

HUDSON AND VETERAN INITIATIVES

Office of State Procurement
Louisiana Economic Development



State of Louisiana
Office of State Procurement

Hudson and Veteran Initiatives (Small Entrepreneurship) Program Objectives

- Overview of Hudson and Veteran Initiatives (SE) Programs
- Review the Hudson and Veteran Initiatives (SE) guidelines
- How to register for the Hudson and Veteran Initiatives (SE)
- Advantages of registering
- Contracting Opportunities
- Contact for additional information

The Hudson and Veteran Initiatives Improve Access to State Contracting Opportunities

HUDSON INITIATIVE

- Offers Louisiana-based small businesses more access to contracting and procurement of goods and services with State agencies
- Race and gender neutral
- Goals program encouraging State agencies and contractors to use certified Small Entrepreneurships under the Hudson Initiative



VETERAN INITIATIVE

- Offers Louisiana's Veteran-Owned and Service-Connected Disabled Veteran-Owned small businesses more access to contracting and procurement of goods and services with State agencies
- Race and gender neutral
- Goals program encouraging State agencies and contractors to use certified Small Entrepreneurships under the Veteran Initiative



The Hudson and Veteran Initiatives Improve Access to State Contracting Opportunities



BENEFITS

- 10% of the total evaluation points can be added to a certified Small Entrepreneurship's bid on a Request for Proposal (RFP)
 - For the Veteran Initiative, 12% extra points can be added to your bid on a RFP
- Prime contractors who use certified Small Entrepreneurships as a subcontractor on a bid for an RFP are also eligible to receive additional percentage points on their bid
- Business and contact information will be accessible to State purchasing officials and prime contractors looking for subcontractors
- State agencies are encouraged to get quotes from and use qualified, certified companies whenever possible
- For small purchases of less than \$15,000, State agencies can waive the requirement of getting additional quotes if a certified company submits a quote that is reasonable

The Hudson and Veteran Initiatives Improve Access to State Contracting Opportunities



ELIGIBILITY FOR HUDSON AND VETERAN CERTIFICATIONS*

- **Principal Place of Business** – In Louisiana
- **Employees** – Fewer than 50 full-time employees
- **Average Annual Gross Receipts** – Average annual gross receipts do not exceed \$5 million for non-construction and \$10 million for construction companies
 - For non-construction businesses, the Veteran Initiative requires that average annual gross receipts must not exceed \$6 million
- **Independently Owned and Operated** – Business is independently owned and operated
- **Not Dominant** – Business is not dominant in its professional field
- **Louisiana Residency** – Owned by persons domiciled in Louisiana
- **Citizenship** – Owned by and has officers who are U.S. citizens or legal residents

ADDITIONAL ELIGIBILITY FOR VETERAN CERTIFICATION

- **Veteran Ownership** – At least 51% of the business must be owned by a veteran/or a Service-Connected Disabled Veteran

LED Hudson and Veteran Initiatives (SE) Certification

- Certification is available online at www.ledsmallbiz.com
- Contact LED at 225-342-3000 if you have specific questions about certification
- Once the vendor has completed the registration process and obtained the Hudson and Veteran Initiatives (SE) Certification, they can be identified through the search criteria, which is located at www.ledsmallbiz.com/Search

[Register](#)[User Login](#)[Search Certified Businesses](#)[Search Certification History](#)

Download Certified Businesses by Program

- [Download Hudson Initiative – Small Entrepreneurship](#)
- [Download Veteran Initiative – Veteran Owned Small Entrepreneurship](#)
- [Download Veteran Initiative – Service Connected Disabled Veteran Owned Small Entrepreneurship](#)

Search Certified Businesses

Exporting search results to excel provides additional business contact information

Products & Services or Commodity Code: ⓘ

Parish:

Business Name:

Owner First Name:

Certification #:

Owner Last Name:

Program:


[Register](#)[User Login](#)[Search Certified Businesses](#)[Search Certification History](#)

Search Certification History

Business Name:

Certification #:

Program:

The site is compatible with the most recent versions of the following browsers: Internet Explorer, Mozilla Firefox, and Google Chrome.
If you are using an outdated version of these browsers and experience a problem, please update your browser and try again.

