

# LOUISIANA BUSINESS JOURNAL

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## Louisiana Earns Top 10 Spot Among Nation's Best Business Climates



Image credit: Steve Guillory - www.flickr.com

Site Selection announced Louisiana ranks among the Top 10 states in the U.S. for best business climate for the 10th year in a row. The magazine ranked Louisiana No. 10 in its 2019 analysis of the top locations for business investment and job creation. Georgia, North Carolina and Ohio held the top three spots in the magazine's Top Business Climates ranking.

Site Selection bases its business climate ranking on both survey and performance measurements. Half the score results from a survey of corporate site selectors who are asked to rank the states based on their recent experience of locating facilities in them. The other 50 percent is based

upon an index that includes total new projects year-to-date, both overall and per capita; state tax burdens on new and established companies; and performance in Site Selection's annual Prosperity Cup ranking.

"Today's ranking by Site Selection affirms Louisiana's strength as a state with a strong and welcoming business climate," Gov. John Bel Edwards said. "Through a mix of our highly skilled workforce, a world-class infrastructure, a cooperative state government, and bonds forged between employers and our higher education community, Louisiana ranks among the very best places to do business in the world. We have

made tremendous progress in moving our state in the right direction, and we will remain vigilant in ensuring our people have new opportunities and that businesses can thrive in Louisiana."

Since January 2016, Louisiana has attracted over 175 major economic development projects that are resulting in more than \$41 billion in new capital investment for the state, along with more than 35,000 new direct and indirect jobs. The project wins also have retained over 34,000 existing jobs at expanding employers in the state.

Earlier this year, Site Selection magazine ranked Louisiana No. 2 among U.S. states for infrastructure investment that supports economic growth. Additionally, Southern Business & Development ranked Louisiana No. 2 in the South for the strongest economic development results, and Area Development magazine placed Louisiana No. 8 in its Top States for Doing Business ranking, the ninth consecutive Top 10 ranking for Louisiana in that annual report.

In July, Business Facilities ranked LED Fast-Start® as the nation's No. 1 state workforce program for a landmark 10th year in a row. Business Facilities also placed Louisiana in the Top 10 for multiple categories in its 2019 Rankings Report, including economic growth potential, foreign trade zone activity, cybersecurity growth potential and low industrial electric rates.

"Once again, Louisiana is a Top 10 state for best business climate, reflecting our efforts to sustain and grow the momentum we have established,"

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## Mayor Cantrell congratulates RTA on receiving \$7.2m FTA grant to purchase 19 new buses

Mayor LaToya Cantrell congratulated the New Orleans Regional Transit Authority (RTA) on its being awarded a \$7,246,315 Federal Transit Administration (FTA) grant to fund 19 new 35-foot biodiesel buses.

"Maintaining and upgrading our transit infrastructure has been a priority of our transportation work, in collaboration with the RTA. Since taking office, we have helped guide the leadership transition, supported RTA's efforts to ensure a high-functioning management structure, and met the needs of our residents by improving and increasing routes and times — as we recently did for Algiers and New Orleans East," said Mayor Cantrell. "I'm proud to say that this is the second bus grant that has

been awarded during my administration, after I personally told U.S. Department of Transportation Secretary Elaine Chao how important a high-quality bus fleet is to New Orleans. We are laser-focused on ensuring our bus fleet is sufficient and sustainable so that we can continue to expend service and improve accessibility for all of our residents."

The award is part of the FTA's Grants for Buses and Bus Facilities Program, which makes federal resources available to replace, rehabilitate and purchase buses and related equipment. The program also allows for construction to bus-related facilities including technological changes or innovations to modify low or no emission vehicles or facilities.

"Providing reliable, safe transit options to our riders is a paramount priority of the New Orleans RTA," said RTA CEO Alex Z. Wiggins. "This grant award will not only better connect our riders to the places they live, work and play, these new buses will also help us improve service in communities where increased access to transit is most needed, like East New Orleans and the West Bank, while also reducing our carbon footprint with low-emissions vehicles."

"Today, we are one step closer to the RTA Board of Commissioners delivering on our promise to deliver a world-class transporta-

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### LOUISIANA PURCHASES

#### Acadia Parishes

[www.countyoffice.org/la-acadia-parish-purchasing-departments/](http://www.countyoffice.org/la-acadia-parish-purchasing-departments/)  
[www.centralauctionhouse.com/rfpc10369-acadia-parish-libraries.html](http://www.centralauctionhouse.com/rfpc10369-acadia-parish-libraries.html)  
[www.centralauctionhouse.com/rfpc53-acadia-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc53-acadia-parish-police-jury.html)

#### Allen Parishes

[www.centralauctionhouse.com/rfpc10204-allen-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10204-allen-parish-police-jury.html)  
[www.centralauctionhouse.com/rfpc10315-allen-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10315-allen-parish-sheriffs-office.html)

#### Ascension Parishes

[www.apsb.org/page/purchasing](http://www.apsb.org/page/purchasing)  
[www.centralauctionhouse.com/rfpc69-ascension-parish-government.html](http://www.centralauctionhouse.com/rfpc69-ascension-parish-government.html)

#### Assumption Parishes

[www.assumptionla.com/Bids.aspx](http://www.assumptionla.com/Bids.aspx)  
[/www.centralauctionhouse.com/rfpc10233-assumption-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10233-assumption-parish-sheriffs-office.html)

#### Avoyelles Parishes

[www.avoyellespsb.com/apps/pages/index.jsp?uREC\\_ID=343650&type=d&pREC\\_ID=815408](http://www.avoyellespsb.com/apps/pages/index.jsp?uREC_ID=343650&type=d&pREC_ID=815408)  
[www.centralauctionhouse.com/rfpc10215-avoyelles-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10215-avoyelles-parish-police-jury.html)  
[www.centralauctionhouse.com/rfpc76-avoyelles-parish-school-board.html](http://www.centralauctionhouse.com/rfpc76-avoyelles-parish-school-board.html)  
[www.centralauctionhouse.com/rfpc10213-avoyelles-public-charter-school.html](http://www.centralauctionhouse.com/rfpc10213-avoyelles-public-charter-school.html)

#### Beauregard Parishes

[www.centralauctionhouse.com/rfpc10200-beauregard-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10200-beauregard-parish-police-jury.html)  
[www.centralauctionhouse.com/rfpc10411-beauregard-parish-library.html](http://www.centralauctionhouse.com/rfpc10411-beauregard-parish-library.html)  
[www.centralauctionhouse.com/rfpc10201-beauregard-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10201-beauregard-parish-sheriffs-office.html)

#### Bienville Parishes

[www.centralauctionhouse.com/rfpc10081-bienville-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10081-bienville-parish-school-board.html)

#### Calcasieu Parishes

[www.centralauctionhouse.com/rfpc55-calcasieu-parish-school-system.html](http://www.centralauctionhouse.com/rfpc55-calcasieu-parish-school-system.html)

#### Caldwell Parishes

[www.centralauctionhouse.com/rfpc10108-caldwell-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10108-caldwell-parish-school-board.html)

#### Cameron Parishes

[www.centralauctionhouse.com/rfpc10088-cameron-parish-school-system.html](http://www.centralauctionhouse.com/rfpc10088-cameron-parish-school-system.html)

#### Catahoula Parishes

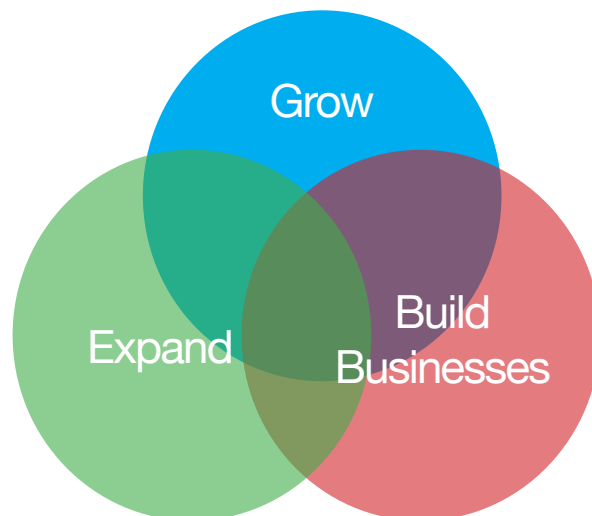
[www.centralauctionhouse.com/rfpc10071-catahoula-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10071-catahoula-parish-school-board.html)

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## Editor's note

Louisiana Business Journal is published by the 35 year old Small Business Exchange, Inc. whose weekly newspaper (Small Business Exchange) is nationally known for its historical advocacy for a level playing field for Asian, Black, Latino women and disadvantaged enterprises (ABLE).

