edu) offers placement services, on-campus recruiting, and internship placement

Joe Threat

Manager, Project Delivery Unit



Purpose

- Partner with Business Community to support spending of estimated ~**\$2B** in Federal funding:
 - ✓ \$1.8B FEMA
 - ✓ \$150M HMGP
 - ✓ \$141M HUD Gentilly Resilience District
- Provide all businesses a “Fair Shake”
- Provide opportunities for DBEs and Small Businesses in the **\$20K** to **\$5M** Threshold to bid as prime contractors
- “Industry Day” events will continue quarterly to provide regular project updates
- Improve Vendor Relationships and Contract Support
- Update on Enterprise Resource Planning (ERP) Platform

Norman White

Director, Finance Department



Why BRASS?

BRASS is the City's new Enterprise Resource Planning (ERP) system and replaces Great Plains as the City's General Ledger

- BRASS replaces four legacy systems – BuySpeed (requisitions and purchase orders), ECMS (contracts), AFIN (grants and capital), and Great Plains (GL, reporting) with a single system that contains and processes all financial transactions.
- Going forward, all new bids or solicitations, contracts, and all purchases will be initiated and processed within BRASS.

Transition to BRASS

With the transition to a new system, there are a number of change management issues associated with the implementation of new business processes

Significant business process changes

- Invoices are now submitted directly by the vendor into BRASS via the Supplier Portal, rather than to departments;
- Purchase orders must be approved and released before they can be invoiced against; and
- All payments are being scheduled for payment on a 'net 30' schedule based on contract terms, meaning that payment will not be made until 30 days have elapsed from the invoice date. Thereby, maximizing the City's cash management ability.

Resolving Identified Issues

We have identified internal and external issues with the transition from the legacy systems to BRASS that we are working to address

- Registering vendors:
 - City vendors must now be registered in the BRASS supplier portal to receive solicitation information, obtain POs, and submit invoices.
 - Several vendors experienced difficulty making the transition from their legacy registration to BRASS registration, but **2,300+** vendors are now fully registered within BRASS.
 - The City has published a detailed registration guide and published it at <https://nola.gov/purchasing/brass/>.

BRASS Is Live

On June 28, 2019, BRASS went live and our legacy financial systems ceased processing new information

- Since launching in June, BRASS has:
 - Registered **2,300+** vendors
 - Increased overall City website traffic by **216%**, including **6,000+** unique visits to the Supplier Portal
 - Processed **5,500+** vendor and non-vendor invoices
 - Disbursed **\$92M+** to payables vendors and non-vendors
 - Processed **3,700+** requisitions and **2,500+** purchase orders

Joe Threat

Manager, Project Delivery Unit



Projects/RFPs Scheduled

- **Staff Augmentation Support:** Various tasks supporting Federal Grant program and other City of New Orleans support. **The contract amount for these services will remain below \$5M**
 - ✓ To be advertised in 4th Quarter 2019
- Renovations to 9th and 10th Floor VA Building. **Construction value \$3-6M.**
 - ✓ RFQ for Design in selection. To be advertised in 1st Quarter 2020
- **Infrastructure Group/JIRR:** 81 Projects for Design for Water Point Repairs for FEMA work. Design and Construction Management. **Total value \$16.6M.**
 - ✓ New Design RFQ is currently advertised to support this \$16.6M and 81 project work

Staff Augmentation RFP

Below \$5M Threshold

- Database Designer
- Cost Estimator
- Project Data Manager/Monitor
- Asset Manager
- Grant Management Specialist
- Purchasing Agent
- Project Scheduler
- (Capital) Project Manager
- (DPW) Construction Manager
- Design Reviewer

*Project Management support for Infrastructure Group to include: JIRR, Green Infrastructure, Drainage, Bond, and GOMESA work.

