

***STATE OF LOUISIANA
LEGISLATIVE AUDITOR***

**Louisiana
Minority and Women's Business
Enterprise Program**

June 1995



Performance Audit

***Daniel G. Kyle, Ph.D., CPA, CFE
Legislative Auditor***

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Louisiana Minority and Women's Business Enterprise Program

June 1995



**Performance Audit Division
Office of Legislative Auditor
State of Louisiana**

**Daniel G. Kyle, Ph.D., CPA, CFE
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June 19, 1995

Honorable Samuel B. Nunez, Jr.,
President of the Senate
Honorable John A. Alario, Jr.,
Speaker of the House of Representatives
and
Members of the Legislative Audit Advisory Council

Dear Legislators:

This is our performance audit of the Louisiana Minority and Women's Business Enterprise Program. The audit was conducted under the provisions of Title 24 of the Louisiana Revised Statutes of 1950, as amended. All performance audits in Louisiana are conducted in accordance with generally accepted government auditing standards.

The report presents our findings, conclusions, and recommendations as well as the responses of the Department of Economic Development and the Department of Transportation and Development. We have also identified and reported two matters for legislative consideration.

Sincerely,

A handwritten signature in cursive script that reads "Daniel G. Kyle".

Daniel G. Kyle, CPA, CFE
Legislative Auditor

DGK/jl

(LEGLTR)



Office of Legislative Auditor

Executive Summary

Performance Audit

Department of Economic Development Minority and Women's Business Enterprise Program

The Department of Economic Development, Division of Minority and Women's Business Enterprise (DMWBE) is responsible for administering the state set-aside program in Louisiana. Our performance audit of the Minority and Women's Business Enterprise Program found that:

- Approximately one percent of the estimated 71,000 minority and women's businesses domiciled in Louisiana were certified for the state set-aside program during fiscal year 1994. The ethnic groups that comprise the greater number of certified businesses are African Americans (47.9 percent) and non-minority women (40.8 percent).
- Three hundred and thirty-eight respondents to a survey sent to all 796 certified businesses indicated that only 36 percent were contacted for business opportunities and 91 percent said they would seek recertification. Twenty-four percent reported doing business with the state.
- In fiscal year 1994, 212 of the 796 certified businesses received \$41,287,001 from contracts with the state. However, the DMWBE needs to improve management controls over the program because officials counted \$9.1 million in expenditures with 315 uncertified businesses towards agencies' annual goals.
- The two revised statutes that govern procurement for this program, Louisiana Revised Statutes (LSA-R.S.) 39:1960(A)(2) and 39:1962(A) and (C), contain cost control measures, but no studies have been conducted by the state to determine the cost implications of contracting with minority and women-owned businesses.
- On April 24, 1995, the Nineteenth Judicial District Court held LSA-R.S. 39:1951 to 39:1993 to be unconstitutional. The suit will be appealed.

Audit Objectives

This audit of the Minority and Women's Business Enterprise (MWBE) Program was conducted by the Legislative Auditor's Performance Audit Division. The audit objectives were to:

- ♦ Determine the number of certified minority and women's businesses during fiscal year 1994.
- ♦ Determine the amount of funds each of these businesses received from business with the state during fiscal year 1994.
- ♦ Determine if the minority and women's procurement program costs the state more.
- ♦ Determine any weaknesses in state laws governing this program.

Program Background

The intent of this program is to provide maximum opportunity to minority and women-owned businesses to participate in public works and the provision of goods and services to state agencies and educational institutions. The administration of the program is vested in the Department of Economic Development, Division of Minority and Women's Business Enterprise (DMWBE). Chapter 19 of Title 39 of LSA-R.S. 39:1951 to 1993 ("Louisiana Minority and Women's Business Enterprise Act") governs this program. On April 24, 1995, the Nineteenth Judicial District Court declared race-based set-asides unconstitutional. Officials of the Division of Administration have said that the state will continue to administer the program while the judgment is appealed.

The Department of Transportation and Development (DOTD), Office of Compliance Programs, administers federal and state funded highway set-aside programs. The federally funded program allows MWBEs to apply for certification in other states if they have first received certification in their home state. However, state regulations do not allow out-of-state MWBEs to participate in the state funded highway set-aside program.

The DMWBE will accept those MWBEs that DOTD certifies for the state highway set-aside program under Title 48. Both DMWBE and DOTD will accept certification of such businesses by the Federal Small Business Administration.

Number of Certified Businesses

A total of 796 minority and women-owned firms were certified for the program during fiscal year 1994 by either the DMWBE or the DOTD, Office of Compliance Programs. The Baton Rouge and New Orleans areas, with 213 and 212 firms respectively, have the largest concentration of minority and women's businesses certified for the program. The remaining areas of the state have the following number of businesses certified during fiscal year 1994: Lafayette - 93, Shreveport - 73, Monroe - 52, Houma - 48, Alexandria - 42, and Lake Charles - 42. In addition, DOTD certified 21 out-of-state minority and women's businesses for the federally funded highway set-aside program. While they are included in the total number of certified MWBEs reported, they are not allowed to participate in the state sponsored set-aside programs.

African American and non-minority women-owned businesses comprised 47.9 percent and 40.8 percent, respectively, of the 796 businesses certified for the program in fiscal year 1994. The remaining 11.3 percent of certified firms are owned by persons of Hispanic, Asian/Pacific Islander, or Native American descent.

Survey Results

A survey was sent to all 796 businesses certified for the program during fiscal year 1994 to gauge their satisfaction with the program. A total of 338 responses were received. Analysis of those responses revealed that 36 percent of respondents believed that being listed in the DMWBE directory resulted in their receiving business inquiries from Louisiana businesses, parish governments, as well as state agencies. Ninety-one percent indicated they would seek recertification. Certification may also provide minority and women's businesses with private sector contracts. Only 24 percent said they had done business with the state. Asked if they knew of any businesses that should not be certified, only 12 responded that they did. However,

only 10 of those indicated they had contacted an agency to report their concerns.

Amounts Paid to Certified Businesses

In fiscal year 1994, state agencies and educational institutions purchased goods and services totaling \$41.3 million from 212 certified minority and women-owned businesses. Of that amount, \$18.3 million was paid to 123 minority businesses, while \$23 million was paid to 89 women-owned businesses.

Two areas of the state benefited most when total program expenditures were analyzed. These two areas were the Shreveport region, with 27 businesses receiving \$16.8 million, and the Baton Rouge region, with 71 businesses receiving \$8.9 million. The order of benefit for other regions of the state were New Orleans, Alexandria, Lafayette, out-of-state businesses (federally funded highway projects only), Monroe, Houma, and Lake Charles. Out of total program expenditures, the ethnic classifications paid the most were non-minority women-owned businesses (\$22,378,453) and African American owned businesses (\$14,633,791).

When DOTD procurement is excluded, a sum of \$32.2 million or 78 percent of program expenditures, the remaining state agencies and educational institutions expended a total of \$9.1 million. When these expenditures were analyzed, the Baton Rouge and Lafayette regions ranked first and second. The remainder of the regions and their order of benefit were New Orleans, Alexandria, Monroe, Shreveport, Houma, and Lake Charles. In addition, 43 percent of the expenditures were paid to businesses that were owned by non-minority women and 43 percent of the expenditures were paid to businesses that were owned by African Americans.

Set-Aside Goals Not the Same As Minority Preferences

Two similar set-aside programs are authorized in the Revised Statutes. The Louisiana Procurement Code in LSA-R.S. 39:1733 provides for the Small Business Set-Aside Program. The Minority and Women's Business Enterprise Act in LSA-R.S. 39:1960(A)(1) permits state contracts to be awarded to minority and women's businesses in accordance with the state procurement code. These statutes set various goals for set-aside awards to businesses owned and operated by socially or

economically disadvantaged persons and minorities. The provisions of state law and administrative procedures have the potential of increasing the cost of minority set-aside contracts by as much as 15 percent.

Minority preferences are distinguished from set-asides. LSA-R.S. 39:1962 (A) and (C) allow a minority business enterprise who is not the low bidder to be awarded the contract if (1) the enterprise's bid is within five percent of the lowest responsive and responsible bid; (2) the enterprise is the prime contractor; and (3) the enterprise agrees to match the low bid without having to adjust its bid by more than five percent.

Statutory Constraints on Preference Contracts

We conducted interviews with officials of the Office of State Purchasing, the Department of Transportation and Development and the Division of Minority and Women's Business Enterprise. These state agencies have never determined if there were additional costs due to set-asides or purchasing materials, goods, and services from MWBEs.

The revised statutes that govern the preference contracts provide cost containment measures. LSA-R.S. 39:1960(A)(2) provides that selection of a business is contingent upon the enterprise's bid being within the lower of 10 percent or \$10,000 of the lowest bid. The enterprise must also agree to lower its bid to the price submitted by the lowest responsive and responsible bidder. Similar provisions exist for awarding contracts to minority business enterprises for capital outlay projects in excess of \$200,000. The provisions of law directing this program are confusing. They can be interpreted to mean that all contracts should be let by competitive bid among all potential vendors.

The Louisiana Administrative Code specifies that a contract may be bid as a set-aside when there are three or more certified minority vendors in a specific category expected to submit bids. In the event there are not three or more certified minority vendors, the contract may still be designated as a set-aside for exclusive participation of certified minority businesses. The Administrative Code allows the rejection of all bids if officials determine that such action is in the state's best interest. The reason for rejecting any bid must be documented in writing.

Management Controls Need Improvement

Deficiencies noted in the management controls within the DMWBE affect the accuracy of its annual report, the Interim Compliance Report, submitted to the legislature. Forty-seven state agencies and educational institutions reported \$9.1 million of unallowable expenditures towards their annual goals with 315 uncertified businesses. The Office of State Purchasing is not being notified in a timely manner about businesses that lose their certification. Mathematical errors in the quarterly expenditure reports submitted by state agencies are not being detected and corrected. State agencies and educational institutions are not submitting quarterly expenditure reports as required.

Statutory Changes Are Recommended

A review of the certification processes used by the DMWBE and DOTD, Office of Compliance Programs, showed that DOTD's process is sufficient, while the DMWBE needs to include one additional procedure. That procedure is to perform an on-site review when a business initially applies for certification in the program. Performing on-site reviews will help reduce the risk of certifying businesses that are not both controlled and operated by minorities or women.

The effectiveness of the DMWBE staff could be improved by lengthening the certification period from one year to a multi-year period. Two employees process the certification and recertification of all MWBEs certified by the Department of Economic Development. Lengthening the certification period would allow them more time to conduct on-site visits. It would also allow the staff to conduct checks of those non-certified businesses that complete affidavits claiming they meet the certification requirements. The DMWBE could then contact them and explain the process of becoming a certified business.