**“Information is currency. With information we can close the wealth gap and economic disparity.”**



## Carmo: Multi-Cultural Cuisine



Hours: Monday - Saturday 9 a.m. - 10 p.m.  
527 Julia Street (Between Camp & Magazine)  
New Orleans, LA 70130

Founded in 2010 by Dana & Christina Honn, Carmo is a New Orleans-based tropical restaurant and bar with a commitment to providing vegans, vegetarians and omnivores alike with healthy and affordable dishes in a warm, friendly and casual atmosphere. The menu is built upon the rich, multi-cultural culinary influences found throughout the Caribbean, Central and

South America, West Africa, Southeast Asia, Gulf South and beyond and features eclectic and traditional/traditionally-inspired dishes with an emphasis on fresh, local ingredients, as well as unique and little-known flavors from around the world.

The menu includes selections such as a Burmese Tea Leaf Salad, pão de queijo, acarajé and daily soups and specials from around the tropics. Carmo's raw seafood menu features the region's freshest fish prepared in a variety of styles, including shima sashimi (raw, flash-cured fish, a style common to Japan's tropical islands), tiradito (a Peruvian version of sashimi, smothered in aji amarillo pepper sauce) and rum-cured, cold-smoked yellowfin tuna. There's also a raw vegan menu which introduces diners to shio-koji style preparation, avocados, organic tofu and other fresh vegetables lightly fermented using a koji (*aspergillus oryzae*) marinade, which almost magically imparts distinct umami characteristics to any food to which it is exposed. The beverage menu is equally as unique, featuring exotic fruit such as juice of the cocoa fruit (cacao), açerola, cupuaçu, graviola (sour sop), caja and caju, which infuse Carmo's juice and cocktail menu with exciting new flavors.

Sustainability is an intrinsic part of Carmo's mission, with certifications by local and national environmental and conservation organizations, including the only three-star rating in the state of Louisiana by the Green Restaurant Association, and the only restaurant in the state to be certified by SeafoodWatch.

Read more about our commitment to serving sustainable seafood  
<https://www.cafecarmo.com/sustainability>

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# Success Delivered

## Oprah wisely says:

*“The more you praise and celebrate your life, the more there is in life to celebrate. We’re such a goal-oriented culture and we get a thrill from achieving our goals – but are all too quickly straight onto the NEXT achievement. It’s so easy to shift from the end of one year and straight into the next – without pausing to celebrate the success we’ve achieved.”*

The **The Louisiana Business Journal (LBJ)** offers you the opportunity to celebrate your achievements in diversity and inclusion – to brag through our **SUCCESS DELIVERED** column.

Contact [sbe@sbeinc.com](mailto:sbe@sbeinc.com) for pricing to reserve space weekly or monthly

## Success Stories

### Pender Industrial



*Pender Industrial is a manufacturer’s representative and industrial equipment distributor based in Monroe, La. Founded by a husband and wife team in 2004, the company has grown to over \$3.6 million in sales.*

When a husband has extensive industrial sales experience and the wife has marketing and business experience, it can be tempting to start their own business when they see the opportunity. That is exactly what happened in 2004 when John and Renee Pender founded Pender Industrial.

Based in Monroe, La., Pender Industrial is a manufacturer’s representative and distributor for instrumentation valves and parts for chemical plants, energy plants and paper mills. Pender services clients in Louisiana, Mississippi, Oklahoma, Tennessee, Texas and Alabama.

When Renee Pender and her husband started thinking about forming a business in 2003, Renee went straight to her alma mater for help. She consulted with the Louisiana Small Business Development Center at the University of Louisiana Monroe to begin working on a brief business plan and feasibility study to determine if starting the business

would be the right move. They had a foot in the industry and the sales skills to go with it but they had to crunch numbers to see if it was right for them.

“They really helped with the numbers. At the time, we didn’t know how much we’d have to borrow and we fine-tuned the business and marketing plan to see if it was even feasible,” said Pender.

They started the business in their home and kept inventory in a small shop but things grew quickly. Within a couple of years they moved into a 4,300-square-foot warehouse and now have seven employees including herself and her husband. Pender said they have always gone back to the center for advice when considering adding more staff. They run a cost/benefit analysis to find out how much the new employee will have to sell to break even and how they need to price salary and commission.

So far things have gone well. Pender had a \$700,000 sale within six months of opening their doors and in 2010, they had \$3.6 million in sales. Pender said they are also exploring the opportunity of branding their own product line of valves.

SOURCE: [www.lsbdc.org](http://www.lsbdc.org)

### LSBDC at ULM puts a nice touch on Parker Collision



*“The LSBDC was extremely helpful and they did a fantastic job helping us get our business up and running,” the Parkers said.*

Brandon Parker grew up in the auto repair industry and knew someday he’d be a leader in the business. He stuck with his raising and what he knew, eventually became a member of the Board of Collision Association and proved to not only be a leader but an expert. He was just missing one thing – his own company.

With several expert certificates under his name and a strong clientele, he and his wife Emily decided it was time to start their own paint and body shop.

The Parker couple went to a local bank and it was there that they were recommended to meet with the Louisiana Small Business Development Center at University of Louisiana at Monroe (LSBDC at ULM).

The Parkers went to the LSBDC at ULM where Center Director Virendra Chhikara helped with their business plan, market research, strategic

organization and other areas of the business that eventually helped launch Parker Collision Center, located at 3331 Sterlington Road in Monroe.

The LSBDC at ULM helped the Parkers utilize about \$238,000 in capital to start the business and create 5 new jobs.

“The LSBDC was extremely helpful and they did a fantastic job helping us get our business up and running,” the Parkers said.

Brandon Parker said his only goal is to fix cars to the best of his ability and to simply look after the customer, and he backs that statement with professional certifications such as; Sherwin Williams Color Adjustment and Blending, I-CAR Platinum High Level of Individual Technical Training, Vale National Automotive Estimating 3000, I-CAR certificate of Advanced training, and Estimating Solutions for Profit.

“He [Brandon] knew what he wanted to do and had the talent, he just didn’t know how to get started,” Chhikara said.

SOURCE: [www.lsbdc.org](http://www.lsbdc.org)



# Testronic Announces Digital Media Project In New Orleans

*Digital firm to launch in New Orleans Exchange Centre; project to result in over 300 new direct, indirect jobs*

Gov. John Bel Edwards and Testronic executive Mike Betti announced the company will launch a new 150-job testing facility for digital games in New Orleans. As one of the leading quality assurance firms in the digital gaming industry, Testronic provides outsourced testing services to a global game-development clientele. Testronic will open its new quality assurance location in the New Orleans Exchange Centre, formerly Chevron Place, located at 935 Gravier Street.

Upon ramping up to full employment at its New Orleans facility in five years, the company will produce an annual payroll of more than \$5 million. Louisiana Economic Development estimates the Testronic project will result in another 169 new indirect jobs, for a total of 319 new jobs in New Orleans and the Southeast Region.

“New Orleans has emerged as a leading hub for new investments in digital media and software development, and this investment from Testronic is the latest in a series of victories for Louisiana’s growing digital media industry,” Gov. Edwards said. “Testronic provides quality assurance services to companies that are at the cutting-edge of digital gaming products, and New Orleans is the ideal setting for their new testing facility. I am proud to have seen this field’s tremendous growth over the past four years as we have ac-

tively engaged in diversifying Louisiana’s economy.”

The selection of New Orleans by Testronic is a digital interactive media and entertainment success for Louisiana, as well as a foreign direct investment win. Founded in 1998, Testronic is headquartered in the U.K., and has U.S. operations in Burbank, California. The company also operates other studios in Poland and Chile.

“We’re thrilled to officially launch our North American Games QA facility in New Orleans, and we want to thank the State of Louisiana, GNO Inc. and the City of New Orleans for their shared commitment and partnership,” said Vice President of Business Development Mike Betti. “The center is integral to Testronic’s strategic growth objectives: delivering industry-leading testing and localization solutions to our clients, and creating new opportunities for current and future employees. New Orleans was an ideal choice due to its strong talent pool and friendly business environment.”