Hudson and Veteran Initiatives (SE) Certification in LaPac

- Once the vendor has completed the registration process and obtained the Hudson and Veteran Certification, they can be identified through the search criteria in LAPAC
- Agencies and Procurement personnel can identify HVI certified vendors through the search criteria in the LaPac network database:
<https://wwwcfprd.doa.louisiana.gov/OSP/LaPAC/vendor/srchven2.cfm>
- SEBD certifications interface from LED to LAPAC twice a week on Mondays and Fridays

HVI Contracting Opportunities

Small Purchase Executive Order

- Governs purchases under \$25,000 and other applicable procurements which are exempt from the competitive sealed bidding requirement.
Note: Does not include public works contracts greater than \$5,000; and items covered by existing contracts
- No quotes required for purchases less than \$5,000 per single transaction
- Requirement for quotations for purchases exceeding \$5,000 but not exceeding \$15,000 may be waived when making purchases from an LED certified small entrepreneurship (Hudson or Veteran Initiative vendor or a Small and Emerging Business)
- At least two small entrepreneurships are to be solicited in quotations for purchases exceeding \$15,000 but not exceeding \$25,000

State of Louisiana



EXECUTIVE DEPARTMENT EXECUTIVE ORDER NUMBER JBE 2017 – 18

SMALL PURCHASE PROCEDURES

- WHEREAS,** the Louisiana Procurement Code, in La. R.S. 39:1596, authorizes the governor to establish procedures for the procurement of small purchases with the caveat that “procurement requirements shall not be artificially divided so as to constitute a small purchase under this Section;”
- WHEREAS,** the Louisiana Procurement Code exempts small purchases from the competitive sealed bidding requirements of the code;
- WHEREAS,** Louisiana businesses are a driving force in the Louisiana economy;
- WHEREAS,** Executive Order No. JBE 16-39, signed July 25, 2016, established the procedure for the procurement of small purchases in accordance with the statutory guidelines of the Louisiana Procurement Code; and
- WHEREAS,** it is necessary to update the guidelines established in Executive Order No. JBE 16-39 through the issuance of a replacement Executive Order.

NOW THEREFORE, I, JOHN BEL EDWARDS, Governor of the State of Louisiana, by virtue of the authority vested by the Constitution and laws of the State of Louisiana, do hereby order and direct as follows:

SECTION 1: All departments, institutions, boards, commissions, budget units, and agencies of the executive branch of state government, and the officers and employees thereof, (hereafter “agency”) shall observe, be guided by, and implement the specific directives on small purchase procedures set forth in this Order. This Order in no way affects or changes the purchasing authority delegated to an agency by the chief procurement officer as defined in La. R.S. 39:1556(6). No provision of this Order shall be construed as a limitation on the number of quotations to be solicited prior to making a purchase or procurement. Louisiana businesses, especially small and emerging businesses, small entrepreneurs, and veterans or service-connected disabled veteran-owned small entrepreneurs should be utilized to the greatest extent possible when soliciting prices.

SECTION 2: Unless the context clearly indicates otherwise, the words and terms used in this Order shall be defined as follows:

- A. “Small purchases” means (1) any procurement of supplies or operating services not exceeding twenty-five thousand dollars (\$25,000), or (2) any procurement of those items listed in Section 5 of this Order, which are exempt from the competitive sealed bidding requirements of the Louisiana Procurement Code, as provided in that Section.
- B. “Certified small and emerging business” means a business certified as a small and emerging business by the Division of Small and Emerging Business Development, Department of Economic Development, in accordance with the Provisions of the Small and Emerging Business Development Program, La. R.S. 51:941 *et seq.*,

State of Louisiana



EXECUTIVE DEPARTMENT EXECUTIVE ORDER NUMBER JBE 2016 – 37

THE HUDSON INITIATIVE

- WHEREAS,** pursuant to La. R.S. 39:2001 *et seq.*, the Louisiana Initiative for Small Entrepreneurships (hereafter “the Hudson Initiative”) was established to facilitate the growth and stability of Louisiana’s economy by fostering utilization by state interests of the business offerings available for state procurement and public contracts from Louisiana’s small entrepreneurship;
- WHEREAS,** an inclusive economic development initiative for state agencies aimed at developing and enhancing opportunities for small and emerging businesses will successfully promote the state goal of wealth creation and poverty reduction;
- WHEREAS,** Louisiana Revised Statute 39:2005 outlines specific methods of source selection which may be utilized by an agency in contracting with small entrepreneurship and La. R.S. 39:2008 requires every state agency to participate in the Hudson Initiative; and
- WHEREAS,** the interest of the citizens of the State of Louisiana are served by the expansion of business development programs that encourage the continued growth of small and emerging businesses.