Matters for Legislative Consideration

In light of the recent ruling of the Nineteenth Judicial District Court holding the Minority and Women's Business Enterprise Act unconstitutional, any recommendations are contingent on the preservation of the program through the appellate process.

1. The legislature may wish to consider amending the law to conform with the more extensive reporting requirements of LSA-R.S. 39:1736 of the Small Business Set-Aside Act.
2. The legislature may wish to consider increasing the certification period contained in LSA-R.S. 39:1986(B) from one year to a multi-year period.

Recommendations

If the Minority and Women's Business Enterprise Program should continue, the following should be implemented:

1. The commissioner of the Division of Administration should report to the legislature and the DMWBE in accordance with LSA-R.S. 39:1736.
2. The DMWBE should provide information that reports the number of certified businesses participating in the program; the total amount spent in each planning region of the state; a summary of expenditures from agencies other than DOTD; and a schedule of expenditures arranged by ethnic classification and gender.
3. The DMWBE should include in its management information system detailed expenditure information that is provided by state agencies and educational institutions.
4. The DMWBE should compare quarterly expenditure reports from state agencies and educational institutions to the listing of certified businesses to ensure that only those certified or those signing affidavits are counted towards attainment of an agency's annual goal. Agencies and educational institutions must report vendor names in addition to vendor numbers to assist the DMWBE in this task.
5. The DMWBE should work with the Division of Administration to codify an affidavit procedure which allows agencies to claim credit toward their annual

goals when they make expenditures to uncertified businesses owned and controlled by minorities or women, according to LSA-R.S. 39:1957(B).

6. The DMWBE should change its application process to require an on-site visit for all initial applications for certification in the program. No review is necessary as part of the recertification process unless a previous certification review had not been performed or for cause.

Glossary

Annual Goal	Annual goals are established by the Executive Director of the Division of Minority and Women's Business Enterprise with the concurrence of the Commissioner of Administration. The plan outlines participation by certified minority business enterprises and certified women's business enterprises expressed as percentage of funds expected to be expended in the procurement of goods and services and for public works by all state agencies and educational institutions.
Annual Plan	An annual set-aside plan prepared by each state agency or educational institution that outlines the methods they will use to meet their annual goals.
Certification	Verification that a business qualifies for designation as a minority business enterprise or a women's business enterprise. Such verification requires the business to demonstrate proof of ownership and control of the business.
Certified Business	Enterprises that meet the certification criteria of the Division of Minority and Women's Business Enterprise or the Department of Transportation and Development.
DMWBE	This acronym denotes the Division of Minority and Women's Business Enterprise within the Department of Economic Development.
Interim Compliance Report	An annual report showing participation by state agencies and educational institutions in the program and measuring their success at attaining their annual goals. It is prepared by the Division of Minority and Women's Business Enterprise and is required to be provided to the legislature.
Minority	United States citizen residing in Louisiana, who is African American, Hispanic, Alaskan Native, American Indian, Asian, or native of the Pacific Islands.

MWBE	This acronym denotes a minority or women's business enterprise. These are small businesses organized for profit performing a commercially useful function which is at least 51 percent owned, controlled, and operated by a minority or women. Women must be residents of the United States who reside in Louisiana.
Preference Contract	A procurement code provision that allows a certified minority business to compete for and receive a contract even if they are not the lowest responsive and responsible bidder. The minority business must have bid within 10 percent or \$10,000 and agree to match the lower bid.
Quarterly Report	A quarterly report prepared by state agencies and educational institutions detailing disbursements made to minority and women-owned firms. It is provided to the Division of Minority and Women's Business Enterprise.
Set-Aside Contract	A procurement code provision that designates a contract as reserved for the exclusive participation of certified minority or women-owned firms.
Uncertified Firm	Enterprises that are not certified by the Division of Minority and Women's Business Enterprise or the Department of Transportation and Development for participation in set-aside procurement.

Chapter One: Introduction

Audit Initiation and Objectives

The Division of Minority and Women's Business Enterprise (DMWBE) is required to report annually on the progress of minority and women-owned businesses participation in state procurement. Recently, legislators have expressed concern regarding the quality of information contained in the annual report. As a result, House Concurrent Resolution (HCR) No. 48 of the 1994 Third Extraordinary Session directed the Legislative Auditor to conduct a performance audit of the Minority and Women's Business Enterprise (MWBE) Program. Based on the contents of HCR No. 48, and related legislative concerns, the following audit objectives were identified:

- ♦ Determine the number of certified minority and women's businesses during fiscal year 1994.
- ♦ Determine the amount of funds each of these businesses received from business with the state during fiscal year 1994.
- ♦ Determine if the minority and women's procurement program costs the state more.
- ♦ Determine any weaknesses in state laws governing this program.

Report Conclusions

In fiscal year 1994, there were 796 businesses certified to participate in the Minority and Women's Business Enterprise Program. These 796 enterprises represent approximately one percent of the estimated 71,000 minority and women-owned businesses domiciled in Louisiana. Those certified as owned by African Americans and non-minority women comprised 89 percent of program participants. The remaining 11 percent are owned by Hispanics, Asian/Pacific Islanders, or Native Americans. The largest concentration of these businesses, 53 percent, are located in the New Orleans and Baton Rouge regions.

Thirty-six percent of survey respondents indicated that their inclusion in the DMWBE directory resulted in business inquiries. Also, 91 percent said that they would seek recertification for the program. This suggests that certified businesses perceive the program as an avenue for possible business opportunities. However, only 24 percent of respondents indicated that they had received state contracts. One reason might be that certification can provide business in the private sector as well. On average, companies responding to the survey have been certified for the program for three and one-half years.

Approximately 27 percent of the certified minority and women-owned enterprises were paid \$41.3 million for state business during fiscal year 1994. These payments were the result of set-aside procurement or preference contracts issued by 103 of 120 state agencies and educational institutions. Department of Transportation and Development (DOTD) funds expended through the federal and state highway set-aside program and regular departmental procurement accounted for 78 percent of total MWBE program expenditures in fiscal year 1994.

Analysis of the total amount spent under the MWBE program in fiscal year 1994 indicates that enterprises in the Shreveport and Baton Rouge areas received the most business, while enterprises in the Houma and Lake Charles areas received the least. In addition, women-owned businesses received 55.8 percent of the total program expenditures.

When the \$32.2 million of DOTD expenditures are excluded from the detail, the remaining state agencies and educational institutions expended only \$9.1 million with minority and women-owned businesses. Our analysis indicated that 86 percent of these funds were paid equally to African American and non-minority women-owned businesses. The analysis revealed that, in this case, businesses in the Baton Rouge and Lafayette areas benefited most.

Officials of the Office of State Purchasing, DOTD, and the Department of Economic Development stated that they have not performed any studies to determine if it costs more to do business with MWBEs. However, they provided some evidence that they are rejecting bids to control costs as required by law and administrative procedures.

DMWBE needs to correct deficiencies noted in its management controls for this program. A total of 47 state agencies or education institutions were allowed to report expenditures of \$9.1 million with 315 uncertified businesses towards their annual goals. The Office of State Purchasing is not being notified in a timely manner about businesses that lose their certification. Mathematical errors in the quarterly expenditure reports submitted by state agencies are not being detected and corrected. State agencies and educational institutions are not submitting all required quarterly expenditure reports. All of these things affect the accuracy of the annual Interim Compliance Report that the DMWBE submits to the legislature.

Background

While this program is widely referred to as the "minority set-aside program," in fact it is a series of procurement programs using set-asides and preferences to meet affirmative expenditure goals for women as well as minorities. The goals for usage are established in statutes and range from 2 percent of total procurement for women's businesses to 10 percent for minority owned companies. The use of the term "set-aside program" is misleading because state agencies and educational institutions award more contracts to minority and women's businesses by competitive bid than by using set-asides.

LSA-R.S. 39:1951 specifies that the mission of the program is to provide maximum opportunity for minority and women-owned businesses to participate in public works and the provision of goods and services to state agencies and educational institutions.

Formerly, the program was under the jurisdiction of the Office of the Governor. The Minority Business and Women's Business programs were enacted separately but consolidated under Executive Order BR 88-19. Subsequently, Act 797 of 1992 amended LSA-R.S. 36:109(R) and LSA-R.S. 39:1734 and 1736, repealed LSA-R.S. 39:1737 and 1738 and LSA-R.S. 51:2347, and placed jurisdiction for the program with the Department of Economic Development, Division of Minority and Women's Business Enterprise.

In addition, DOTD, Office of Compliance Programs, administers the federal and state-funded highway set-aside programs which allows in-state and out-of-state contractors to compete on federally funded highway projects. However, the Louisiana state-funded highway set-aside program does not allow out-of-state MWBEs to participate in that program.

Together these two agencies are responsible for certifying businesses and documenting compliance with state or federal regulations. These businesses are placed on vendor lists. The DMWBE prepares its list on computer disk that is then sent to all state agencies and educational institutions. This list is also provided to private industry when requested. The certification list prepared by DOTD is for use by the prime contractors submitting bids on federal and state highway projects.

Scope and Methodology

This audit was conducted under the provisions of Title 24 of the Louisiana Revised Statutes of 1950, as amended. All performance audits by the Legislative Auditor's Office are conducted in accordance with generally accepted government auditing standards promulgated by the Comptroller General of the United States. Preliminary audit work began in September 1994 and fieldwork was completed in February 1995.

We interviewed program staff and reviewed policies, procedures, and vendor files to obtain an understanding of how the program operates. To determine the number of certified businesses and the amount of state business they received during fiscal year 1994, we used listings maintained by the two certifying entities along with quarterly expenditure reports submitted by state agencies and educational institutions. From this information we identified 796 certified minority and women-owned businesses operating in Louisiana. To determine certified businesses satisfaction with the program, we sent a survey to all 796 businesses certified during fiscal year 1994. A total of 338 completed surveys (42.5 percent response rate) were returned to us by the cutoff date of January 20, 1995.

We met the final audit objectives through review of the statutes and administrative procedures that govern the program to see if they contained any cost containment measures. We then inquired of officials of the Office of State Purchasing; the Department of Economic Development, Division of Minority and Women's Business Enterprises; and the Department of

Transportation and Development, Office of Compliance Programs, if they had performed a study or knew of any research that would indicate if it costs the state more to contract with MWBEs. We reviewed the program certification process, as well as the compliance of state agencies and educational institutions with reporting requirements.