Testing products and games is a key function of Testronic, with a broad team of testers who ensure issues are identified and addressed. Testronic will provide entry-level technology jobs in New Orleans as a gateway to the digital gaming and interactive entertainment industry. Testing employees will gain valuable technology and communications skills for advancing in the industry.

“New Orleans is proving itself to be a major hub for a growing technology industry,” said Mayor LaToya Cantrell. “We are seeing more companies choosing New Orleans as their home to grow their businesses and meeting our people where they are, while recognizing that there is a skilled workforce worth investing in. Alongside the Governor’s Office and our private partners, we are making a real impact in the city and moving the needle for our people around economic mobility.”

To secure Testronic’s investment in New Orleans, the State of Louisiana is providing the company with a competitive incentive package that includes the comprehensive workforce development solutions of LED FastStart®, ranked the No. 1 state workforce training program in the U.S. Testronic also is expected to utilize the state’s Digital Media incentive.

“Testronic’s decision to locate their new testing lab in New Orleans is yet another validation of our decade-long effort to make Greater New Orleans and Louisiana a new hub for technology and innovation,” said President and CEO Michael Hecht of GNO Inc. “Significantly, the Testronic jobs will provide economic opportunities for many across our region to build and grow their careers. The attraction of a global videogame service provider will further support GNO Inc.’s efforts to build out the videogame sector throughout the region, underscoring our mission to provide a thriving economy that allows everyone to participate and prosper.”

“We are encouraged by Testronic’s vote of confidence in New Orleans,” said Quentin L. Messer, Jr., president and CEO of New Orleans Business Alliance. “This project win is not only further validation of the city’s growing recognition as a tech hub but also a win for many friends and neighbors who are hungry for the chance to enter the technology industry professionally. While quite demanding, Testronic’s jobs are accessible for a wide range of skills and will be the first step into tech for countless New Orleanians.”

## About Testronic

Testronic is an international Quality Assurance and Localization company providing award-winning services to the entertainment industries, including games, film and television. Established in 1998, and based in London, Testronic employs nearly 1,000 testers and has grown its operations to facilities in Warsaw, Burbank, and Santiago. A trusted partner for leading video game publishers and digital media companies across the globe, Testronic offers the following services: Functionality QA, Localization QA, Translation, Compatibility, Compliance, Player Support and Live Ops. Quality matters to Testronic: It has for over 20 years. For more information, visit [testroniclabs.com](http://testroniclabs.com).

**SOURCE:** [www.opportunitylouisiana.com/led-news/news-releases/news/2019/11/07/testronic-announces-digital-media-project-in-new-orleans](http://www.opportunitylouisiana.com/led-news/news-releases/news/2019/11/07/testronic-announces-digital-media-project-in-new-orleans)

## City Awarded \$80K by Louisiana Department of Environmental Quality to Install Electric Vehicle Charging Stations

The City of New Orleans announces it has been awarded an \$80,000 grant by the Louisiana Department of Environmental Quality (LDEQ), a portion of the state’s Volkswagen (VW) Settlement funding, to install five City-owned electric vehicle charging stations available for public use. Orleans Parish joins the City of Gretna, Jefferson Parish, St. Bernard Parish, Xavier University and the Regional Planning Commission as grant awardees — in an effort to increase our regional Electric Vehicle (EV) infrastructure allowing residents to have more equitable access to EVs.

This is in line with an announcement the City made this past summer regarding its partnership with Climate Mayors Electric Vehicle purchasing collaborative at the Climate Mayors Summit. The City supports the transportation sector’s move toward clean energy technologies, including the adoption of affordable, plug-in electric vehicles and infrastructure that offer residents significant economic savings, reduces the dependence on foreign fuels, and lowers local greenhouse gas emissions. Of the 1,400 electric vehicles registered in the state of Louisiana this year, more than 600 are registered in the New Orleans metro area alone. By increasing the availability of public EV charging stations, the City aims to make charging more convenient and improve the quality of life for New Orleans residents.

“The City is working with partners to promote electricity as a cleaner and viable transportation fuel option, and to increase consumer awareness of EV possibilities. As we move forward into 2020, we are working to add electric vehicles to our own fleet, which I committed to this past summer at the Climate Mayors Summit. This

will allow the City to begin reaping the benefits of zero emissions and lower fuel costs. We all want a safer city, with affordable energy, renewable technologies, efficient transportation, green jobs and healthy air. Every day we are working to make New Orleans a vibrant, clean, and sustainable city,” said Mayor LaToya Cantrell.

Details regarding the specific project scope and locations are in the initial planning phases. Initial reporting, construction and installation plans will be completed and submitted to the LDEQ by 2022. The City of New Orleans has partnered with multiple city agencies on this effort, including the Mayor’s Office of Transportation, Office of Land Use, Property Management, NORD and the New Orleans Public Library. Upon completion of the project, the City will continue monitoring usage and create utilization reports to be submitted for the next three years.

To find public EV charging stations currently available in New Orleans, visit the U.S. Dept. of Energy’s Alternative Fueling Station Locator.

### About the Volkswagen Settlement:

In 2017, German automaker Volkswagen AG (VW) pled guilty for installing cheat devices in diesel vehicles to show false emissions levels during vehicle testing. As part of the \$2.9 billion settlement, Louisiana will receive \$19.8 million over three years to offset excess air pollution caused by VW’s actions. As the state’s Lead Agency, LDEQ is in charge of allocating funding for projects to reduce emissions from diesel vehicles and to install electric vehicle charging stations.

**SOURCE:** City of New Orleans





# Workforce Development

## Three Biotech Firms To Create 135 Jobs In New Orleans

*AxoSim, Cadex Genomics, Obatala Sciences will expand at UNO, New Orleans BioInnovation Center*

Gov. John Bel Edwards and New Orleans Mayor LaToya Cantrell announced expansions by three biotech firms – AxoSim, Cadex Genomics and Obatala Sciences – that will create 135 new direct jobs at the University of New Orleans and the New Orleans BioInnovation Center, a biotech incubator where all three firms launched local startup operations.

AxoSim's innovative neuroscience drug discovery platforms are based upon technology licensed from Tulane University. The company will expand its existing facilities at the BioInnovation Center, and AxoSim projects adding 75 jobs at an average annual salary of \$60,000, plus benefits. At the Advanced Materials Research Institute on the UNO campus, Cadex Genomics has opened a molecular diagnostic laboratory focused on improving cancer treatment. The company will create 50 new direct jobs with an average annual salary of \$70,000, plus benefits. Obatala Sciences will expand at the same UNO institute and create 10 new jobs with an average annual salary of \$80,000, plus benefits. Obatala produces biotech tools for improving the speed and effectiveness of pharmaceutical development.

"Louisiana continues to elevate its profile and accomplishments in the bioscience sector," Gov. Edwards said. "We recently announced the attraction of a globally renowned bariatric surgery and research program to Pennington Biomedical Research Center in Baton Rouge. Here in New Orleans, AxoSim, Cadex Genomics and Obatala Sciences are expanding the boundary of what's possible in bioscience, so that patients and their physicians can gain faster access to better treatment in the future. We're grateful that these innovative companies see the benefits of expanding in Louisiana."

Collectively, the companies will create 135 new direct jobs over the next five years with a combined \$9.1 million in annual payroll. Louisiana Economic Development estimates the biotech expansions will result in another 143 new indirect jobs, for a total of 278 new jobs in New Orleans and Southeast Louisiana.

"We are continuing to create high-quality jobs and making it possible for emerging high-technology businesses to prosper in New Orleans," Mayor Cantrell said. "These companies will help incentivize local graduates to stay in our city, while also creating advanced job training opportunities for those currently enrolled in programs involving medical technology and clinical laboratory sciences. We are empowering our local workforce and meeting people where they are."

AxoSim's Nerve-On-A-Chip® and Mini-Brain technologies use bioengineered, living human cells in a 3D environment to expedite the testing of new neuroscience drugs. The models reduce reliance on animal testing and produce far more relevant human data, with the aim of allowing important new drugs to reach patients sooner and at a lower cost.