Projects/RFPs Scheduled

- **Emergency Management Support (NOHSEP) Various amounts \$5M and below** – 4th Quarter 2019
- **National Disaster Resilience Grant** (PDU – Sustainable Infrastructure) Several Green Infrastructure, design, landscaping and construction. TBD

Vincent A. Smith

Director, Capital Projects Administration

Capital Projects Administration

180 – Day Look Ahead - Bid Openings

No.	Project Name	Architect /Engineer	Scope	Construction Budget	Current Phase	Bid Opening Date	NTP for Const.
1	Criminal Evidence & Processing Complex	CDM Smith, Inc.	Construction of a new 5-story, 64k sq. ft. facility for use by NOPD evidence and processing, Criminal Clerk of Courts, Municipal Court and NOPD Crime Lab.	\$19,850,000	Bid & Award	12-Nov-2019	11-Jan-2020
2	Citywide Generator Installation	Marrero, Couvillon & Associates	Hazard Mitigation funded installation of Automatic Transfer Switches at Cut-Off Center, Gernon Brown Center, Rosenwald Center, Treme Center, Sanchez Center, Joe W Brown Center, Stallings St. Claude Center, Lyons Center, & Milne Center. The grand also provides funding for the installation of Automatic Transfer Switches and Generators at NOHSEP Logistics Warehouse and the NOPD Real Time Crime Monitoring Center.	\$361,079	Design	20-Nov-2019	19-Jan-2020
3	Criminal District Courts - Structural Wind Retro-Fit	Yeates and Yeates Architects, LLC	Construction Activities to include Window and Door replacement/fortification as necessary at entire facility to provide protection against wind loads to 150 MPH as well as studied and selected waterproofing at exterior masonry to protect against water intrusion by wind-driven water.	\$6,603,472	Bid & Award	17-Dec-2019	15-Feb-2020
4	NOFD Admin HQ (at MTA City Park) - Phase I	NANO	The scope includes the design for a 20k sq. ft. NOFD Headquarters, training academy and warehouse space at the existing MTA City Park facility in 2 phases	\$4,350,030	Design	8-Jan-2019	9-Mar-2019
5	Village de L'Est Playground Phase II - Community Building & Park Improvements	Holly & Smith Architects	Construction of a new 1,860 SF multi-purpose building (conference room, concession/break room, storage, women/men/family restrooms and an office), site grading in relation to the building construction, and new playground including concrete slab, equipment and safety surface.	\$1,592,417	Bid & Award	30-Jan-2020	30-Mar-2020
6	George Washington Carver Playground Improvements	The Rome Office	Concession Building renovations and miscellaneous park improvements.	\$385,000	Design	2-Feb-2020	02-Apr-2020



Capital Projects Administration

180 – Day Look Ahead - Bid Openings

No.	Project Name	Architect /Engineer	Scope	Construction Budget	Current Phase	Bid Opening Date	NTP for Const.
7	Desire/Florida Multi-Service Center & Helen Levy Clinic	Mathes Brierre Architects, APC	Design and construction of an 11,000 square foot multi-service facility.	\$3,500,000	Design	5-Feb-2020	05-Apr-2020
8	Municipal Traffic Court - Interior Renovations	TBD	Renovations to the Municipal & Traffic Court to align with the court consolidation plan developed by NCSC. Approx. 115,000 Sq. ft. (3 floors)	\$11,835,077	Design	8-Feb-2020	16-Jul-2020
9	NOPD Fourth District Police Station	Holly & Smith Architects	Construction of a new 17,000 SF Police Station in Algiers. New furniture for the station, and a shared courtyard with lighting and seating between the Police Station and Natatorium.	\$6,845,484	Design	2-Mar-2020	05-May-2020
10	Nix Library ADA Improvements - Phase II	TBD	Renovations to the entrance of the Nix Library to accommodate an ADA wheelchair lift.	\$500,000	Design	13-Mar-2020	12-May-2020
11	Almonaster Auto Pound Demo & Pre-Fab Construction	Julien Engineering & Consulting, Inc.	Demolition and installation of new pre-fabricated building	\$450,000	Pre-Design	15-Apr-2020	22-Jun-2020