Scope Limitation: We were unable to perform any trend analysis between program expenditures for fiscal year 1994 and prior fiscal years. This limitation is attributed to factors affecting the quality, timeliness, and review of quarterly reports received from state agencies and educational institutions. These factors are addressed in Chapter Four. As a result of this condition and the time requirement for assignment completion, our review scope is limited to fiscal year 1994 data.

Report Organization

The remainder of this report is organized into three additional chapters and five appendixes.

- ♦ **Chapter Two** discusses the number of certified minority and women's businesses and survey results.
- ♦ **Chapter Three** identifies payments to certified businesses during fiscal year 1994 and discusses additional costs of the program.
- ♦ **Chapter Four** addresses program management.
- ♦ **Appendix A** contains a listing of those businesses certified for the program during fiscal year 1994.
- ♦ **Appendix B** contains the summary of results of the survey of certified businesses.
- ♦ **Appendix C** contains a listing of businesses and the dollar amount of business conducted with the state under the program during fiscal year 1994.
- ♦ **Appendix D** contains a list of agencies that reported expenditures with uncertified businesses towards their 1994 annual goals.
- ♦ **Appendix E** contains the agency responses to the report recommendations.

Chapter Two: Certified Businesses and Survey Results

Chapter Conclusions

One percent of the Louisiana-based minority and women-owned businesses were certified for the DMWBE during fiscal year 1994. The majority of these certified businesses (89 percent) are owned by African Americans or non-minority women. The largest concentration of these businesses are in the New Orleans and Baton Rouge regions.

A survey to gauge the satisfaction of program participants indicated that only 36 percent received business contacts as a result of certification and 91 percent said they would seek recertification. Certified businesses believe the program is an avenue for opportunity. However, only 24 percent of the respondents said they had done business with the state.

Number of Enterprises Certified During Fiscal Year 1994

One Percent of the Estimated Minority and Women-Owned Businesses in the State of Louisiana Participate in this Program.

Using 1987 economic census data we estimated that there are approximately 71,000 minority and women-owned business enterprises (MWBEs) in the state. These businesses can be found in a variety of industries. They employ anywhere from one person to well over a hundred people.

For fiscal year 1994, a total of 796 minority and women-owned businesses were certified to compete for state procurement funds under this program. A review of the eight state planning regions revealed that the majority of certified businesses are located in the Baton Rouge (213) and New Orleans (212) areas. The Alexandria and Lake Charles regions have the smallest number of minority and women's businesses certified for the program.

The majority of businesses certified for the program are owned by African Americans (47.9 percent) and non-minority women (40.8 percent). The remaining 11.3 percent of certified businesses are owned by persons of Asian/Pacific Islander, Hispanic, or Native American descent. The table below shows the breakdown of certified businesses by ethnic classification and by state planning region.

DOTD, Office of Compliance Programs, certified 21 out-of-state minority and women's businesses for the federal set-aside program. While they are included in the total number of certified MWBEs reported, they are not allowed to participate in state-sponsored programs. The DMWBE does not certify out-of-state businesses. A complete list of businesses certified for the program by DMWBE and DOTD, Office of Compliance Programs, is included in Appendix A.

Exhibit 2-1 Certified MWBEs by State Planning Regions										
MWBE Type	New Orleans	Baton Rouge	Houma	Lafayette	Lake Charles	Alexandria	Shreveport	Monroe	Out-of- State	Total
African Americans	101	94	19	48	24	23	36	26	10	381
Non- Minority Women	74	92	26	42	17	18	30	21	5	325
Asian/ Pacific Islanders	14	9	1	0	0	1	3	2	2	32
Native Americans	4	5	0	1	1	0	1	1	2	15
Hispanic	19	13	2	2	0	0	3	2	2	43
Total	212	213	48	93	42	42	73	52	21	796
Source: Prepared by Office of Legislative Auditor's staff based on data received from the DMWBE and DOTD, Office of Compliance Programs.										

Survey Results

Despite Survey Results Implying That a Limited Number of Certified Businesses Receive State Business, 91 Percent of Respondents Will Seek Recertification.

The mission of the MWBE Program is to provide maximum opportunity for minority and women-owned businesses to participate in state procurement activities. Providing maximum opportunity involves inclusion on certification listings provided to governmental agencies. This certification may also provide minority and women-owned businesses with private sector contracts. The DMWBE provides the Directory of Louisiana Minority and Women's Businesses to the private sector upon request. Ninety-one percent, or 307, of the survey respondents indicated that they would seek recertification.

Thirty-six percent indicated that inclusion in the DMWBE directory resulted in their receiving business inquiries. One hundred and twenty-two respondents reported receiving inquiries from Louisiana businesses, state departments, and parish governments. The inquiries from businesses are probably due to the policy of the DMWBE of providing its directory free of charge to businesses and other interested parties. Our analysis of the responses revealed that, on average, participating businesses have been certified for the program for three and one-half years.

Thirty percent of respondents reported that they received assistance from the certifying agency after receiving their certification. The Office of Compliance Programs at DOTD has a federal grant to provide outreach and educational services. The statewide contractor to provide these services is the small business development and management institute at Southern University at New Orleans. On the other hand, the DMWBE has limited staff; it generally offers one-on-one counseling and referral to small business development centers located within the state universities around the state.

Nearly four percent of respondents suspected a business that is currently certified does not meet the requirements for certification. Asked if they reported these businesses to any of the agencies listed on the survey form, just 10 of the 12 who responded indicated which agency or agencies they contacted. None of the respondents reported the name(s) of these businesses or the disposition of their complaint.

Twenty-four percent of respondents indicated that they had received state contracts. Further discussion regarding demographic characteristics of these businesses, the procurement dollars that they received, and the regional impact will be discussed in Chapter Three. The survey and a summary of results are included in Appendix B.

Chapter Three: Program Impact and Procurement Related Costs

Chapter Conclusions

Although there are 796 certified businesses, only 212 of them participate in the state procurement program. In fiscal year 1994, participating businesses were paid a total of \$41.3 million from contracts with 103 of 120 state agencies and educational institutions. The majority of these funds, \$32.2 million or 78 percent, result from contracts with DOTD for the federal and state highway set-aside programs. Shreveport and Baton Rouge area businesses benefited most from total set-aside expenditures in fiscal year 1994. Non-minority women-owned enterprises received 54 percent of the total expenditures, African American enterprises received 36 percent, and Hispanic businesses received 6 percent.

When the \$32.2 million of DOTD expenditures are excluded from the total, the remaining state agencies and educational institutions expended only \$9.1 million with minority and women-owned businesses. Our analysis indicated that 86 percent of these funds were paid equally to African American and non-minority women-owned businesses. The analysis also revealed that, in this case, businesses in the Baton Rouge and Lafayette areas benefited most.

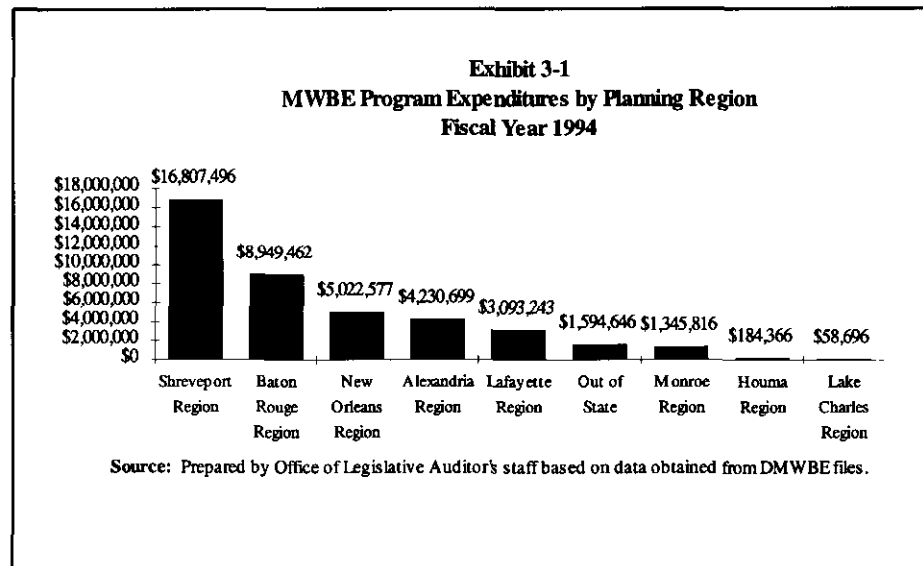
Officials of the Office of State Purchasing, DOTD, and the Department of Economic Development stated that they have not performed any studies to determine if it costs more to do business with MWBEs. However, they provided some evidence that they are rejecting bids to control costs as required in the revised statutes and administrative procedures codes.

**Certified
Businesses
Received \$41.3
Million in
Contracts**

Eighty-Six Percent of the State's Agencies Entered Into Contracts With Minorities and Women Certified for the Procurement Program.

For fiscal year 1994, Louisiana paid \$41.3 million to certified minority and women-owned businesses for state procurement contracts. These contracts were with 103 of 120, or 86 percent, of the state agencies mandated by law to participate in the program. However, only 212 of the 796 certified businesses, or about 27 percent, received payments from state contracts during 1994.

Exhibit 3-1 illustrates the economic impact of payments from the state to certified businesses. The impact varied from region to region of the state. Businesses in the Shreveport and Baton Rouge planning districts appeared to be the most competitive in winning state contracts in fiscal year 1994. Twenty-seven Shreveport businesses received \$16.8 million, or 41 percent, and 71 Baton Rouge businesses received \$8.9 million, or 22 percent, of program expenditures. This would indicate that about 62 percent of program expenditures benefit those two areas. Houma and Lake Charles businesses benefited least. For more information on specific regions, refer to Appendix C.

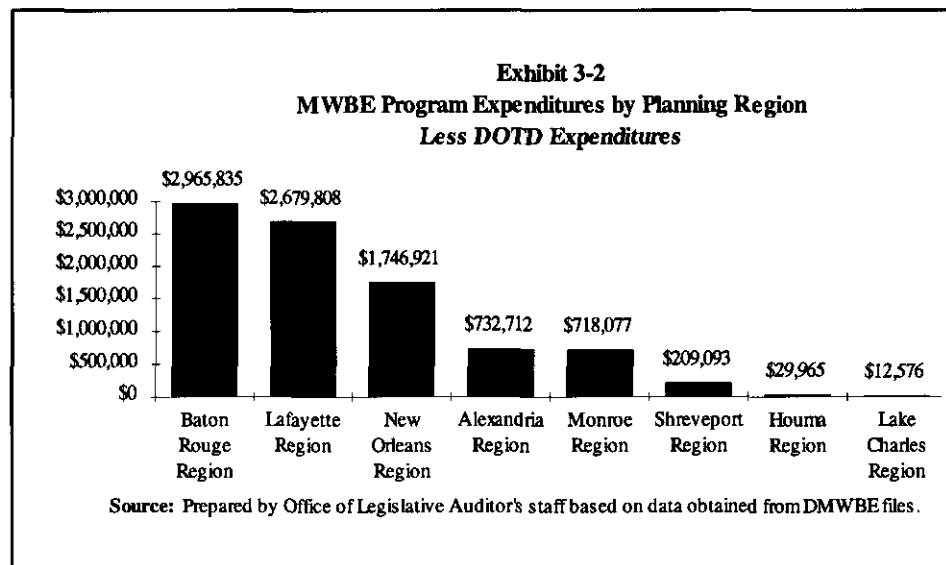


**State
Expenditures
Were \$9.1
Million After
Excluding
DOTD
Expenditures**

Highway Construction Has a Significant Role in the Program.