"Our innovative technology upends R&D convention by allowing neuroscientists to test new drugs in human systems early in development," AxoSim CEO Lowry Curley said. "Locating AxoSim in New Orleans also is an unconventional and winning strategy. Our core technology is licensed from Tulane, the region is a rich source of scientific talent, the New Orleans BioInnovation Center provides first-rate facilities, and the New Orleans Business Alliance helps fuel our drive to conquer devastating neurological diseases."

Cadex Genomics seeks to improve cancer-patient outcomes by providing physicians with real-time diagnostic tools to guide late-stage cancer treatment. The company is based in Redwood City, California, and has collaborated with researchers at the New Orleans BioInnovation Center.

"Opening our research lab in New Orleans follows our acquisition of intellectual property earlier this year that was based in part on research at, and in collaboration with, leading academic medical centers in Louisiana," said Cadex Genomics CEO Bill Haack. "We were also impressed by the infrastructure, training and research incentives offered by the New Orleans Business Alliance and Louisiana Economic Development, along with the ability to source the talent needed to meet our technical hiring requirements."

In moving from the New Orleans BioInnovation Center to UNO's Advanced Materials Research Institute, Obatala Sciences will further develop its biotech toolkit designed to promote new therapies in tissue engineering and regenerative medicine. Obatala's use of advanced stem-cell technology can fill a critically unmet knowledge gap of the human biological response and expedite the emergence of new treatments and prevention therapies for obesity, diabetes and regenerative medicine.

"Obatala Sciences is excited to contribute to our budding biotech ecosystem here in New Orleans, and we are dedicated to this cause," company CEO Trivia Frazier said. "We recognize the value of investing in our community and partnering with the local educational institutions to retain the talent necessary to advance our mission. In this manner, New Orleans can establish a blueprint for other cities with a growing population that possesses highly technical expertise within in a traditionally underserved region."



**"We are proud of these local companies and their expansion in Greater New Orleans," said President and CEO Michael Hecht of GNO Inc.**

In conjunction with the biotech growth, LED will enter a \$3 million Cooperative Endeavor Agreement with Tulane University, LSU and the New Orleans BioInnovation Center to provide greater collaboration, bridge funding and a strategic path for the long-term sustainability of the BioInnovation Center. LED will provide \$1.5 million in three annual installments of \$500,000 through the 2022 state fiscal year, while LSU and Tulane each will provide \$750,000 in three annual installments of \$250,000. The BioInnovation Center will act as a hub for biotech activity in Louisiana and foster the further development of applied bioscience research transferred from LSU and Tulane. The BioInnovation Center will assist LED in efforts to attract, retain and expand biotech companies like AxoSim, Cadex Genomics and Obatala Sciences in Louisiana.

"We are thrilled to welcome the growth of these companies in New Orleans," said President and

CEO Quentin Messer of the New Orleans Business Alliance. "Creating expanded opportunities for high-quality jobs in biotechnology is a key objective of the New Orleans Business Alliance, Louisiana Economic Development and the City of New Orleans. Beyond the jobs and investment, these companies are changing lives, which is why economic development matters."

"We are proud of these local companies and their expansion in Greater New Orleans," said President and CEO Michael Hecht of GNO Inc. "As we focus on diversifying our economy, these three companies embody the opportunity the biosciences and technology sectors bring to our market. Ultimately, this is about creating good-paying jobs for our people, and we look forward to supporting the growth of these companies."

SOURCE: [www.opportunitylouisiana.com](http://www.opportunitylouisiana.com)

## Mayor Cantrell congratulates RTA on receiving \$7.2m FTA grant to purchase 19 new buses

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tion system for our riders and those who advocate on the rider's behalf," said RTA Board Chair Flozell Daniels, Jr. "We are committed to continuing this work to expand and im-

prove transit service in a manner that helps to build healthy, prosperous and equitable communities."

This funding for 19 new buses is in addition to the eight buses that were introduced into

RTA service in October 2019 and funded by a 2015 Obama Administration's Transportation Investment Generating Economic Recovery VII (TIGER) grant award. And, another 15 buses, slated to enter service in 2020, which were funded by a Fiscal Year 2018 \$6.4 mil-

lion FTA grant award to acquire 40-foot biodiesel buses.

To learn more about RTA, visit [www.RIAforward.org](http://www.RIAforward.org).

SOURCE: **City of New Orleans**



# Will Robots & Automation Replace Construction Workers?



[ Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com) ]

By: *Kendall Jones,*

“The robots are coming to take our construction jobs!” There’s been a lot of media coverage over the past couple of years about how workers in many industries, construction included, will soon be replaced by robots and artificial intelligence (AI). A recent study by the Midwest Economic Policy Institute (MEPI) estimates that by 2057 robots could replace or displace 2.7 million jobs in construction.

It’s an alarming number, but one that should be taken in the context of how it was determined. The MEPI study used employment numbers from the Bureau of Labor Statistics for a handful of construction trades and then applied a growth rate of 6.5% each decade to get projected employment numbers by 2057. They then applied automation potential estimates derived from a report from McKinsey & Company to determine how jobs in each

trade would be displaced or replaced in the next 40 years.

Some occupations in construction have a higher potential for automation like operating engineers which has an 88% potential for automation. One of the reasons for this is that autonomous heavy equipment already exists, using similar technology for self-driving cars, and is currently in use to perform excavation, grading and sitework. Equipment manufacturers like Komatsu, CAT, Volvo CE and others are investing heavily in research and development to perfect the technology and bring it to market.

Other occupations have a smaller potential for automation like roofers (31%), construction laborers (35%) and sheet metal workers (39%). Part of the reason is that it’s not technically feasible to replicate certain tasks using robots and that much of the physical work done in construction is done in unpredictable and ever-changing environments.

McKinsey estimates that the automation potential for unpredictable physical work in construction is 38% compared to predictable physical work which has a 70% automation potential for construction and extraction workers. They also predict that only 5% of all occupations across all industries have the potential to be completely replaced by robots.

So, are robots coming to steal our construction jobs? For starters, there’s already a labor shortage created by the Great Recession that the construction industry still hasn’t recovered from despite the fact that construction spending is at an all-time high. Older workers are aging out and retiring and the younger generation isn’t exactly flocking in droves to careers in construction to make up current shortfalls in labor demand.

The construction industry, as a whole, is also notoriously slow at adopting new technology, which may impede the advancement of robots making their way to the construc-

tion site. The other thing to keep in mind is that there’s currently a dearth of commercially available construction robots. This robot revolution is still in its infancy so it’s going to take some time before we see robots making a significant impact on the construction industry.

Current robots are good at doing simple, repetitive tasks which is why we are seeing things like bricklaying robots or rebar tying robots. Once set up, these robots can work continuously to complete tasks faster than human workers without needing to take breaks or go home for a good night’s sleep. Robots don’t get tired from lifting bricks, applying mortar and setting them in place or constantly bending over to tie rebar.

In both these examples, humans are still needed to perform some of the work. Both still require workers to set up the robots and get them started. For the bricklaying robot, a mason is needed to oversee the work, ensure bricks are correctly placed and clean up the mortar after they’ve been set. The rebar tying robot still needs humans to correctly place and space the rebar before it gets set in motion.

The more likely scenario is that a small number of jobs and occupations may be completely eliminated or replaced by robot workers. A majority of jobs will remain with humans working in conjunction with robots performing more of the repetitive and laborious tasks, allowing workers to be more productive and efficient by focusing on the highly-skilled tasks of their job.

New job opportunities and occupations will be created as robots make their way to the construction site. Workers will be needed to deploy, operate and oversee the work of robots. Robots will need to be repaired and maintained just like any other machine. This, of course, will require workers to learn new skill-sets and receive additional training for these positions, but it’s nothing we haven’t experienced in the past when technological advancements have threatened to disrupt industries and send workers running to the unemployment line.

As construction projects become increasingly more complex, robots and AI software will make it easier to keep projects on schedule and within budget by improving human efficiency and productivity, which in turn will allow construction companies to take on more work and increase headcount.

**SOURCE:** [www.constructconnect.com/blog/will-robots-automation-replace-construction-workers](http://www.constructconnect.com/blog/will-robots-automation-replace-construction-workers)

## Louisiana Earns Top 10 Spot Among Nation’s Best Business Climates

Continued from page 1

said LED Secretary Don Pierson. “Thanks to the committed support of our elected officials, professional economic developers, and civic and business leaders throughout our state, we are winning major projects and bringing new opportunities to all parts of Louisiana. This ranking is a recognition that we share with all of our partners as we continue to diversify our economy and encourage businesses around the world to invest in Louisiana.”