Capital Projects Administration

Upcoming Professional Services Procurements

No.	Project Name	Architect /Engineer	Scope	Total Funding	Current Phase	Current Phase Completion Date
1	Behrman Pool Renovations	TBD	Installation of a new pool inlay/tub; New pool deck; New pool storage area; New pool piping and equipment. Install new pool splash pad (if in budget). Construction of a pool enclosure with roof and possibly wall retractability. Repairs and/or renovations to the existing mens and womens lockers/restrooms.	\$4,131,173	Pre-Design	30-Jan-2020
2	Gernon Brown Recreation Center (New Play Structure and Basked Ball Court Refurbishment)	TBD	Gernon Brown installation of a new Play Structure with at least 2 benches. Werner Playground basketball court refurbishment	\$375,000	Pre-Design	02-Feb-2020
3	Pratt Playground (Canopy installations at the Gazebo and Existing Play Structure)	TBD	The installation of canopies over the existing gazebo and play structure.	\$375,000	Pre-Design	02-Feb-2020
4	Citywide Parks and Playground Improvements (Package #3)	TBD	Miscellaneous park improvements that include Peace Playspot Fencing, Rome Play Spot Play Equipment, Sampson Playground Pool Repairs and Basketball Court Refurbishment	\$450,000	Pre-Design	11-Feb-2020
5	Almar Peters Play Spot Equipment (Package #4)	TBD	Park improvements that include Play Equipment Replacement at the Almar Peters Play Spot, also to include 2 benches	\$169,750	Pre-Design	13-Feb-2020
6	Audubon Fly Park Improvements	TBD	Miscellaneous park improvements	\$100,000	Pre-Design	13-Feb-2020
7	Cut-Off Recreation Center Splash Pad & Wilderness Park Improvements	TBD	The facilities are located in the District C neighborhood of Algiers. The Cut Off Recreation Center is located at 6600 Belgrade St. and Wilderness Park is located at 14001 River Road. The scope of work includes a splash pad addition to the Cut Off Recreation Center play area and miscellaneous improvements to Wilderness Park.	\$400,000	Pre-Design	13-Feb-2020
8	NOFD Communications Building (FEMA Repairs)	TBD	Renovations to the building to provide storage space.	\$573,521	Pre-Design	13-Feb-2020
9	NOPD Firing Range Study	TBD	Commissioning of a study to determine the program and scope for a new firing range.	\$100,000	Pre-Design	13-Feb-2020
10	Treme Center Improvements - Elevator	TBD	Installation of a new elevator at the Treme Recreation Center. Chiller HVAC Repairs	\$390,000	Pre-Design	13-Feb-2020
11	Joseph Bartholomew Golf Course Shelters	TBD	Construction of a restroom/shelter for golfers along the golf course.	\$366,000	Pre-Design	14-Feb-2020



Hazard Mitigation Projects

Excavation, embankment, storm water drainage improvements, concrete and asphalt roadway reconstruction, grading

Project Name	Construction Start	Estimated Value
Mirabeau Water Garden	Q1 2020	\$13.3M
Lakeview City Park	Q1 2021	\$18.8M
Oak Park	Q2 2020	\$1.8M
DPS 01 Broadmoor	Q3 2020	\$45M*
Bayou St John – St. Roch	Q2 2020	\$8.12M
Total		Approx. \$87M

** Will be broken into phases*



Gentilly Resilience District Projects

Excavation, storm water drainage improvements, asphalt and concrete roadway reconstruction, grading, tree installation

Project ID	Project Name	Construction Start	Estimated Value
	Mirabeau Water Garden	Q3 2020	\$10M
	St. Anthony Green Streets	Q2 2020	\$16M
	St. Bernard Campus	Q1 2020	\$8.2M
	Milne Campus	Q3 2020	\$6M
	Blue & Green Corridors	Q2 2020	\$38M
	Dillard Wetlands	Q3 2020	\$10M
	Pontilly Dwyer Canal	Q3 2020	\$3M
Total			Approx. \$91M