In fiscal year 1994, DOTD expenditures for construction contracts and departmental procurement accounted for 78 percent of the total state procurement dollars paid to certified businesses. The payments to businesses that bid on construction projects will vary with the federal budget and the priorities of the state highway program. To show how dependent the payments made from this program are upon highway construction, we excluded DOTD expenditures from the summary of expenditures that was used to develop Exhibit 3-1.

Exhibit 3-2 represents payments to businesses for state purchases of goods and services by agencies other than DOTD. The payments to these businesses may be more constant since they reflect supplies and services. However, they only represent 22 percent of the state's effort.



Excluding set-aside procurement for highway construction and departmental expenditures by DOTD, other agencies' purchases for such goods and services in fiscal year 1994 were \$9.1 million. The regions that benefited most from these state procurement dollars were Baton Rouge and Lafayette. Non-DOTD expenditures to businesses in these areas were \$2.9 million, or 33 percent, and \$2.7 million, or 29 percent, respectively. The Alexandria and Monroe regions received similar amounts. Shreveport benefits much less when highway construction is excluded. The Houma and Lake Charles regions still benefit the least.

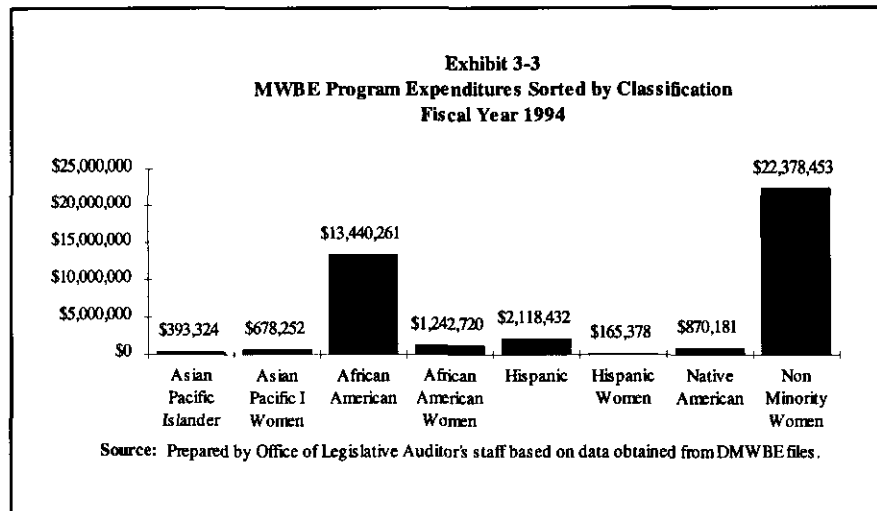
**Non-Minority
Women and
African
Americans
Benefit Most
From the
Procurement
Program**

In Fiscal Year 1994, the MWBE Program Provided More Monetary Benefit to Women Than Minorities.

Our audit determined that 89 women's business enterprises received \$23 million and that 123 minority business enterprises received \$18.3 million in state contract payments during the period examined. The analysis shows that program participants averaged \$194,750 in business. Average payments were \$258,877 to women's businesses and \$148,349 to minority businesses.

However, these results are not indicative of how the average participant performs in this program because a few high-grossing businesses distort these averages. Median payments to businesses were used as a more appropriate benefit measurement. The median minority business received approximately \$37,800 while the median women-owned business received about \$5,200.

In Exhibit 3-3, we sorted the expenditure data to quantify which minority classifications had received the most business. The businesses that benefited most from program expenditures were owned by non-minority women, 54 percent; African Americans (includes women), 36 percent; and Hispanics (includes women), 6 percent. These three groups comprise 96 percent of the procurement program's beneficiaries.



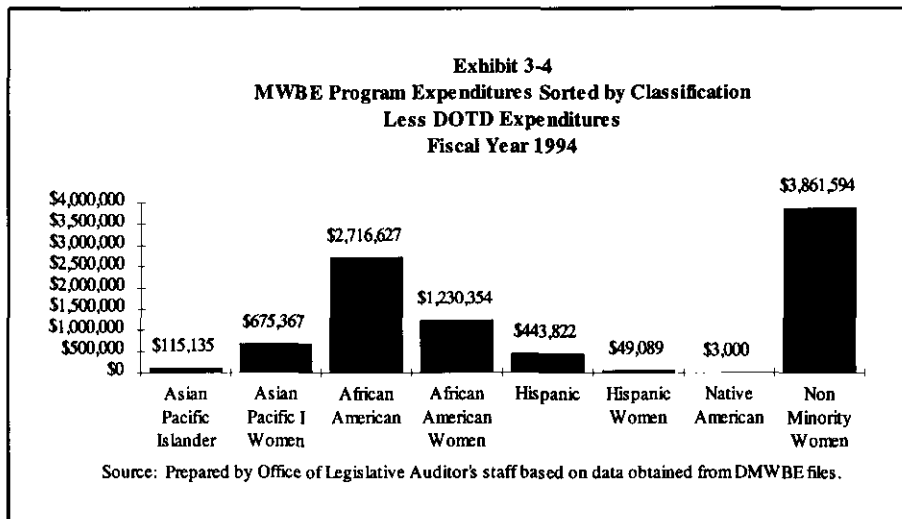
However, it is important to note that one business received over half of the payments to non-minority women-owned businesses. Since this business received over

\$11.5 million in fiscal year 1994, it is not appropriate to imply that all women's or minority businesses are benefiting as greatly. Appendix C contains this information.

African Americans and Non-Minority Women Were Paid Almost 87 Percent of Non-DOTD Expenditures

Excluding DOTD Contracts, African Americans and Non-Minority Women Benefit Equally in Procurement of Goods and Services.

Exhibit 3-4 suggests that there is less disparity between African American and non-minority women-owned businesses when DOTD expenditures are excluded. The businesses that benefited most from the expenditures of other state agencies and educational institutions were African American (includes women), 43 percent; non-minority women-owned, 43 percent; Asian/Pacific Islander (includes women), 9 percent; and Hispanic (includes women), 5 percent. American Indians received less than one percent.



The comparison reveals that Asian/Pacific Islander and African American women-owned businesses receive little from DOTD expenditures. Native American businesses, on the other hand, receive most of their state expenditures from DOTD.

The findings from our analysis of agency expenditure detail could be broadened if the DMWBE had multi-year expenditure data stored in its management information system. Problems with information management at DMWBE are discussed in Chapter Four.

**Procurement
Related Costs
Are Governed
by Statute and
Regulations****Existing Laws Attempt to Balance Equity in State
Procurement Though Certain Practices Could Potentially Cost
the State More.**

The statutes governing the MWBE Program establish measures to control procurement cost. LSA-R.S. 39:1960(A)(1) allows state contracts to be awarded to minority or women-owned businesses in accordance with the state procurement code. The Louisiana Procurement Code in LSA-R.S. 39:1733 provides that the commissioner of administration shall, if possible, designate at least 10 percent of the value of the procurements designated by the commissioner for set-aside awards to businesses owned and operated by socially or economically disadvantaged persons. The same amount is provided for small businesses owned and operated by women. LSA-R.S. 39:1736 requires the Division of Administration to report on the progress of the small business and economically disadvantaged business program.

In accordance with this law, the commissioner established *contract procedures for awarding procurement contracts under the set aside program*. The Louisiana Administrative Code, Chapter 17, Section 1701(D) provides that, "In all cases, the state agency or education institution actually making the award, either under open competitive bidding or under the set-aside provisions of this Title, may reject all bids if it is determined based upon reasons provided in writing that such action is in the best interest of the state. One reason, but not the only reason, for rejection of all bids when the contract has been set-aside under the set-aside provisions of this Title, shall be if prices obtained exceeded more than 15 percent of what could have been obtained via open-market competition." This has been interpreted by the Office of State Purchasing and DOTD to mean that when set-aside bids exceed 15 percent of what was paid under the previous contract for the goods or services, the contract should be competitively bid and minority businesses should receive a preference within the provisions of LSA-R.S. 39:1960(A)(2).

LSA-R.S. 39:1960(A)(2) provides that selection of the business is contingent upon the enterprise's bid being within the lower of 10 percent or \$10,000 of the lowest bid. The enterprise must also agree to lower its bid to the price submitted by the lowest responsive and responsible bidder. Similar provisions exist for awarding preference contracts to minority business enterprises for capital outlay projects in excess of \$200,000. LSA-R.S. 39:1962 (A) and (C) allow a minority business enterprise who is not the low bidder to be awarded the contract if

(1) the enterprise's bid is within five percent of the lowest responsive and responsible bid; (2) the certified enterprise is the prime contractor; and (3) the enterprise agrees to match the low bid, without having to adjust its bid by more than five percent.

The Louisiana Administrative Code specifies that a contract may be bid as a set-aside when there are three or more certified minority vendors in a specific category and there is a reasonable expectation of receiving three or more bids from the minority vendors. In the event there are not three or more certified minority vendors, the contract may still be designated as a set-aside for exclusive participation of certified minority businesses as long as one certified minority vendor exists in the category being bid and DMWBE certifies that there are not three such certified minority-owned businesses nor are there three such minority-owned businesses which could be certified. These provisions apply only to minority-owned businesses and do not apply to women-owned businesses.

In addition, the provisions of law directing this program are confusing. LSA-R.S. 39:1960(B) provides, "If there is no certified enterprise whose bid is within the range established under Subsection A of this Section, the award shall go to the lowest responsive and responsible bidder whose bid meets the requirements and criteria set forth in the invitation for bids without regard to minority status." One could interpret this to mean that all contracts should be let by competitive bid among all potential vendors.