Recent economic development wins in Louisiana include \$1.5 billion in new investments from Valero and Diamond Green Diesel to expand refinery operations in Norco; Kopter’s helicopter assembly center in Lafayette, which will result in 275 new direct and indirect jobs; the home office expansion of publicly traded home health, personal care and hospice services company LHC Group, which will result in 740 new direct and indirect jobs in Lafayette and Acadiana; a \$46 million modernization investment by House of Raeford Farms, retaining nearly 1,000 direct

jobs and leading to 389 new direct and indirect jobs in Bienville and Lincoln parishes; Exxon-Mobil Baton Rouge’s \$500 million polypropylene expansion, which is the company’s biggest investment in the Capital Region in the past decade; Methanex’s third methanol plant in Louisiana, a \$1.4 billion project that will result in 363 new direct and indirect jobs in Ascension Parish; and SNF’s \$375 million expansion in Iberville Parish, which will bring the company’s total employment to 540 and support 1,400 direct and indirect jobs in Louisiana.

**About Site Selection**

Site Selection magazine, published by Conway Data Inc., delivers expansion-planning information to 48,000 executives of fast-growing firms. For more information about Site Selection, visit [SiteSelection.com](http://SiteSelection.com).

**SOURCE:** <https://www.opportunitylouisiana.com/led-news/news-releases/news/2019/11/06/louisiana-earns-top-10-spot-among-nation-s-best-business-climates>



# Business Toolkit

## 10 Small Business Functions That Can Be Easily Outsourced

[ Article was originally posted on [www.sba.gov](http://www.sba.gov) ]

More than a third of small businesses currently outsource at least some of their operations. And even more plan on exploring this option in 2019.

Outsourcing describes when a business obtains a product or service from an outside provider, rather than handling it in-house. As a small business, outsourcing allows you to get more done and trust important tasks and processes to professionals, without having to actually grow your full-time team in a significant way. It allows you to keep costs under control, increase efficiency and focus on the parts of your business that you actually enjoy and are good at.

This idea can be helpful in a number of different business areas. Here are some of the top areas where you might consider it.

### Accounting

Accounting is one of the most common areas where small businesses choose to outsource. If you're not a financial expert, then it can take a lot of time and skills to learn all the processes and compliance standards your company must meet. However, a skilled accountant can often manage this area for multiple businesses at once. This increases efficiency and saves you money.

### Marketing

When it's time to grow your business, an outside marketing firm can help you do it quickly. They can take the ad design, content creation or social media posting off your plate so you can focus on the internal functions of your business. Additionally, these firms are usually filled with professionals who can help you come up with creative ideas and helpful strategies you may not have otherwise had access to.

### Sales

Similarly, your company might not have the personnel or expertise to make sales calls or set up funnels and processes geared toward closing deals. By outsourcing to sales firms or professionals, you can hand those tasks over to skilled individuals who will bring in more business.

### IT Management

IT is one of the largest outsourcing industries around. In fact, the global market for outsourced IT services reached \$85.6 billion this year. You can outsource to a managed service provider or work with a firm that offers on-demand assistance to handle any tech issues or initiatives you may have.

### Administrative Tasks

Virtual assistants are becoming more and more common, especially for solopreneurs and entrepreneurs who work out of a home

office. There are VAs who can handle everything from inbox management and scheduling to social media posting. This is often one of the least expensive ways to outsource, as there are VAs who charge as little as \$10 an hour. However, you'll likely pay between \$30 and \$75 per hour for skilled VAs or those with a particular specialty.

### Customer Service

For businesses that deal with customers mainly online or over the phone, you can outsource your customer service strategy to an outside call center or chat service. To do this, you first need to have processes in place and make sure you provide clear instructions to the company that will be dealing directly with your customers.

### Manufacturing

Setting up a dedicated manufacturing facility can be quite costly for a small business. That's why so many product sellers choose to outsource this step. You don't necessarily need to offshore this process either. The U.S. still holds about an 18 percent market share in global manufacturing. So, you could potentially find domestic outsourcing partners to keep your operations nearby.

### Shipping and Logistics

Additionally, you can actually have your manufacturing facility or a separate drop shipping

service handle the shipping and handling of your products directly to customers. This is a popular option for ecommerce sellers that want to really focus on the online and marketing aspects of their business.

### Research

Is there something you need to learn about your customers or your industry as a whole? Whether you're thinking about launching a new product or considering expanding into a new market, proper research is key. So, if you don't want to spend days or weeks surveying your target audience or buried under tons of online content, you can outsource this step to a research firm. They should also have access to more resources to bring in especially valuable insights.

### Human Resources

Human resources encompasses any tasks in your business related to hiring, onboarding or managing your team. The most common type of outsourcing in this area is to work with a recruiting service to bring in qualified candidates for a new position. However, there are options for outsourcing training, benefits administration, payroll, and time and attendance issues as well.

**SOURCE:** [www.sba.gov/blog/10-small-business-functions-can-be-easily-outsourced](http://www.sba.gov/blog/10-small-business-functions-can-be-easily-outsourced)

## 5 Reasons Construction Projects Fail

[Article was originally posted on [www.constructconnect.com](http://www.constructconnect.com)]

By: Kendall Jones,

For commercial contractors, both GCs and subs, a successful project is one completed on time and within budget. The client is happy with the finished product and the contractor walks away with a tidy profit. Everybody wins. When a project fails, it's typically due to conflicts and issues that cause cost overruns and delays in the schedule.

If not properly managed, it will eventually lead to going over budget and blowing past the scheduled date for substantial completion. Going over budget eats into the contractor's profit in addition to being hit with liquidated damages for every day past the agreed upon completion date. It can also impact upcoming projects if a contractor's workers and equipment are tied up trying to finish up a failing project.

*"Failure is not an option." - Ed Harris as NASA Flight Director Gene Kranz in Apollo 13*

So what causes construction projects to fail? Any number of factors can lead to project failure, but most of the time it boils down to how well the project manager or project management team performs overseeing the project. Even the

most difficult, issue-laden projects can be successful if properly managed.

Here are five reasons construction projects fail and how to prevent it from happening on your next project:

### Inadequate Planning

Poor planning leads to poor execution. The more time and effort put into planning out the project, the better off you'll be when work gets underway. This starts by carefully reviewing and fully understanding the plans, specifications, scope of work and client expectations. Good planning involves working with the client, architect, subcontractors and suppliers to establish construction schedules and project milestones.

Planning goes beyond just creating a construction schedule. Additional items include conducting a risk assessment and management strategy, developing site-specific safety plans, establishing contingency plans, site logistics and lining up the delivery of materials and equipment. Keep in mind that the plan and schedule are living documents that will have to be updated and adjusted as work on the project progresses.

### Failure to Communicate

Good communication is crucial to delivering a successful construction project. When commu-

nication among stakeholders breaks down or is mishandled, it can lead to delays, accidents, costly rework, and unhappy clients. Keeping everyone up to date on changes to the work or schedule goes a long way in preventing major problems from developing that cause projects to fail.

Develop a communication plan and establish document control procedures. Designate a main point of contact that all communication will flow through. All communication should be documented and shared with the appropriate stakeholders. These include meeting notes, submittals, requests for information, invoices, daily reports, change orders and submittals. All correspondence, whether it's emails, phone calls or in-person conversations should be documented and saved. This goes a long way in settling any disputes or disagreements that might arise throughout the course of the project.

The flow of communication affects the flow of a construction project. Problems and delays occur when people stop communicating or responding to inquiries. Projects run smoother and get completed on time and within budget when everyone is communicating and collaborating effectively.

### Scope Creep & Change Orders

Scope creep is the continuous expansion or changes to the project's initial scope beyond what was initially intended. Factors that lead to scope creep include poorly defined scope, incomplete plans and specifications, poor communication, mismanagement of change orders and clients changing their minds about what they want.

Change orders are similar in that they involve changes to plans outside of the original scope. Change orders differ from scope creep because they can involve both additions and deletions from the original scope. They can also be initiated by the owner, but GCs and subs can also request change orders and they don't always result in additional costs or deadline extension.