Keith LaGrange

Director, Department of Public Works

Joint SWBNO / DPW Infrastructure (JIRR) Program

Projects Currently Advertised

Project ID	Project Name	Estimated Value	Construction Start
RR109	RR3 - LNW Northwest Group B (FRC)	Less than \$5M	Winter 2019
RR132	RR3 - Navarre Group A (FRCPI)	Greater than \$5M	Winter 2019
RR133	RR3 - Pines Village Group A (PMOI)	Greater than \$10M	Winter 2019
RR145	RR3 - Read Blvd East Group B (PC)	Less than \$5M	Winter 2019
RR146	RR3 - Read Blvd East Group C (PC)	Less than \$5M	Winter 2019
RR182	RR3 - Treme-Lafitte Group A (INC)	Greater than \$5M	Winter 2019
Total		Approx. \$30 - 45M	

Joint SWBNO / DPW Infrastructure (JIRR) Program

4th Quarter 2019 Forecast



Project ID	Project Name	Construction Start
RR001	RR3 - Audubon Group A (PMOPI)	March 2020
RR003	RR3 - Bayou St John, Fairgrounds, Seventh Ward Group A (INC)	February 2020
RR004	RR3 - Bayou St John, Fairgrounds, Seventh Ward Group B (PMOPC)	February 2020
RR009	RR3 - Black Pearl, East Carrollton Group A (PMOPI)	March 2020
RR010	RR3 - Broadmoor Group A (PMOPI)	March 2020
RR067	RR3 - Hollygrove, Leonidas Group A (INC)	February 2020
RR073	RR3 - Lake Vista Group A (PMOPI)	March 2020
RR104	RR3 - LNW Northeast Group B (FRCP)	March 2020



Joint SWBNO / DPW Infrastructure (JIRR) Program *Continued* 4th Quarter 2019 Forecast

Project ID	Project Name	Construction Start
RR112	RR3 - LNW South Group A (PMOI)	April 2020
RR118	RR3 - Marlyville-Fontainebleau Group C (FRC)	February 2020
RR130	RR3 - Milneburg Group A (PMOPI)	April 2020
RR140	RR3 - Pontchartrain Park Group A (PMOI)	April 2020
RR147	RR3 - Read Blvd East Group D (PMOPC)	February 2020
RR153	RR3 - Read Blvd West Group C (PMOPC)	April 2020
RR165	RR3 - St. Bernard Group A (VAR)	April 2020
RR167	RR3 - St. Claude Group B (PMOI)	April 2020
RR170	RR3 - St. Claude Group E (FRC)	April 2020
RR181	RR3 - St. Roch South Group B (FRC)	April 2020

Joint SWBNO / DPW Infrastructure (JIRR) Program

2020 Construction Forecast

	# Of Projects Forecasted to Begin Construction	Approx. Construction Cost
Q1 2020	29	\$237M
Q2 2020	11	\$95M
Q3 2020	8	\$64M
Q4 2020	7	\$75M
Total	55	\$471M

Projects: Roadway Restoration for Point Repairs and ADA Ramps

- **New RFQ-** For smaller Engineering Companies creating opportunities
 - **76 potential FEMA projects** - Ranging from \$200,000 - \$5 million these include the Scoping(inspection and quantifying), Design(Plans and Specs, Bid Documents) and Construction Management
 - Roadway, Sidewalk, and Driveway Repairs related to previously completed waterline point repairs.

Ellen Lee

Director, Office of Community Development



Office of Workforce Development

Mission and Vision

Mission Statement

The mission of the Office of Workforce Development is to build a strong and collaborative workforce development system that meets the needs of New Orleans' businesses and job seekers to create a healthy, sustainable economy.

Vision Statement

The Office of Workforce Development envisions a business environment where employers can remain competitive using local talent to meet its workforce needs and where jobseekers have the skills, training, and credentials to obtain career building jobs paying family supportive wages that reduce poverty, increase wealth, strengthen families, and improve the quality of life.