**Cost
Effectiveness of
MWBE
Program**

**No Studies Exist to Determine if the MWBE Program
Increases State Procurement Costs.**

Officials of the Office of State Purchasing, DOTD, and the Department of Economic Development stated that they have not performed any study, nor do they know of any research conducted by the state, that indicates if it costs more to do business with MWBEs. They provided information that indicates they are following provisions contained in the revised statutes and administrative procedure codes to control costs.

As noted in the preceding section, these provisions of law and administrative procedures have the potential of increasing the cost of minority contracts by as much as 15 percent. Our audit reviewed price changes from previous statewide contracts, but it

did not determine the difference in costs. This is because the statewide set-aside contracts were drawn for the primary use of the Louisiana Health Care Authority (LHCA). The LHCA is not considered a state agency and does not report to the DMWBE. These are the only relevant statewide set-aside contracts for analytical purposes. We reviewed these results in the context of variables such as inflation, competitive bidding, and the quality of goods and services. As a result of this limitation, no conclusions are advanced regarding the economic merits of set-asides. However, the information presented here demonstrates that relevant benchmarks exist to provide agencies with tools for oversight analysis.

In fiscal year 1994, the Office of State Purchasing awarded 18 statewide set-aside contracts valued at \$4.9 million. We reviewed these contracts and verified that there was evidence to show that the Office of State Purchasing adhered to the 15 percent criteria while letting designated state set-aside contracts. We reviewed these contracts and where data was available, we analyzed the price differences among the contracts. Refer to Exhibit 3-5 below.

Exhibit 3-5					
Set-Aside Commodity Pricing Data Contracts					
From Fiscal Year 1993 through Fiscal Year 1994					
Pricing	Number of Items	Initial Prices	New Prices	Difference	Percent Change
Increased	119	\$7,151.44	\$7,706.10	\$554.66	7.78%
Decreased	193	10,043.08	8,961.15	(1,081.93)	(10.44%)
Unchanged	26	1,571.74	1,571.74	0.00	0%
Total	338	\$18,766.2	\$18,238.9	(\$527.27)	(2.81%)
Note: This table only applies to commodities for which price and unit count data were available.					
Source: Prepared by Office of Legislative Auditor's staff based on data received from the Division of Administration, Office of State Purchasing.					

Of 338 products that we were able to compare under the statewide contracts, we found that prices for 193 items totaling \$8,961 decreased; prices for 119 items totaling \$7,706 increased; and the prices of 26 items totaling \$1,572 remained the same. Overall, the price for these 338 products decreased by \$527, or -2.8 percent. Even though the statutory provisions and

administrative procedures have the potential of increasing costs, the prices of the items decreased compared against previous contracts in fiscal year 1994. None of the contracts designated and awarded as a set-aside exceeded 15 percent of the prior contract price. Four items on competitively bid preference contracts received by minority businesses did cost more than under previous contracts, but these were the lowest bid market prices.

**Subsequent
Events May
Abolish or
Diminish the
DMWBE****Minority Set-Aside and Preference Program Declared
Unconstitutional by State District Court.**

On April 24, 1995, the Nineteenth Judicial District Court of Louisiana placed an injunction upon the State of Louisiana preventing implementation or enforcement of the set-aside program, striking LSA-R.S. 39:1951 to 39:1993. The court did not rule on the provisions affecting the highway program. Preliminary judgments cited violations of the state constitution's prohibition of racial discrimination in ruling against preferences. Officials of the Division of Administration have said that the state will continue to administer the program on appeal.

This ruling apparently does not specifically address the matter of women's business enterprises. However, there are no preference provisions for women-owned businesses in the revised statutes. Goals for women-owned businesses may still be legal. Should the DMWBE survive in a scaled back form, it may still retain certification, business assistance, and data collection responsibilities.

Matter for Legislative Consideration

In light of the recent ruling of the Nineteenth Judicial District Court holding the Minority and Women's Business Enterprise Act unconstitutional, any recommendations are contingent on the preservation of the program through the appellate process.

1. The legislature may wish to consider amending the law to conform with the more extensive reporting requirements of LSA-R.S. 39:1736 of the Small Business Set-Aside Act.

Recommendations

If the Minority and Women's Business Enterprise Program should continue, the following should be implemented:

1. The Division of Administration should report to the legislature and the DMWBE in accordance with LSA-R.S. 39:1736.
2. The DMWBE should provide information that reports the number of certified businesses participating in the program; the total amount spent in each subdivision of the state; a summary of expenditures from agencies other than DOTD; and a schedule of expenditures arranged by ethnic classification and gender.

Chapter Four: Minority and Women's Business Enterprise Program Management

Chapter Conclusions

The 1994 Interim Compliance Report, prepared by the DMWBE, over-reported program goal attainment by approximately \$7.3 million. The main reason was that 315 uncertified businesses were counted towards various agencies' annual goals. Other reasons include: twenty-three agencies did not submit required reports; Office of State Purchasing was not notified of decertified vendors timely; and mathematical errors went undetected on the quarterly expenditure reports.

DMWBE does not require that on-site reviews be conducted on businesses applying for certification for this program. In addition, the amount of paperwork to be processed can be reduced and the number of certified businesses could be increased if the certification period is changed from one to three years.

Data Management Needs Improvement

Program's Accomplishments Are Less Than Stated.

DMWBE Interim Compliance Report for fiscal year 1994 over-reported goal attainment by approximately \$7.3 million. This was due to the inability of DMWBE to ensure that all state agencies and educational institutions submit required annual plans or quarterly reports, allowing agencies and educational institutions to claim inappropriate expenditures, and failing to detect mathematical errors. These conditions reduce report effectiveness in communicating useful information to the legislature and the governor.

Nineteen Percent of State Agencies and Educational Institutions Did Not File Annual Plans or Quarterly Reports as Required.

State agencies and educational institutions are required by LSA-R.S. 39:1956(A)(1) and (2) to file quarterly procurement reports with the DMWBE. A file review of 120 state agencies and educational institutions disclosed that 23 of them had not filed required annual plans and/or quarterly reports for fiscal year 1994, despite repeated efforts by the DMWBE to secure them. The Executive Director of the DMWBE said the division has no enforcement power to ensure compliance. The quarterly reports contain both summary and detailed information on expenditures for each quarter and form the basis of the Interim Compliance Report.

State Agencies and Educational Institutions Are Incorrectly Counting Expenditures With Uncertified Businesses Toward Their Annual Set-Aside Goals.

LSA-R.S. 39:1957(A) allows agencies to count expenditures with uncertified businesses towards their annual goals if the business signs an affidavit that it meets the statutory requirements for certification. However, the policy of the DMWBE has been to discourage the use of affidavits. In fiscal year 1994, 47 of 108, or 43 percent, of the reporting agencies counted \$9.1 million of expenditures with 315 uncertified businesses towards their goals. Thirty-five of these agencies reported over 10 percent of their set-aside transactions with uncertified businesses. No affidavits were on file for any of the 315 uncertified businesses that agencies reported towards their 1994 goals.

The Department of Health and Hospitals (DHH) accounted for 55 percent of non-allowable procurement expenditures with non-certified businesses. DHH reported \$4.9 million of expenditures with 150 uncertified vendors. Many of these providers were classified as non-profits. Non-profit enterprises are not eligible because the statutes clearly state that the program must certify for-profit business enterprises.

Appendix D contains a list of state agencies and educational institutions, as well as the number of uncertified businesses and the dollar amount counted towards their 1994 goals.

The DMWBE Did Not Notify the Office of State Purchasing About Decertified Vendors Timely.

Some formerly certified MWBEs were still on the Office of State Purchasing Louisiana Statewide Network of Automated Purchasing Systems as being currently certified. It is the responsibility of the DMWBE to inform State Purchasing and ensure that officials are aware of a vendor's certification status. However, 14 decertified businesses were designated as MWBEs on the database. The effect of this miscommunication is to ensure that some inappropriate expenditures will be reported.

Review of Quarterly Reports Needs Improvement.

DMWBEs cursory data review practices fail to detect errors that agencies commonly make. A file review disclosed that 14 state agencies have under-reported by as much as 10.1 percent and over-reported their expenditures by as much as 36 percent. Also, 10 agencies made mathematical errors in carrying forward year-to-date totals from one quarter to the next that ranged from over-reporting by 15.4 percent to under-reporting by 89.4 percent. In addition, state agencies and educational institutions do not always include both the vendor name and vendor number when preparing the detailed information section of the quarterly expenditure reports. The vendor name and number are both needed to ensure proper identification of certified minority and women's businesses.

On-Site Review Is Necessary

On-Site Reviews Lessen the Risk of Certifying Businesses Not Controlled and Operated by Minorities or Women.

The state and federal regulations governing this program define a minority or women's business enterprise as small businesses owned by one or more minorities or women who also control and operate the business. The federal certification objective is to ensure that only small businesses that are independently owned and controlled by one or more minority or women become certified. Although this control is required by the federal government only of the U.S. Department of Transportation, it is an effective policy to deter fraud and, therefore, should be adopted by the DMWBE.

We reviewed the certification processes used by the DMWBE and DOTD, Office of Compliance Programs. The review showed that DOTD is required by federal law under the 1987 Surface Transportation Act to perform on-site reviews of businesses that it intends to certify for federally funded highway projects, while the DMWBE process allows judgment to *determine if an on-site review is warranted*. We tested records of certification and verified that DOTD performs on-site reviews for all certified businesses. However, in our review at DMWBE, we found that only one of ten files selected for testing indicated that there had been an on-site inspection.

The Productivity of DMWBE Staff Could Improve With a Longer Certification Period.

Statutory restrictions that govern the MWBE Program reduce the efficiency of the DMWBE staff and the effectiveness of the program. LSA-R.S. 39:1986(B) requires a one-year certification period. Federal regulations require that DOTD adhere to a one-year certification period also.

Out of the 796 MWBEs certified for this program during fiscal year 1994, 631 were processed by the Department of Economic Development, DMWBE. The remaining 165 businesses were certified by DOTD, Office of Compliance Programs.

The DMWBE staff consists of a director, an assistant director, two business advisors, and an administrative assistant. The two business advisors are responsible for processing initial application forms as well as recertification forms. The assistant director's responsibilities include reviewing the annual procurement plans and quarterly reports submitted by 120 state agencies and educational institutions. Certification and recertification of businesses for the federal and state highway set-aside programs are handled by three employees in the DOTD Compliance Programs section. These employees' duties are virtually the same as those described above, except that they must conduct on-site reviews.