NOW THEREFORE, I, JOHN BEL EDWARDS, Governor of the State of Louisiana, by virtue of the authority vested by the Constitution and laws of the State of Louisiana, do hereby order and direct as follows:

- SECTION 1:** All departments, commissions, boards, offices, entities, agencies, and offices of the State of Louisiana, or any political subdivision thereof, shall include small and emerging businesses in the business offerings available for state procurement and public contracts.
- SECTION 2:** All departments, commissions, boards, offices, entities, agencies, and officers of the State of Louisiana, or any political subdivision thereof, are authorized and directed to cooperate with implementing the provisions of this Order.
- SECTION 3:** This Order is effective upon signature and shall continue in effect until amended, modified, terminated, or rescinded by the Governor, or terminated by operation of law.



ATTEST BY
THE GOVERNOR


SECRETARY OF STATE

IN WITNESS WHEREOF, I have set my hand officially and caused to be affixed the Great Seal of Louisiana, at the Capitol, in the City of Baton Rouge, on this 22nd day of July, 2016.


GOVERNOR OF LOUISIANA

Vendor LaGov Registration

- Register in the LaGov Supplier Portal
<http://www.doa.la.gov/pages/osp/vendorcenter/vendorregn.aspx>
- To determine if businesses are enrolled search this link:
https://lagoverpvendor.doa.louisiana.gov/irj/portal/anonymous?guest_user=s elf_reg
- Businesses will select Product Category (UNSPSC) Codes instead of Commodity Codes; businesses may enroll in multiple UNSPSC Codes
- Register in LaGov to receive email notifications of bid opportunities posted to LaPAC.
- Monitor the LaPac system for Bid Opportunities
- Meet with state agencies

LaGOV Vendor Search

This page allows you to search for LaGOV vendors by one or more selection criteria. To search for a vendor, enter your search criteria in the form below and click the SEARCH button. If any criteria do not apply simply leave that item blank. The percent sign (%) can be used as a wildcard to substitute for one or more characters in the fields below.

Vendor Number:

Company Name:
(type in just the first 3 or 4 letters to expand your results; the percent sign (%) can be used as a wildcard)

Contact Last Name:
(type in just the first 3 or 4 letters to expand your results; the percent sign (%) can be used as a wildcard)

E-Mail Address:
(type in just the first 3 or 4 letters to expand your results; the percent sign (%) can be used as a wildcard)

City:

Parish:

State:

Commodities: UNSPSC Description
(type in just the first 3 or 4 letters to expand your results; the percent sign (%) can be used as a wildcard)

Commodities: UNSPSC

SEBD, SmallE, VSE, DVSE:

SEBD:

SmallE:

VSE:

DVSE:

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City:

Parish:

State:

Commodities: UNSPSC Description (type in just the first 3 or 4 letters to expand your results; the percent sign (%) can be used as a wildcard)

Commodities: UNSPSC

SEBD, SmallE, VSE, DVSE:

SEBD:

SmallE:

VSE:

DVSE:

LaGOV Vendor Search Results

[Search Again](#)

[LaPAC Help!](#)

[Previous](#)

[Next](#)

Page 1 of 2

Total of 38 Records Found

Company Name	Address	Parish	Contact Info	SEBD	SmallE	VSE	DVSE	Vendor
5683 THEOS ENTERPRISES, SDVOSE,LLC	P.O. BOX 158 CARENCRO, LA 70520		Contact: Datrice, Cory Phone: (225) 726-4262 ext: Fax: Email: cdatrice@yahoo.com	Y	N	N	N	V310043485
ACCENT LAWN CARE SERVICES, LLC	421 OZONE PARK DR COVINGTON, LA 70434	ST. TAMMANY	Contact: Unavailable, Information Phone: 000-000-0000 ext: Fax: Email:	Y	N	N	N	V310032837
BAVAR INDUSTRIAL SERVICES	321 PORTIE DR HACKBERRY, LA 70645	CAMERON	Contact: BAVAR, MATTHEW Phone: 337-302-0873 ext: Fax: Email: BAVAR.INDUSTRIAL@GMAIL.COM	Y	Y	Y	Y	V310124893
BLACK STAR INTERNATIONAL, INC.	203 VINEMONT DRIVE LAFAYETTE, LA 70501	LAFAYETTE	Contact: LEWIS, JR., HAROLD Phone: (337) 991-4274 ext: Fax: (337) 274-7812 Email: LEWISBSI@COX.NET	Y	Y	Y	Y	V310118249
BLUE SKY AG LLC	2708 HUNTINGTON STREET MONROE, LA 71201		Contact: MADISON, JAY Phone: 318-557-5311 ext: Fax: 318-361-0965 Email: JAY.MADISON@HOTMAIL.COM	Y	N	N	N	V310061037