Obviously, you shouldn't take on a project with a poorly defined scope or incomplete plans and specs. All construction methods, finishes and materials should be determined long before you sign a contract and begin work.

**Visit link for full article:**

<http://www.louisianabusinessjournal.com/cms.cfm?fuseaction=news.detail&articleID=3244&pageID=104>

# Events and Seminars



## A Visit to Santa's Land by Thibodaux Service League

**Date and Time**  
Sat, December 7, 2019  
8:00 AM – 4:00 PM CST

**Location**  
Warren J Harang Municipal Auditorium  
310 N Canal Blvd, Thibodaux, LA 70301

### Description

A Visit to Santa's Land has become a beloved tradition for children in Thibodaux and the surrounding areas. Join us for a family holiday event featuring Christmas themed crafts, games, and activities for children of all ages. The day is full of Christmas cheer where you can cozy up with a book with Mrs. Claus, create a special ornament, write a letter to Santa, and even take a picture with Santa himself. Snacks are also provided during event. We hope to see you there!

**Register Here:** <https://www.eventbrite.com/e/a-visit-to-santas-land-tickets-74752347283?aff=ebdssbdestsearch>



## FUSION: Workforce Development by The New Orleans Regional Leadership Institute

**Date and Time**  
Fri, December 13, 2019  
8:00 AM – 4:30 PM CST

**Location**  
Pan American Conference Center  
601 Poydras Street, New Orleans, LA 70130

**TICKETS INCLUDE LUNCH AND RECEPTION**

Fusion is a one day conference dedicated to convening national experts and local leaders to discuss a single issue critical to the future of our Region and State. Through benchmarking and brainstorming, attendees will leave with a greater understanding of the challenges before them and opportunities to influence the future of our region.

**Register Here:** <https://tinyurl.com/uorqxnk>



## TruFund Small and Emerging Business Roundtables for Entrepreneurs by TruFund Financial Services

**Location**  
TruFund Financial Services, Inc. in BR  
8550 United Plaza Boulevard, 7th floor Conference room  
Baton Rouge, LA 70809

### Description

The LED (Louisiana Economic Development) SEBD (Small and Emerging Business Development) Roundtables are opportunities for entrepreneurs to gather monthly with their peers and to share their experience running a small business and to hear from subject matter experts offering relevant business insights on topic area selected by the Roundtable Participants themselves.

**Register Here:** <https://tinyurl.com/wr44jlb>



## Copy of CREDIT AND CUPCAKES by Keedra Toler

**Date and Time**  
Sat, December 28, 2019  
2:00 PM – 4:00 PM CST

**Location**  
814 Union Ave, Bogalusa, LA 70427

### Description

Keedra Toler, owner of Credit Construction Underway, LLC proudly presents Credit & Cupcakes! Keedra Toler request your presence on Saturday, December 28, 2019, from 2:00 PM - 4:00 PM at Kingdom of God Church Fellowship Hall for an afternoon spent on discussing all things credit. This event will introduce some important concepts and tips on all things credit related. Registration is free. Limited seats available. Register now!

**Register Here:**  
<https://www.eventbrite.com/e/copy-of-credit-and-cupcakes-tickets-80075669483?aff=ebdssbdestsearch>



## LOUISIANA PURCHASES

## Continued from page 1

**Claiborne Parishes**

[www.centralauctionhouse.com/rfpc10488-claiborne-parish-school-district.html](http://www.centralauctionhouse.com/rfpc10488-claiborne-parish-school-district.html)

**Concordia Parishes**

[www.centralauctionhouse.com/rfpc10524-concordia-parish-hospital-service-district-number-one.html](http://www.centralauctionhouse.com/rfpc10524-concordia-parish-hospital-service-district-number-one.html)

[www.centralauctionhouse.com/rfpc10105-concordia-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10105-concordia-parish-school-board.html)

**East Baton Rouge Parishes**

[www.brla.gov/358/Purchasing](http://www.brla.gov/358/Purchasing)

[www.centralauctionhouse.com/rfpc10230-east-baton-rouge-parish-assessors-office.html](http://www.centralauctionhouse.com/rfpc10230-east-baton-rouge-parish-assessors-office.html)

[www.centralauctionhouse.com/rfpc10306-east-baton-rouge-parish-housing-authority.html](http://www.centralauctionhouse.com/rfpc10306-east-baton-rouge-parish-housing-authority.html)

**East Carroll Parishes**

[www.centralauctionhouse.com/rfpc10137-east-carroll-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10137-east-carroll-parish-school-board.html)

**East Feliciana Parishes**

[www.centralauctionhouse.com/rfpc10214-east-feliciana-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10214-east-feliciana-parish-police-jury.html)

[www.centralauctionhouse.com/rfpc10087-east-feliciana-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10087-east-feliciana-parish-school-board.html)

**Evangeline Parishes**

[www.centralauctionhouse.com/rfpc10271-evangeline-parish-911oep.html](http://www.centralauctionhouse.com/rfpc10271-evangeline-parish-911oep.html)

[www.centralauctionhouse.com/rfpc10277-evangeline-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10277-evangeline-parish-police-jury.html)

[www.centralauctionhouse.com/rfpc10083-evangeline-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10083-evangeline-parish-school-board.html)

**Franklin Parishes**

[www.centralauctionhouse.com/rfpc10274-franklin-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10274-franklin-parish-police-jury.html)

[www.centralauctionhouse.com/rfpc10069-franklin-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10069-franklin-parish-school-board.html)

**Grant Parishes**

<https://www.centralauctionhouse.com/rfpc10085-grant-parish-school-board.html>

**Iberia Parishes**

<https://www.centralauctionhouse.com/rfpc80-city-of-new-iberia.html>

**Iberville Parishes**

[www.centralauctionhouse.com/rfpc10150-iberville-parish-government.html](http://www.centralauctionhouse.com/rfpc10150-iberville-parish-government.html)

[www.centralauctionhouse.com/rfpc10218-iberville-parish-public-library.html](http://www.centralauctionhouse.com/rfpc10218-iberville-parish-public-library.html)

[www.centralauctionhouse.com/rfpc10107-iberville-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10107-iberville-parish-school-board.html)

**Jackson Parishes**

[www.centralauctionhouse.com/rfpc10131-jackson-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10131-jackson-parish-school-board.html)

**Jefferson Parishes**

[www.jeffparish.net/index.aspx?page=668](http://www.jeffparish.net/index.aspx?page=668)

[www.centralauctionhouse.com/rfpc83-jefferson-davis-parish-school-board.html](http://www.centralauctionhouse.com/rfpc83-jefferson-davis-parish-school-board.html)

[www.centralauctionhouse.com/rfpc10253-jefferson-parish-government.html](http://www.centralauctionhouse.com/rfpc10253-jefferson-parish-government.html)

[www.centralauctionhouse.com/rfpc10269-jefferson-parish-human-services-authority.html](http://www.centralauctionhouse.com/rfpc10269-jefferson-parish-human-services-authority.html)

**Jefferson Davis Parishes**

[www.centralauctionhouse.com/rfpc83-jefferson-davis-parish-school-board.html](http://www.centralauctionhouse.com/rfpc83-jefferson-davis-parish-school-board.html)

**Lafayette Parishes**

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[www.centralauctionhouse.com/rfpc88-lafayette-consolidated-government.html](http://www.centralauctionhouse.com/rfpc88-lafayette-consolidated-government.html)

[www.centralauctionhouse.com/rfpc10447-lafayette-economic-development-authority.html](http://www.centralauctionhouse.com/rfpc10447-lafayette-economic-development-authority.html)

[www.centralauctionhouse.com/rfpc10456-lafayette-metropolitan-expressway-commission.html](http://www.centralauctionhouse.com/rfpc10456-lafayette-metropolitan-expressway-commission.html)

[www.centralauctionhouse.com/rfpc10106-lafayette-office-of-homeland-security-and-emergency-preparedness.html](http://www.centralauctionhouse.com/rfpc10106-lafayette-office-of-homeland-security-and-emergency-preparedness.html)

[www.centralauctionhouse.com/rfpc87-lafayette-parish-school-system.html](http://www.centralauctionhouse.com/rfpc87-lafayette-parish-school-system.html)

[www.centralauctionhouse.com/rfpc58-lafayette-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc58-lafayette-parish-sheriffs-office.html)