In fiscal year 1994, the DMWBE processed four times as many certifications as DOTD did. Demand is expected to increase further. Yet, in our survey responses, businesses complained about the excessive documentation. Modifying the certification period from a single year to a multi-year period would reduce the number of forms required to be processed and

may improve the chances of attracting uncertified MWBEs to apply for certification. Multi-year certification can free up personnel for additional certifications. While newly certified businesses and those presently participating in the program will not have to recertify as often, they will still have to report to the DMWBE any changes in their ownership, control, or operations which may affect their continued eligibility in accordance with LSA-R.S. 39:1986(D). In addition, when the DMWBE receives the affidavits discussed in the preceding chapter, the business advisors and possibly the assistant director will need to verify that those businesses do meet the requirements for certification.

Matter for Legislative Consideration

In light of the recent ruling of the Nineteenth Judicial District Court holding the Minority and Women's Business Enterprise Act unconstitutional, any recommendations are contingent on the preservation of the program through the appellate process.

1. The legislature may wish to consider increasing the certification period contained in LSA-R.S. 39:1986(B) from one year to a multi-year period.

Recommendations

If the Minority and Women's Business Enterprise Program should continue, the following should be implemented:

1. The DMWBE should include in its management information system detailed expenditure information that is provided by state agencies and educational institutions.
2. The DMWBE should compare quarterly expenditure reports from state agencies and educational institutions to the listing of certified businesses to ensure that only those certified or those signing affidavits are counted towards attainment of an agency's annual goal.

Agencies and educational institutions must report vendor names in addition to vendor numbers to assist the DMWBE in this task.

3. The DMWBE should work with the Division of Administration to codify an affidavit procedure which allows agencies to credit expenditures to uncertified businesses owned and controlled by minorities or women, according to LSA-R.S. 39:1957(B).
4. The DMWBE should change its application process to require an on-site visit for all initial applications for certification in the program. No review is necessary as part of the recertification process unless a previous certification review had not been performed or for cause.

Appendix A

Listing of Minority and Women's
Business Enterprises Certified During
Fiscal Year 1994

STATE PLANNING DISTRICTS

1. New Orleans

- A. Jefferson
- B. Orleans
- C. Plaquemines
- D. St. Bernard
- E. St. Tammany

2. Baton Rouge

- A. Ascension
- B. East Baton Rouge
- C. East Feliciana
- D. Iberville
- E. Livingston
- F. Pointe Coupee
- G. St. Helena
- H. Tangipahoa
- I. Washington
- J. West Baton Rouge
- K. West Feliciana

3. Houma

- A. Assumption
- B. Lafourche
- C. St. Charles
- D. St. James
- E. St. John the Baptist
- F. Terrebonne

4. Lafayette

- A. Acadia
- B. Evangeline
- C. Iberia
- D. Lafayette
- E. St. Landry
- F. St. Martin
- G. St. Mary
- H. Vermilion

5. Lake Charles

- A. Allen
- B. Beauregard
- C. Calcasieu
- D. Cameron
- E. Jefferson Davis

6. Alexandria

- A. Avoyelles
- B. Catahoula
- C. Concordia
- D. Grant
- E. LaSalle
- F. Rapides
- G. Vernon
- H. Winn

7. Shreveport

- A. Bienville
- B. Bossier
- C. Caddo
- D. DeSoto
- E. Lincoln
- F. Natchitoches
- G. Red River
- H. Sabine
- I. Webster

8. Monroe

- A. Caldwell
- B. East Carroll
- C. Franklin
- D. Jackson
- E. Madison
- F. Morehouse
- G. Ouachita
- H. Richland
- I. Tensas
- J. Union
- K. West Carroll

