



Small & Emerging Business Opportunity Program Overview

Small businesses are the foundation to local economies bringing growth and innovation to the community in which they live and work. That's why the ***New Orleans Ernest N. Morial Convention Center*** is committed to increasing the business opportunities for our community's ***small and emerging businesses*** (SEB).



Introduction

The Ernest N. Morial New Orleans Exhibition Hall Authority is committed to ensuring equity in economic opportunities available at the Convention Center:

- The **Small and Emerging Business Opportunity Program** seeks to promote contractor, subcontractor, vendor and supplier opportunities for **Hudson-certified Small and Emerging Businesses (“SEB”) and Disadvantaged Business Enterprises (“DBE”)** (collectively, "eligible business enterprises" or "EBEs").
- The ENMCC employs two separate, but related programmatic tracts, which together comprise the Small and Emerging Business Opportunity Program:
 - ❖ **SEB Program**
 - ❖ **Set-Aside DBE Program**
- Both program tracts are designed to create effective processes to increase the purchase of goods and services from small, emerging and disadvantaged businesses.



Introduction

The ENMCC is not a DBE or SEB certifying agency. Businesses seeking certification may do so through the following entities.

- ❖ **SEB Designation:** The State of Louisiana Department of Economic Development, SE Hudson Initiative
- ❖ **DBE Designation:** City of New Orleans, State and Local Disadvantaged Business Enterprise Program (SLDBE); The Department of Transportation, Louisiana Unified Certification Program (LAUCP)



Small and Emerging Business Opportunity (SEBO) Program

The SEB/DBE Program is designed to accomplish the following:

- ❖ To promote equitable and increased opportunities for SEBs certified and participating in the State of Louisiana's Hudson Initiative/Small Entrepreneurship Program
- ❖ To encourage, assist and sustain business development of under-represented populations and to maximize the use of State and City-based labor, local professional and construction-related business enterprises.



The Set Aside DBE Program

The Set-Aside DBE Program is state-mandated program designed to set-aside dollars during each fiscal year budget process for the procurement of goods and services and construction contracts*:

- ❖ Not less than **thirty percent (30%) of anticipated local procurement of goods and services** (*within the State of Louisiana*).
- ❖ Not less than **twenty percent (20%) of the construction contracts.**

The Set Aside methodology is based solely on the number of ready, willing and available Disadvantaged Business Enterprises (DBEs) to provide goods and services.

Managing the Set Aside program will require:

Communicating with Internal Stakeholders
Unbundling Scope of Work Components
Encouraging Mentorships & Joint Ventures

Promoting Community Outreach
Verifying Certifications
Reporting results timely

*La. R.S. 33:4710.28 and 38:2233.2



Program Compliance

Good Faith Efforts

All ENMCC vendors and contractors are expected to comply with the requirements of the Program, and to engage in certain minimal “Good Faith Efforts” to meet and maintain the goals set forth in the Program and established by the contract review committee for each contract.

Sanctions

The ENMCC shall have the authority and power to enforce the provisions of the Program in accordance with the rules and procedures promulgated by the Authority.



Program Outreach

The Convention Center's Small and Emerging Business Program staff:

- ❖ Seeks to establish relationships with EBEs through business networking, business fairs, matchmaker sessions, electronic and print communications, and participation in supplier events and trainings nationwide.
- ❖ Endeavors to partner and share projects with a number of small business and community organizations (i.e. New Orleans Regional Black Chambers, Urban League of Louisiana, Hispanic Chamber of Commerce of Louisiana, Good work Network, Vietnamese Initiatives in Economic Training, The Port of New Orleans, Louisiana Economic Development, New Orleans Business Alliance and the CNO - Office of Supplier Diversity).



Available and Upcoming Opportunities

Register and view available opportunities at <https://exhallnola.com>

- ❖ RFQ Architect of Record Services for Stage 2 – Capital Improvement Plan Renovations
 - ❖ Procurement of Genie Scissor Lift
 - ❖ Procurement of Coffee Kiosk
 - ❖ Procurement of Pizza Kiosk
 - ❖ A & E for Lot C Development
 - ❖ Convenience Store Build-Out
 - ❖ Procurement of Banquet Tables
- ❖ Procurement of Walk In Cooler – Pantry 20
 - ❖ Procurement of AVTEC Hood
 - ❖ Furnish and Install Escalator Handrails



Program Database & Participation Metrics

Database Metrics	2020	2021
New Certified Vendors	78	242

SEBO Participation Metrics	Overall Payments	SEBO Payments	SEBO %	SEBO Purchase Order Payments	Overall Contract Value	SEBO Contract Award	SEBO Contract %
2020	\$39,337,742	\$5,462,888	14%	\$1,618,519	\$42,531,640	\$14,467,092	34%
2021	\$48,496,582	\$11,760,274	24%	\$1,275,207	\$27,734,732	\$15,530,312	56%

*SEBO represents both programs – SEB and DBE Set-Aside



Contact the SEB Program



Introducing the SEBconnect Mobile App!

Bringing small and emerging businesses one click closer to opportunity.

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Rocsean Spencer, CCA
Small Business Program Director
rspencer@mccno.com
(504) 582-3163

Angela McClue
Small Business Program Analyst
abelonga@mccno.com
(504) 582-3187

Website:
<https://exhallnola.com>