Office of Workforce Development

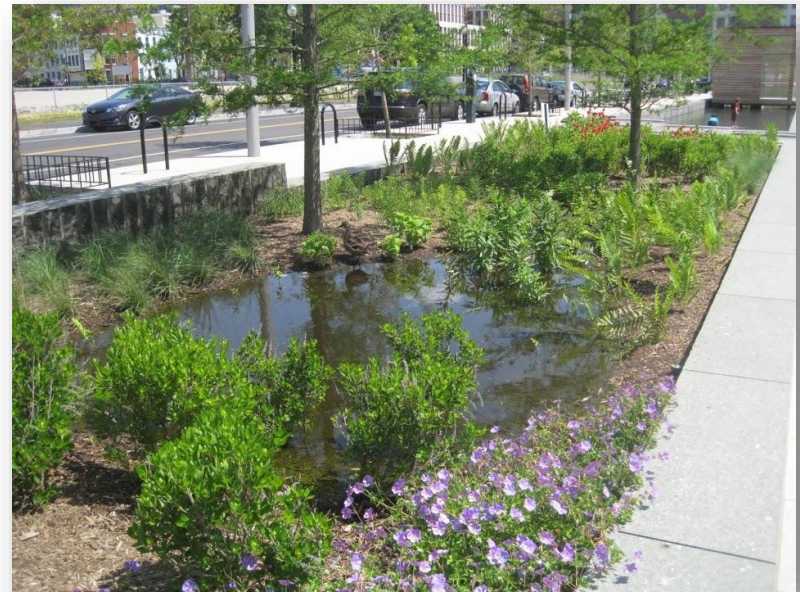
JOB1 Services

<u>Adult Services</u>	<u>Youth Services</u>	<u>Employer Services</u>
<ul style="list-style-type: none"> ▪ Career planning and assessments ▪ Job search assistance ▪ Job search workshops ▪ Labor market information ▪ Occupational skills training ▪ On-the-Job training ▪ Work readiness training ▪ Supportive services ▪ Entrepreneurial training ▪ Adult education services ▪ Follow-up services ▪ Financial Literacy ▪ Access to computers, fax machines, and copiers for job search activities 	<ul style="list-style-type: none"> ▪ Tutoring ▪ Alternative Secondary School ▪ Paid and unpaid work experience ▪ Occupational skill training ▪ Leadership development opportunities ▪ Career planning and assessments ▪ Supportive services ▪ Adult mentoring ▪ Follow-up services ▪ Comprehensive guidance and counseling ▪ Financial literacy education ▪ Entrepreneurial skills training ▪ Labor market and employment information ▪ Preparation for and transition to postsecondary education and training ▪ Access to computers, fax machines, and copiers for job search activities 	<ul style="list-style-type: none"> ▪ Access to qualified applicants ▪ Posting of jobs ▪ Applicant pre-screening ▪ On-the-Job Training ▪ Customized training ▪ Labor market training ▪ Labor market information ▪ Information on training grants and tax credits ▪ Assist with targeted recruiting events ▪ Access to interview space

Workforce Development Training Program

Overview

- The City of New Orleans has allocated \$3 million of the National Disaster Resilience (NDR) funding to implement a workforce training program that will provide workers with the skills and certifications needed to participate in Green Infrastructure (GI) projects.
- The City is collaborating with the Water Environment Federation to develop a National Green Infrastructure Certificate Program.
- The workforce training program will consist of technical skills training, work experience, and job placement assistance.



Workforce Development Training Program

Outcomes

- Train 250 unemployed and underemployed individuals in the National Green Infrastructure Certificate Program
- Coordinate pipeline for careers in green infrastructure
- Provide Contractors with the skilled workforce needed to participate in City funded GI projects



Workforce Development Training Program

Timeline

- 4th Quarter 2019 – Program Design and Coordination
- 4th Quarter 2019 – Complete Procurement of Program Operator
- 1st Quarter 2020 – Launch Green Infrastructure Training Program