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
A & A Enterprises, Inc.	W/W	Gail Albaral	New Orleans
A & M Sales and Service	AF/W	Anita Phillips	Lafayette
A & S Janitorial Service	AF	Albert Smith, Jr.	New Orleans
A & T Pest Control	AF	Lawrence Duplush	Baton Rouge
A & V Janitorial	AF/W	Velma Ozenne	Lafayette
A Best Janitorial Service	AF/W	Steve Brackin	New Orleans
A Flag Shop, Inc.	W/W	Katherine M. Smith	Baton Rouge
A T Detailing	AF	Adam Thomas	Lake Charles
A+ Chemical	W/W	Joan W. Duchmann	Lake Charles
A-1 Sign Service, Inc.	W/W	Geraldine Dugas	Houma
A-Plus Travel, Inc.	AF	Frank Collins	Baton Rouge
A-Z Office Supply and Equipment, Inc.	W/W	Delores T. Bergeron	New Orleans
A. A. Construction & Maintenance	H	Andy Alaniz	Shreveport
A. Duane McRae & Associates	W/W	Betty Joan McRae	Baton Rouge
A. C. Co. of South Louisiana, Inc.	W/W	Claire Gibson	Lafayette
A1 Products-Supplies and Service	AF	Charles C. Achane	Lake Charles
AA Transcriptions	W/W	Marygene Stafford	Lake Charles
Aaron Coleman DBA Jani-King	AF	Aaron Coleman	New Orleans
ABCO Building Service	AF	Andy Allain	New Orleans
ABMB Engineers, Inc.	AF	Kenneth Adkins	Baton Rouge
Abstracting & Legal Research, Inc.	W/W	Christie Berger	Alexandria
Acadian Advertising, Inc.	W/W	Betty S. Pope	Baton Rouge
Accent Construction Company, Inc.	AF	Robert C. Martin	New Orleans
Accent Design	W/W	Bobbie Merolla	Shreveport
Accent Maintenance, Inc.	AF	Henry Clark	Baton Rouge
Accutype	W/W	Jo Ann Savage	Baton Rouge
Ace Cleaning Service, Inc.	A/PI	Anthony S. Park	New Orleans
Ace Contracting Co.	AF	Allen Guidry	Lafayette
Ace Industrial Products, Inc.	W/W	Joyce D. Ward	Shreveport
Act Systems Inc.	AF	Anthony U. Wilson	Baton Rouge
Adams Equipment, Inc.	W/W	Susan E. Adams	Baton Rouge
ADP Processors, Inc.	A/PI/W	B. Henry Cho	Baton Rouge
Advanced Tech	AF/W	Mona Craven	Lafayette
Advanced Technical Applications Center	W/W	Merrie L. Troxler	New Orleans
Advertising Gaming Specialties, Inc.	AF/W	Ava Maria DeJoie	New Orleans
Agape Investments, Inc.	AF	Dan Linkford	Monroe
AIB Transitions	AF/W	Annette I. Bookter	Baton Rouge
Alexander Reed Enterprises, Inc.	AF	Bryan Alexander	Baton Rouge
All Print, Inc.	AF	Vernon J. Shorty	New Orleans
All South General Contractors, Inc.	W/W	Sandra D. Duhon	Houma
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Allain Construction, Inc.	AF	Andrew Allain	New Orleans
Allen's Clothing & More	AF/W	Wanda A. Allen	Alexandria
Alliance Business Products, Inc.	W/W	Lucille S. Brehm	New Orleans
Alpha Floors & Interiors, Inc.	W/W	Marie M. Jenisch	Shreveport
Alpha Medical Equipment & Supply, Inc.	AF/W	Carolyn Coleman	Baton Rouge
Alpha One Enterprises, Inc.	AF	Chrisopher C. Brice	Alexandria
Alpha Tool & Supply	W/W	Sandra D. Willis	Lake Charles
Alrich Corporation	W/W	Susan R. Richard	New Orleans
Alternative Health Services, Inc.	W/W	Christy Guidry	Lafayette
AM-PM Services, Inc.	W/W	Billie S. Simoneaux	Houma
Amenities Unlimited, Inc.	W/W	Pamela Folsie	Houma
American Biochemical Corp.	W/W	Mary Lynn Lytal	Lafayette
American Chemical Transport, Inc.	AF	C.D. Wright	Baton Rouge
American Film Products, Inc.	W/W	Diane Paulson	Monroe
American Printing Services, Inc.	W/W	Angela W. Bullers	Shreveport
American Remediation Technology, Inc.	W/W	Lynette L. Hart	Baton Rouge
American Technologies, Inc.	A/PI	Hun Dinh	New Orleans
Ampack Consultants	A/PI	Talat Farooqi	Baton Rouge
Anaconda Enterprises, Inc.	AF/W	Lisa J. Martin	New Orleans
Anatek, Inc.	W/WH	Anna R. Cablik	Out of State
Anderson's Concrete Finishers	AF	John H. Anderson, Jr.	Lake Charles
Ann's Telephone Answering Service	AF/W	Zemovia Ann Matthews	Baton Rouge
Anco, Inc.	W/W	Anna Winzor	Lake Charles
Apex Janitorial Supply	W/W	Jo L. Worthey	Monroe
Apex Wholesale	W/W	Patsylee Thibodeaux	New Orleans
Architectural Alliance Interiors, Inc.	W/W	Delisa D. Arnold	Baton Rouge
Architectural Contractors, Inc.	W/W	Kim A. Johnson	Baton Rouge
Armout Construction Co.	AF	Phomie Armstrong	New Orleans
Array Products	W/W	Candace Ray	Shreveport
Artis Steel and Concrete Co.	AF	Artis G. Ulmer	New Orleans
Artworks, Inc.	W/W	Marilyn M. Cox	Lake Charles
ARW, Inc.	AF	Ellis Smith	New Orleans
Asphalt Products Unlimited, Inc.	W/W	Claire Yeargain	Baton Rouge
Astro Technology, Inc.	AF	Ernest Lewis	Baton Rouge
Atwood Fence Co.	W/W	Kay Atwood	Out of State
Aunt Connie's Sweet Shop	AF	Carney P. Shaw	Baton Rouge
Auzenne, T. D. Associates, Inc.	AF	Dewey Auzenne	Lafayette
B & M Industries, Inc.	AF	Joseph Cormier	Lafayette
B & M Oilfield Maintenance, Inc.	AF	Joseph Cormier	Lafayette
B P E, Inc.	W/W	Linda G. Pelot	Houma
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
B'Ram General Contractors, Inc.	AF	George C.Reynaud	Lake Charles
B. L. Stationery, Inc.	AF	William L. Lomas	Baton Rouge
Baheth, M. A. & Company, Inc.	AF	M. A. Baheth	Baton Rouge
Baker Printing Co., Inc.	W/W	Martha Bishop	Baton Rouge
Bantam Enterprises, Inc.	W/W	Aline Collins	Alexandria
Barbara's Janitorial Service & Supply	AF/W	Barbara A. Noel	Lafayette
Barnco International	W/W	Johnette Q. Barnes	Shreveport
Barry Concrete Pipe	W/W	Bonny Barry	Lafayette
Barry Ready Mix	W/W	Bonny Barry	Lafayette
Basic Technical Concepts, Inc.	W/W	Patricia K. McNeely	Lafayette
Bauer Interiors, Inc.	W/W	Grace Bauer	New Orleans
Bayou Cleaning Service	AF	Moses Drake, Jr.	Baton Rouge
Bayou Country Advertising	W/W	Carolyn Cuneo	Houma
Bayou Electrical Supply Company	AF	Willard Malbroux	Lake Charles
Bayou Indian Contractors	NA	Bertney Langley	Lake Charles
Bayou Supply & Chemical Co.	W/W	Deanna M. Faulk	Houma
BB Construction Co.	W/W	Dana Brouillette	Alexandria
Beauregard Development Group	W/W	Susan C. Lott	Baton Rouge
Bell's Transportation Service, Inc.	AF	Rosezina M. Bell	Lafayette
Belsco, Inc.	W/W	Francis B. Belsom	Lafayette
Bengal Construction, Inc.	W/W	Mary E. Hein	Baton Rouge
Benjamin's Children Academy	AF	Marian L. Benjamin	Lake Charles
Benjamin's Transportation	AF	Marian L. Benjamin	Lake Charles
Benora Cleaning Service, Inc.	AF	Donald O. Warren	Shreveport
Bergeron Electric, Inc.	AF	Kenneth Bergeron	Baton Rouge
Berlin and Associates	W/W	Mary D. Berlin	Baton Rouge
Best Industrial Maintenance Corp.	W/W	Janice M. Guitreau	Baton Rouge
Best Western Airline Motor Inn	W/W	Bobbie Whorton	Shreveport
Beverly Industries, Inc.	W/W	Beverly Phillip	New Orleans
Big "O" Construction Co., Inc.	AF	Ophilas Menard	Lafayette
Big Cat Insurance Firm	AF	Ernest L. Johnson	Baton Rouge
Big E & S Construction Company	AF	Edward Broussard	Lafayette
Billes/Manning Architects	AF	William Manning	New Orleans
Billiot Construction & Equipment Rental	NA	Jimmie S. Billiot	New Orleans
Blackwell Financial Services	AF/W	Charlene Blackwell	Baton Rouge
Bliss MB, Inc.	AF/W	Mary Ann Chan Blis	New Orleans
Bobcat Computers, Inc.	AF	Darrell Glasper	Baton Rouge
Boines Construction & Equipment Co.	AF	Michael Boines	New Orleans
Bolden Exterminators	AF	Layman Bolden, Sr.	Baton Rouge
Borne Business Machines, Inc.	AF	Davis J. Borne	New Orleans
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Bourgee	AF	Valerie B. Augustus	Baton Rouge
Boysenblue/Celtec International, Inc.	W/W	Bonnie Blue Maillet	Lafayette
Brady's Painting and Drywall, Inc.	AF	Gerald A. Brady, Sr.	Baton Rouge
Branch Creek Corporation DBA Jani-King	AF/W	Warneida P. Carter	Baton Rouge
Branis & Hagan/Advantage Consulting, Inc.	W/W	Terri B. Hagan	Shreveport
Brin Hendrix & Company, Inc	W/W	Brin Annette Hendrix	Lake Charles
Broadco Sales & Marketing Company	AF	Mike Broadnax	New Orleans
Brock's Janitorial Service, Inc.	AF	Emmit W. Brock	Baton Rouge
Brooks Video Service	AF/W	Annie Brooks	Baton Rouge
Brown Janitorial Service	AF	Joseph Brown	Lake Charles
Brumfield's Janitorial Service	AF	Roy Brumfield	Baton Rouge
Bryan and Associates, Inc.	AF/W	Marguerite Bryan	New Orleans
Burriss Pharmaceutical & Medical Supply	AF	Joseph P. Burriss, Jr.	Baton Rouge
Business Products & Design, Inc.	W/W	Paula A. Burke	Monroe
Butler Services	AF	Sanders J. Butler, III	Lafayette
C & C Noel, Inc.	AF/W	Barbara A. Noel	Lafayette
C & E Supply, Inc.	AF	Warren Ceasar, Sr.	Lafayette
C & E Consulting, Inc.	W/W	Pamela C. Everett	Baton Rouge
C & G Construction, Inc.	A/PI	Frank Chin	Monroe
C & H Services, Inc.	AF	Donald Horton	Shreveport
C & M	AF	Clarence Cornelius	Baton Rouge
C & S Consultants, Inc.	AF	Ernest Colbert, Jr.	New Orleans
C & W Investments	W/W	Bobbie Whorton	Shreveport
C Electric	W/W	Renee Collins	Baton Rouge
C & M Janitorial Service	AF	Curtis Gardner	Shreveport
C. C. Systems, Inc.	H	Al Prieto	New Orleans
C. T. & Sons	AF	Collis Temple	Baton Rouge
C. U. Chem, Inc.	W/W	Sarah F. Smith	Monroe
C: Prompt, Inc.	W/W	Nancy Donnes	New Orleans
Cableworks	AF	Genia M. Browder	New Orleans
Caboc Corporation	AF	Christopher Kole	Lafayette
Caddo Fab, Inc.	W/W	Mary Cochran	Shreveport
Cajun Office Supplies, Inc.	A/PI/W	S. Shah	Baton Rouge
Cajun Trucking, Inc.	W/W	Rebecca N. Leonard	Houma
Cajun Win-Sock, Inc.	AF	Bobby Brown	Shreveport
Calzone & Associates, Inc.	W/W	Julie Calzone	Lafayette
Cap's Quick Shop	AF	David Capdeville	Lake Charles
Caps Constructors, Inc.	W/W	Paula Sonnier	Baton Rouge
Capital Auto Paint & Supplies	W/W	Lanelle R. Parke	Baton Rouge
Care Management Alliance, Inc.	AF/W	Mary Scott	Baton Rouge
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Carlo Ditta, Inc.	W/W	Felicia T. Ditta	New Orleans
Carlson Travel Network/Mundus Travel	W/W	Nanette N. Kelley	Baton Rouge
Carter Consulting Co.	AF	Anthony Carter	Out of State
Ceasar's Accounting & Tax Services, Inc.	AF	Ron Ceasar	Lake Charles
Cecilia A. Florent, CPA	AF/W	Cecilia A. Florent	New Orleans
Cenla Copiers & FAX	W/W	Kathleen Dunlap	Alexandria
Chamoro Steel, Inc.	A/PI	Steven Kissell	Houma
Chante, Inc.	W/W	Helen Loupe	Houma
Chartered Asset Management, Inc.	A/PI/W	Tina Nguyen Owen	New Orleans
Chemserv Industries, Inc.	AF	Paul Johnson, Jr.	New Orleans
Chesson & Associates, Inc.	W/W	Mary Ann Chesson	Houma
Chester Electric	AF	Chester A. Williams	New Orleans
Choctaw Equipment Rental, Inc.	NA	Ronnie Procell	Baton Rouge
Christophe Iron Works & Coating Company	AF	Andre Christophe	Alexandria
Chuck's	AF	Charles H. Lewis	Lafayette
Clean World	AF	Patrick Miller, Sr.	Lafayette
Cleaning Lady, The	AF/W	Debra Legaux	Houma
Clothsmith, Inc. , The	W/W	Carole I. Smith	Baton Rouge
CMC Contractors	W/W	Mildred M. Conley	Shreveport
Coastal Mud, Inc.	W/W	Rebecca S. Stokes	Lafayette
Coastal Timbers, Inc.	W/W	Rita F. Girouard	Lafayette
Cole's Construction Co.	AF	Jerry Cole	Baton Rouge
Collin's Enterprises	AF/W	Sharon Rambo	Monroe
Colvin Hayes & Associates, Inc.	W/W	Patricia L. Hayes	New Orleans
Communications Unlimited Security	AF	Arthur L. Walker	Shreveport
Community Pharmacy No. 1	AF	Mona P. Carter	Baton Rouge
Compliance Consultants, Inc.	W/W	Mary Field	Baton Rouge
Compu-Claims	AF	Mark Simoneaux	Baton Rouge
Compucomm Micro Computers, Inc.	AF	Michael Corumia	Lafayette
Computer Forms & Supplies, Inc.	AF	Alfonso Gonzalez	New Orleans
Computer Services, USA, Inc.	H	Pefro Ortiz	Baton Rouge
Computer Solutions and Services	AF/W	Deidra R. Hodges	New Orleans
Conerly Corporation, The	AF	Jessie Conerly	New Orleans
Construction Administrative Services, Inc.	A/PI	Mike Raegisghasem	Monroe
Construction Management Resources	H/W	Esther Cabanban	Out of State
Construction & Maintenance Resource, Inc.	H	H. J. Elizondo	Monroe
Convention Plant Creations, Inc.	W/W	Linda Wineski	New Orleans
Cooley Printers & Office Supply	W/W	Ruth Cooley	Monroe
Corporate Computer Systems, Inc.	W/W	Gwynette K. Carley	Baton Rouge
CPT of Baton Rouge, Inc.	W/W	Christina M. Kray	Baton Rouge
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

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Firm Name	Classification	Owner's Name	Region
Crazy Horse Construction, Inc.	NA	Arthur Thomas	Lafayette
Crazy Jim's Janitorial	AF	Joseph Zachary	Lafayette
Creole Express Medical Transportation, Inc.	AF/W	Frances H. Bernard	Lafayette
Crescent Guardian, Inc.	AF	Marian Pierre	New Orleans
Crescent Pump & Equipment, Inc.	W/W	Myra P. Malbrough	Houma
Crescent Risk Management, Inc.	W/W	Leslie Jacobs	New Orleans
Crown Roofing Services	AF	Ray Palmer	Houma
Culinary Services, Inc.	AF	Prince Pointer	Baton Rouge
D & L Consultants	AF	Terry L. Storks	Houma
D & L Properties, Inc.	W/W	Lorraine Bailey	New Orleans
D & W Enterprises, Inc.	AF/W	Dorothy S. Conrad	Baton Rouge
D.E. W. Publications	AF/W	Valentine Pierce	New Orleans
D. S. L. Inc.	AF/W	Denise S. Landry	Lafayette
Daci Oilfield Construction	W/W	Dee Ann C. Boudre	Lake Charles
Daigle Contracting Enterprises	H	Lorenzo A. Utrera	Baton Rouge
Danwal Cattle Co.	W/W	Danielle Truxillo	Baton Rouge
Data Docs Typing Service	W/W	Linda Gomez	Baton Rouge
Data-Direct	W/W	Helen Bostock	Baton Rouge
De Tarnowsky, Shiflett & Kyle, Inc.	W/W	Constance L. Kyle	Baton Rouge
Deano and Associates	W/W	Rebecca A. Deano	New Orleans
Deloris Grant Janitorial Services	AF/W	Deloris Grant	Monroe
Delta Export Pharmacy, Inc.	AF/W	Joanell M. Darnell	New Orleans
Delta Medical, Inc.	AF	Maurice Edwards	New Orleans
Dependable Janitorial Services, Inc.	A/PI	George Chin	New Orleans
Derouen's Heavy Equipment	W/W	Sandra C. Derouen	Lafayette
Design Associates, Inc.	A/PI	M. Kawasaki	New Orleans
Dessie Quiet Interiors & Repairs	AF/W	Dessie M. Quiet	Baton Rouge
Deville Enterprise	W/W	Dorothy Deville	Lafayette
Diamon Communications, Inc.	W/W	Diamon W. Howell	New Orleans
Diane Allen & Associates/Public Relations	W/W	Diane C. Allen	Baton Rouge
Dianne Hill, Attorney-At-Law	AF/W	Dianne Hill	Monroe
Dianne's Construction, Inc.	W/W	Dianne Price	Baton Rouge
Discover Travel	AF	Ben Green, Jr.	Shreveport
Distinctive Real Estate, Inc.	W/W	Sandra S. Dixon	New Orleans
Dixie Landscaping & Fencing Co.	W/W	Suzanne McDonald	Shreveport
Doley Securities, Inc.	AF	John A. Washington	New Orleans
Domar Supplies	AF	Martin Gallot	New Orleans
Domestic Financial Services, Inc.	W/W	Betty Williams	Shreveport
Don Juan Mexican Restaurant	H/W	Ann Maria Juarez	Shreveport
Donald Sneed Cleaning Service	AF	Donald Sneed	Monroe
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