Roles and Responsibilities

LED ROLE

- Provide certification and recertification process for Hudson and Veteran Initiatives (HVI)
- Maintain database of current certified businesses and contact information that is accessible in real time to state procurement officials and prime contractors looking for subcontractors
- Coordinate marketing and outreach efforts to promote the benefits of the Hudson and Veteran initiatives, encouraging registration with the Office of State Procurement (OSP)
- Advocate for continued improvement and utilization of Hudson and Veteran certified companies (SE-VSE)
- Coordinate and collaborate with OSP to continue improvement of the Hudson and Veteran Initiatives

Roles and Responsibilities

OSP ROLE

- Defined by La. R.S. 39:2007 *et seq.*, La. R.S. 39:2177 *et seq.*
- Provide training to state agencies on use of HVI vendors
- Assist the Commissioner of Administration in goal-setting
- Report annually on HVI participation
- Monitor the evaluation of the RFP process
- Receive/acknowledge/address subcontractor inquiries
- Coordinate efforts with LED

Roles and Responsibilities

AGENCY'S ROLE

- Identify needs between \$5K - \$15K that can be procured directly from HVI vendors
- Add 10% of the total evaluation points to a certified Small Entrepreneurship's bid on a Request for Proposal (RFP)
- Prime contractors who use certified Small Entrepreneurships as a subcontractor on a bid for an RFP are also eligible to receive additional percentage points
- Provide pathway for HVI Vendors to market their goods and services
- Provide feedback based on performance
- Verify that prime contractors are making payments to certified HVI subcontractors (HDVI Expenditures Reporting Form Tracker)

<http://www.doa.la.gov/pages/osp/se/index.aspx>

HDVI Expenditure Reporting Forms

<p>Instructions: Non-ISIS agencies or agencies manually tracking are requested to review and report expenditures for FY XX with LED certified Hudson, Veteran-Owned, and Veteran-Owned Service Connected Disabled Small Entrepreneurs. The reporting period is from July 1, 20XX through June 30, 20XX. This information will be compiled and reported to the Commissioner of Administration and the Legislature. Please complete and return to OSP.Reports@LA.GOV by Monday, October 31, 20XX. Links to the certified vendor lists are below:</p>			
Hudson	https://wwwcfprd.doa.louisiana.gov/OSP/LAPAC/CFReports/OSPVendorsHI2.cfr		
Veteran	https://wwwcfprd.doa.louisiana.gov/osp/lapac/cfreports/ospvendorsvse2.cfr		
Disabled Veteran	https://wwwcfprd.doa.louisiana.gov/osp/lapac/cfreports/ospvendorsdvse2.cfr		
EXPENDITURES WITH CERTIFIED SMALL ENTREPRENEURSHIPS (HUDSON AND VETERAN INITIATIVE)			
AGENCY NAME:			
CONTACT:			
TELEPHONE:			
VENDOR NAME	HUDSON (SE)	VETERAN-OWNED (VSE)	VETERAN SERVICE CONNECTED DISABLED (DVSE)
TOTAL EXPENDITURES	0.00	0.00	0.00

Contact Information

Hudson and Veteran Initiatives (SE) Certification

- Certification is available online at www.ledsmallbiz.com
- Contact **LED** at **225-342-3000** if you have specific questions about certification

Contact Information

Office of State Procurement

Telephone: (225) 342-8010

Office of State Procurement – Help Desk

Purchasing: DOA-OSPhelpdesk@la.gov

Professional Contracts: DOA-PChelpdesk@la.gov

Vendor Inquiries: Vendr_inq@la.gov