[www.centralauctionhouse.com/rfpc10229-lafayette-parish-waterworks-district-north.html](http://www.centralauctionhouse.com/rfpc10229-lafayette-parish-waterworks-district-north.html)

[www.centralauctionhouse.com/rfpc10177-lafayette-parish-waterworks-district-south.html](http://www.centralauctionhouse.com/rfpc10177-lafayette-parish-waterworks-district-south.html)

[www.centralauctionhouse.com/rfpc10244-lafayette-public-trust-financing-authority.html](http://www.centralauctionhouse.com/rfpc10244-lafayette-public-trust-financing-authority.html)

[www.centralauctionhouse.com/rfpc86-lafayette-regional-airport.html](http://www.centralauctionhouse.com/rfpc86-lafayette-regional-airport.html)

**Lafourche Parishes**

[www.centralauctionhouse.com/rfpc10159-lafourche-ambulance-district-1.html](http://www.centralauctionhouse.com/rfpc10159-lafourche-ambulance-district-1.html)

[www.centralauctionhouse.com/rfpc10097-lafourche-basin-levee-district.html](http://www.centralauctionhouse.com/rfpc10097-lafourche-basin-levee-district.html)

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[www.centralauctionhouse.com/rfpc10164-lafourche-parish-fire-district-no-3.html](http://www.centralauctionhouse.com/rfpc10164-lafourche-parish-fire-district-no-3.html)

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[www.centralauctionhouse.com/rfpc10296-lafourche-parish-school-district.html](http://www.centralauctionhouse.com/rfpc10296-lafourche-parish-school-district.html)

[www.centralauctionhouse.com/rfpc70-lafourche-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc70-lafourche-parish-sheriffs-office.html)

[www.centralauctionhouse.com/rfpc1-Louisiana.html](http://www.centralauctionhouse.com/rfpc1-Louisiana.html)

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**Livingston Parishes**

[www.centralauctionhouse.com/rfpc10264-livingston-parish-fire-protection-district-1.html](http://www.centralauctionhouse.com/rfpc10264-livingston-parish-fire-protection-district-1.html)

[www.centralauctionhouse.com/rfpc10078-livingston-parish-government.html](http://www.centralauctionhouse.com/rfpc10078-livingston-parish-government.html)

[www.centralauctionhouse.com/rfpc10170-livingston-parish-gravity-drainage-district-no-1.html](http://www.centralauctionhouse.com/rfpc10170-livingston-parish-gravity-drainage-district-no-1.html)

[www.centralauctionhouse.com/rfpc10252-livingston-parish-gravity-drainage-district-no-2.html](http://www.centralauctionhouse.com/rfpc10252-livingston-parish-gravity-drainage-district-no-2.html)

[www.centralauctionhouse.com/rfpc10267-livingston-parish-gravity-drainage-district-no-5.html](http://www.centralauctionhouse.com/rfpc10267-livingston-parish-gravity-drainage-district-no-5.html)

**Madison Parishes**

[www.centralauctionhouse.com/rfpc10139-madison-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10139-madison-parish-school-board.html)

**Morehouse Parishes**

[www.centralauctionhouse.com/rfpc10489-morehouse-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10489-morehouse-parish-police-jury.html)

[www.centralauctionhouse.com/rfpc10075-morehouse-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10075-morehouse-parish-school-board.html)

**Natchitoches Parishes**

[www.centralauctionhouse.com/rfpc10365-natchitoches-parish-port.html](http://www.centralauctionhouse.com/rfpc10365-natchitoches-parish-port.html)

[www.centralauctionhouse.com/rfpc10113-natchitoches-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10113-natchitoches-parish-school-board.html)

**Orleans Parishes**

<https://www.nola.gov/purchasing/>

[www.centralauctionhouse.com/rfpc10289-orleans-levee-district.html](http://www.centralauctionhouse.com/rfpc10289-orleans-levee-district.html)

**Ouachita Parishes**

[www.centralauctionhouse.com/rfpc10515-ouachita-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10515-ouachita-parish-school-board.html)

[www.centralauctionhouse.com/rfpc10144-ouachita-parish-sheriff-office.html](http://www.centralauctionhouse.com/rfpc10144-ouachita-parish-sheriff-office.html)

**Plaquemines Parishes**

[www.centralauctionhouse.com/rfpc10178-plaquemines-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10178-plaquemines-parish-school-board.html)

**Pointe Coupee Parishes**

[www.centralauctionhouse.com/rfpc10123-pointe-coupee-general-hospital.html](http://www.centralauctionhouse.com/rfpc10123-pointe-coupee-general-hospital.html)

[www.centralauctionhouse.com/rfpc10135-pointe-coupee-parish-government.html](http://www.centralauctionhouse.com/rfpc10135-pointe-coupee-parish-government.html)

[www.centralauctionhouse.com/rfpc10145-pointe-coupee-parish-library.html](http://www.centralauctionhouse.com/rfpc10145-pointe-coupee-parish-library.html)

[www.centralauctionhouse.com/rfpc10076-pointe-coupee-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10076-pointe-coupee-parish-school-board.html)

[www.centralauctionhouse.com/rfpc10133-pointe-coupee-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10133-pointe-coupee-parish-sheriffs-office.html)

**Rapides Parishes**

[www.centralauctionhouse.com/rfpc10169-rapides-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10169-rapides-parish-school-board.html)

[www.centralauctionhouse.com/rfpc10202-rapides-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10202-rapides-parish-sheriffs-office.html)

**Richland Parishes**

[www.centralauctionhouse.com/rfpc10291-richland-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10291-richland-parish-police-jury.html)

**Sabine Parishes**

[www.centralauctionhouse.com/rfpc10161-sabine-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10161-sabine-parish-school-board.html)

**St. Bernard Parishes**

[www.centralauctionhouse.com/rfpc10111-st-bernard-dept-of-homeland-security-and-emergency-preparedness.html](http://www.centralauctionhouse.com/rfpc10111-st-bernard-dept-of-homeland-security-and-emergency-preparedness.html)

[www.centralauctionhouse.com/rfpc10124-st-bernard-parish-government.html](http://www.centralauctionhouse.com/rfpc10124-st-bernard-parish-government.html)

[www.centralauctionhouse.com/rfpc61-st-bernard-port-harbor-and-terminal-district.html](http://www.centralauctionhouse.com/rfpc61-st-bernard-port-harbor-and-terminal-district.html)

**St. Charles Parishes**

[www.centralauctionhouse.com/rfpc84-st-charles-parish-government.html](http://www.centralauctionhouse.com/rfpc84-st-charles-parish-government.html)

[www.centralauctionhouse.com/rfpc10103-st-charles-parish-hospital.html](http://www.centralauctionhouse.com/rfpc10103-st-charles-parish-hospital.html)

[www.centralauctionhouse.com/rfpc10234-st-charles-parish-library.html](http://www.centralauctionhouse.com/rfpc10234-st-charles-parish-library.html)

[www.centralauctionhouse.com/rfpc51-st-charles-parish-public-schools.html](http://www.centralauctionhouse.com/rfpc51-st-charles-parish-public-schools.html)

**St. Helena Parishes**

[www.centralauctionhouse.com/rfpc10303-st-helena-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10303-st-helena-parish-police-jury.html)

[www.centralauctionhouse.com/rfpc10183-st-helena-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10183-st-helena-parish-sheriffs-office.html)

**St. James Parishes**

[www.centralauctionhouse.com/rfpc10095-st-james-parish-government.html](http://www.centralauctionhouse.com/rfpc10095-st-james-parish-government.html)

[www.centralauctionhouse.com/rfpc10242-st-james-parish-sheriffs-office.html](http://www.centralauctionhouse.com/rfpc10242-st-james-parish-sheriffs-office.html)

**St. John The Baptist Parishes**

[www.centralauctionhouse.com/rfpc10096-st-john-the-baptist-parish-government.html](http://www.centralauctionhouse.com/rfpc10096-st-john-the-baptist-parish-government.html)

[www.centralauctionhouse.com/rfpc10149-st-john-the-baptist-parish-library.html](http://www.centralauctionhouse.com/rfpc10149-st-john-the-baptist-parish-library.html)

[www.centralauctionhouse.com/rfpc63-st-john-the-baptist-parish-public-schools.html](http://www.centralauctionhouse.com/rfpc63-st-john-the-baptist-parish-public-schools.html)