Natasha Ramsey

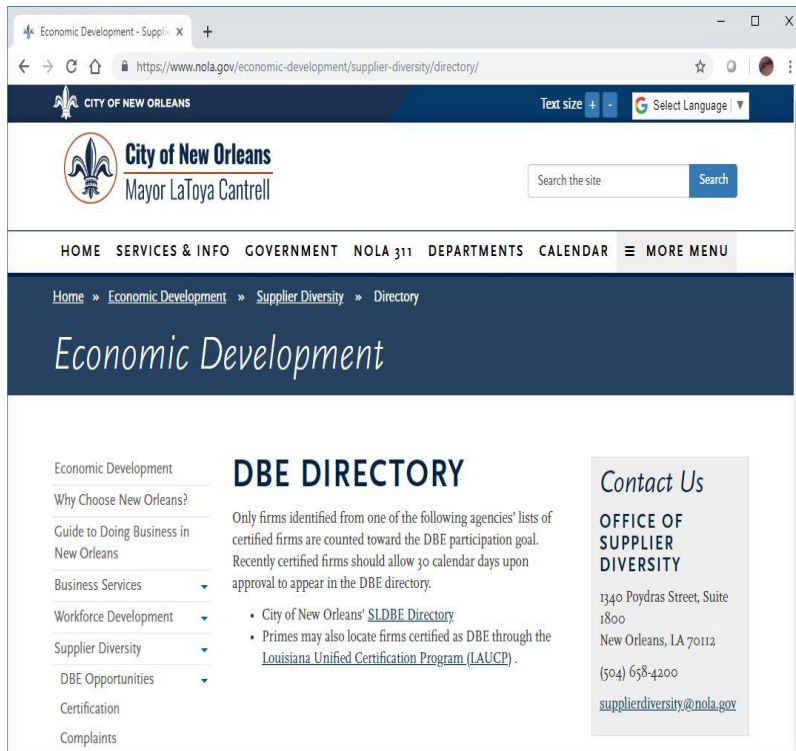
Supplier Diversity



DBE Goal - 35%

- Proposers are required to provide evidence of attainment of the DBE goal through verifiable commitments to DBE firms as detailed on the DBE Compliance Form-1.
- All firms listed on DBE ComplianceForm-1 must be utilized on the project.
- Good Faith Efforts (GFE) are required to be made and demonstrated on all applicable City of New Orleans contracts. If you have not attained the DBE goal, you are required to complete and submit DBE Compliance Form-2 along with supporting documentation.

Counting DBE Participation



- DBE firm's must be certified with either:
 - SLDBE Program
 - LAUCP DBE
- DBEs must be certified in their respective listed scopes of work
- Both directories are linked to the OSD webpage at:
www.nola.gov/economic-development/supplier-diversity/directory

Counting DBE Participation

DBE as Prime

- A DBE can be a Prime (Bidder/Proposer) and count as 100 percent of the DBE goal, provided that the Prime DBE has met the contract goal and has committed to performing 30% that portion of the work with his own forces.

DBE Goods & Supplies

- DBE Manufacturers of materials may be counted toward 100% of their contract amount. DBE Suppliers may be counted toward 60% of their contract amount.

Counting DBE Participation

Commercially Useful Function (CUF)

In determining whether a DBE certified firm is performing a commercially useful function, factors including but not limited to the following shall be considered:

- Whether the firm has the skill and expertise to perform the work for which it is being utilized and possesses all necessary licenses;
- Whether the firm is in the business of performing, managing, or supervising the work for which it has been certified and is being utilized; and
- Whether it is performing a real and actual service that is a distinct and verifiable element of the work called for in a contract.

DBE Compliance and Reporting

- The Office of Supplier Diversity's Compliance Team is charged with monitoring and reporting DBE participation on City contracts to ensure DBE firms get their share of procurement opportunities.
- The B2Gnow Compliance Monitoring system is used for reporting DBE participation and compliance reports are required from each contractor and subcontractor on a monthly basis.
- Compliance Officers conduct announced & unannounced site visits to monitor contract compliance in the field.

Office of Supplier Diversity

Compliance Team

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Small Business Success Story: The Beta Group



Questions

City of New Orleans