**St. Landry Parishes**

[www.centralauctionhouse.com/rfpc10432-st-landry-parish-economic-development.html](http://www.centralauctionhouse.com/rfpc10432-st-landry-parish-economic-development.html)

[www.centralauctionhouse.com/rfpc10158-st-landry-parish-government.html](http://www.centralauctionhouse.com/rfpc10158-st-landry-parish-government.html)

**St. Martin Parishes**

[www.centralauctionhouse.com/rfpc10157-st-martin-parish-government.html](http://www.centralauctionhouse.com/rfpc10157-st-martin-parish-government.html)

[www.centralauctionhouse.com/rfpc10262-st-martin-parish-library-board-of-control.html](http://www.centralauctionhouse.com/rfpc10262-st-martin-parish-library-board-of-control.html)

[www.centralauctionhouse.com/rfpc96-st-martin-parish-school-board.html](http://www.centralauctionhouse.com/rfpc96-st-martin-parish-school-board.html)

**St. Mary Parishes**

[www.centralauctionhouse.com/rfpc10188-st-mary-community-action-agency.html](http://www.centralauctionhouse.com/rfpc10188-st-mary-community-action-agency.html)

[www.centralauctionhouse.com/rfpc10265-st-mary-fire-protection-district-no-7.html](http://www.centralauctionhouse.com/rfpc10265-st-mary-fire-protection-district-no-7.html)

**St. Tammany Parishes**

[www.centralauctionhouse.com/rfpc10143-st-tammany-parish-coroners-office.html](http://www.centralauctionhouse.com/rfpc10143-st-tammany-parish-coroners-office.html)

[www.centralauctionhouse.com/rfpc10266-st-tammany-parish-fire-district-1.html](http://www.centralauctionhouse.com/rfpc10266-st-tammany-parish-fire-district-1.html)

[www.centralauctionhouse.com/rfpc10247-st-tammany-parish-fire-district-12.html](http://www.centralauctionhouse.com/rfpc10247-st-tammany-parish-fire-district-12.html)

**Tangipahoa Parishes**

<https://www.centralauctionhouse.com/rfpc10429-tangipahoa-communications-district-1.html>

<https://www.centralauctionhouse.com/rfpc10280-tangipahoa-mosquito-abatement-district.html>

<https://www.centralauctionhouse.com/rfpc81-tangipahoa-parish-government.html>

<https://www.centralauctionhouse.com/rfpc10193-tangipahoa-parish-school-system.html>

**Tensas Parishes**

[www.centralauctionhouse.com/rfpc10141-tensas-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10141-tensas-parish-police-jury.html)

[www.centralauctionhouse.com/rfpc10080-tensas-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10080-tensas-parish-school-board.html)

**Terrebonne Parishes**

[www.centralauctionhouse.com/rfpc65-terrebonne-parish-consolidated-government.html](http://www.centralauctionhouse.com/rfpc65-terrebonne-parish-consolidated-government.html)

**Vermilion Parishes**

[www.centralauctionhouse.com/rfpc10112-vermilion-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10112-vermilion-parish-police-jury.html)

**Vernon Parishes**

[www.centralauctionhouse.com/rfpc10084-vernon-parish-police-jury.html](http://www.centralauctionhouse.com/rfpc10084-vernon-parish-police-jury.html)

**Washington Parishes**

[www.centralauctionhouse.com/rfpc10153-washington-parish-government.html](http://www.centralauctionhouse.com/rfpc10153-washington-parish-government.html)

**Webster Parishes**

[www.centralauctionhouse.com/rfpc10146-webster-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10146-webster-parish-school-board.html)

**West Baton Rouge Parishes**

[www.centralauctionhouse.com/rfpc71-west-baton-rouge-parish-government.html](http://www.centralauctionhouse.com/rfpc71-west-baton-rouge-parish-government.html)

**West Carroll Parishes**

[www.centralauctionhouse.com/rfpc10082-west-carroll-parish-school-board.html](http://www.centralauctionhouse.com/rfpc10082-west-carroll-parish-school-board.html)

**West Feliciana Parishes**

<https://www.centralauctionhouse.com/rfpc10255-west-feliciana-parish-government.html>





**Doreen's Jazz New Orleans**

Doreen's Jazz New Orleans is a group whose primary interest lies in spreading the culture and traditional music of New Orleans all over the world, through performances and education. Doreen Ketchens, the leader of the group, has been called "Queen Clarinet", "The female Louis Armstrong", and "Lady Louie" by critics who have heard her perform. She has performed with Ellis Marsalis, Jon Faddis, Trombone Shorty, Al Hirt, Dorothy Donagan, The Black Crows and Jennifer Warrens, to name a few. She has opened for such names as Macy Grey and Dr. John.

Her husband, Lawrence plays the Tuba, Valve Trombone and Piano with the group. He sometimes plays the Sousaphone and Drums SIMULTANEOUSLY! He also arranges and produces music. Lawrence has also performed with Pete Fountain, Trombone Shorty, Al Hirt, Jon Faddis, Teddy Riley, Danny Barker and countless others. Doreen's Jazz New Orleans has represented New Orleans and the United States around the world, performing in Africa, Asia, Brazil, Canada, Columbia, Europe, Mexico, Russia and the United States. They have performed for four United States presidents, including Bill Clinton, George Bush Sr., Ronald Reagan and Jimmy Carter. The band also boasts 23 volumes of CDs and 3 DVDs.

In addition to being superb performers, Doreen and Lawrence are outstanding educators. They regularly perform in schools around the United States and the world, educating students of all languages, spreading the culture and music of New Orleans before and after Katrina.

Contact Info:

**Doreen's Jazz New Orleans**  
 P.O. Box 1242 Marrero, LA 70073  
 Phone: (504) 908-7119 (504) 908-7114



**A Slice of New Orleans**

If there's a better way to start a weekend, I'm not sure what it is. The video starts with three musicians sitting curbside in old New Orleans. The clarinetist appears to be battling a cough. The tuba player wipes the sweat from his brow while an adorable little girl appears to be scolding her imaginary friend. Just another group of street musicians in the French Quarter, right?

But then the lady aims that clarinet heavenward and, oh my soul, the talent with which she's been blessed. Her name is Doreen Ketchens, and I had the honor of meeting her about a decade ago.

A crowd had gathered around her in front of the Cabildo, next to St. Louis Cathedral. It was an enormous crowd and they were mesmerized as Doreen's clarinet lifted up toward the Cathedral. It seemed she were playing for the Almighty Himself.

She is just as unassuming as you please in conversation, and you'd have no idea that in reality she's a classically trained clarinetist who has performed all over the world. But her heart was backhome in New Orleans. Unfailingly polite and down to earth, you'd have no idea that such an awesome talent stands before you, until she goes to work. Then, the greatness and beauty of that talent is breathtaking. As much as I'm enjoying my little jaunt in California, the bayou country of Louisiana calls me home. But until I can get there, perhaps I can bring a bit of home to you good folks to enjoy.





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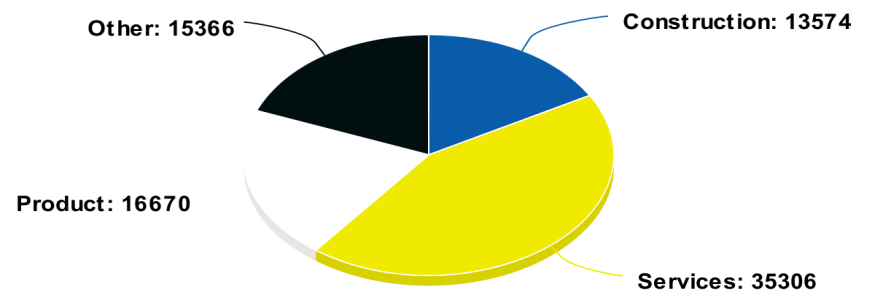
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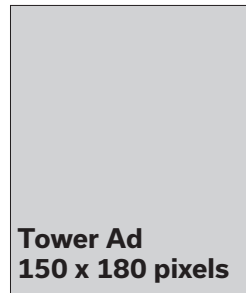
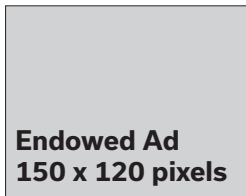
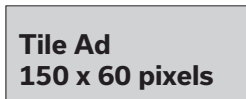
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