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Firm Name	Classification	Owner's Name	Region
Dorrial, Inc.	W/W	Rita Allaire	New Orleans
Douglas Construction & Remodeling	AF	Melvin Douglas	Shreveport
Downs Design Group, Inc.	W/W	Ms. Kyle Downs	Alexandria
Dragon Limited, Inc.	A/PI	Yu-Chiao (Jack) Lo	New Orleans
Dream Silk Screens, Inc.	W/W	Jane Swift	Baton Rouge
Duplessis & Sons, Inc. Leon	AF	Alex Duplessis	New Orleans
Dussett Office Products	AF	Glen M. Dussett	New Orleans
Dynamic Sales Corporation	W/W	Denise A. Trepagnier	New Orleans
Dynashi, Incorporated	AF/W	Ann Levy	Alexandria
Dyno Construction	AF	Wilfred L. Charles	Houma
E & O Enterprises, Inc.	AF	Abe E. Pierce, III	Monroe
E-Z Ltd. BDA Jani-King	A/PI	Sammy Ahmad	Baton Rouge
E. B. Temps, Inc.	W/W	Elizabeth A. Betz	New Orleans
Eagle Products & Services, Inc.	W/W	Tamara A. Rigby	Baton Rouge
Earline's Janitorial Service	AF/W	Earline I. Patterson	New Orleans
Earthnet Laboratories, Inc.	W/W	Patricia Flournoy	Shreveport
Eco-Safe International, Inc.	W/W	Susan C. Fauchoux	Baton Rouge
Electronic Babin International	W/W	Vernia R. Templeton	Baton Rouge
Elena Barone Sales, Inc.	H/W	Elena Barone	New Orleans
Elite Building Maintenance, Inc.	AF	Alphonse Burns	New Orleans
Elkin Corporation	AF	William E. Johnson	New Orleans
Embellished	W/W	Pamela T. Dupont	Houma
Embossor Sales and Service	W/W	Mary Domangue	New Orleans
Emerald Supply	W/W	Barbara T. Savoie	New Orleans
Enplanar, Inc.	H/W	Nancy Marinovic	New Orleans
Entre' Computer Center	A/PI/W	Lorraine Lee Allen	New Orleans
Envico, Inc.	H	Armando R. Navarro	Lafayette
Environmental & Waste Services	W/W	Cynthia A. House	New Orleans
Environmental Rescue Service	AF	Patrick J. Johnnie	Lafayette
Envirosystems, Inc.	W/W	Cheryl Woodson	Lafayette
Evangeline Field Services, Inc.	W/W	Sarah Bertrand	Lafayette
Evans & Associates	W/W	Barbara R. Evans	New Orleans
Express Documents, Inc.	W/W	Mary Bounds	Lafayette
F & F Supply, Inc.	AF	Michael Ferdinand	Baton Rouge
F & M Home Improvements	AF	Freddie Williams	New Orleans
F & T General Contractors, Inc.	AF	Fred Thomas	New Orleans
F. H. Grocery	AF	Freddie Henderson	Houma
F. L. J. Maintenance Service, Inc.	AF	Freddie L. Johnson	New Orleans
Fabric Shop, The	W/W	Louise G. Adams	Shreveport
Fastners Plus L.L. C.	W/W	Nita Vedros	New Orleans
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

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Filing Systems Plus, Inc.	W/W	Irene Perez	Lafayette
First Choice Home Health, Inc.	AF/W	Sibbie L. Hines	Monroe
First Communications Company	W/W	Diane Mack	New Orleans
First Security	AF	Noel S. Young	Baton Rouge
First Step Enterprise	AF	Clarence Smith	Lafayette
First Steps in Education, Inc.	NA	David Stechman	New Orleans
Flag Company of America, Inc.	W/W	Pamelia A. Arnold	Shreveport
Flora Lea Wholesale Florist Supplies	W/W	Ruby L. Bennett	Alexandria
Florence White Appraisal Service	AF/W	Florence A. White	New Orleans
Florida Parishes Industries, Inc.	W/W	Celia Smith	Baton Rouge
Flugence Contractors	AF	Wilson Flugence	Lafayette
Folds Products	W/W	Rebecca F. Warlick	Monroe
Formosa Computers	A/PI	Ja-Song Leu	Baton Rouge
Forte and Tablada, Inc.	W/W	Ann Forte Trappey	Baton Rouge
Forte Security Service, Inc.	W/W	Felicia F. Fandal	New Orleans
Four Star Painting, Inc.	W/W	Lou Binkley	Lake Charles
Freeway to Arabia	W/W	Miranda Eric Parbhoo	Baton Rouge
Fromherz Engineers, Inc.	A/PI	Jay Shah	New Orleans
Fruge' Marine Enterprise, Inc.	W/W	Frankie A. Fruge'	Lake Charles
Fuselier's Janitorial Services & Supplies, Inc.	AF	Albert Fuselier	Lafayette
G N G Construction, Inc.	H	Rene Glower	New Orleans
G & H Construction Co.	AF	Horace Johnson	Houma
G & S Transportation	AF	Rosa A. Thirdkill	Monroe
G-T Associates, Inc.	A/PI	Jatinder Goel	Baton Rouge
G.W., Inc.	W/W	Nora J. Gordon	New Orleans
GDC Engineering, Inc.	W/W	Kathleen Elnaggar	Baton Rouge
Gee Cee Group, Inc.	AF	Gibson Chigbu	New Orleans
Geo-Marine, Inc.	H	Ruben Garza	Out of State
Getgo Business Solutions	W/W	Beverly Martin	Houma
Gilbert Scie & Associates	AF	Gilbert Scie	New Orleans
GLI Technical Services, Inc.	H/W	Susan Gonzales	Houma
Global Business Services, Inc.	H	Adalberto Banegas, Sr.	New Orleans
Global Risk Managers, Inc.	AF	Orin B. Anderson, Jr.	Out of State
Gobert's Dump Truck Service	AF	Norris Gobert	Lake Charles
Goins Janitorial Service	AF	Zed Goins	Monroe
Gotech, Inc.	AF	Rhaoul A. Guillaume	Baton Rouge
Gray's Construction	AF/W	Nettie G. Jackson	Baton Rouge
Grayson Construction Co.	AF	Jeron Grayson	Baton Rouge
Group Insurance Administration of Louisiana	AF	Robert H. Carter, III	New Orleans
Grover Truck & Dozer Services	AF	Fird Grover	New Orleans
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

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Guilford & James, CPAs	AF	Wilbert Guilford	New Orleans
Gulf South Investigations, Inc.	W/W	Valerie Shean	Baton Rouge
Gulf South Research Corporation	W/W	Suna Adams Knaus	Baton Rouge
Gutcon, Inc.	H	R. Glynn Gutierrez	Baton Rouge
Guy Enterprises	AF/W	Joyce Guy	Shreveport
Guzman's Machine Works, Inc.	W/W	Janice P. Guzman	Houma
GWD and Associates, Inc.	W/W	Catherine C. Dunn	New Orleans
H & G Supply Company	H	Joseph Garbin	New Orleans
H & H & H Enterprise, Inc.	AF	Sheryl Harris	New Orleans
Hair, Nail, and Tanning Clinic	W/W	Jackie Burdette	Baton Rouge
Hall Builders, Inc.	AF	Rickey Hall	Shreveport
Hammond Business Machines, Inc.	W/W	Elaine Catania	Baton Rouge
Hamp's Enterprises, Inc.	AF	Charlie Hampton	New Orleans
Harmon's A/C & Appliance Repair	AF	James Harmon, Jr.	Lafayette
Harry Thomas Group	AF	Harry Thomas	Shreveport
Hart's Broadcasting & Electronics, Inc.	AF	John L. Cooper	Alexandria
Harvest Farms	W/W	Margie Vincent	Lake Charles
Harvey Honore Construction Co., Inc.	AF	Brent S. Honore	Baton Rouge
Havana's Gifts	AF	Mary S. Raggett	Lafayette
Health Services Consulting, Inc.	W/W	Diane Blanchard	Baton Rouge
Heart City Advertising	W/W	Martha E. Singletary	Alexandria
Hebert's Trucking & Equipment	NA	Emile Hebert	New Orleans
Hi-Tech International, Inc.	AF	Meaza Funk	Out of State
Hill Commercial Properties, Inc.	W/W	Lela B. Hill	Houma
Hispanic Enterprises	H/W	Lupita Gayle	New Orleans
Hodge B & A	AF	Lionel F. Hodge	New Orleans
Hooper Ace Hardware	W/W	Opal C. Newman	Baton Rouge
Hope Construction, Inc.	AF	Johnny Shepherd	Shreveport
Horton Construction Co., Inc.	AF	Johnny Horton	Shreveport
Hosea's Enterprises, Inc.	AF	Alvin R. Henry	Baton Rouge
Hudson Industries, Inc.	AF	Charles Hudson	Lafayette
Hudson Services, Inc.	W/W	Sandy Burson	Houma
Hydrocarbon Flow Specialist, Inc., The	AF	Nolan J. Fitch	Lafayette
Imagine Construction, Inc.	AF	Donald G. Jones	New Orleans
Immaculate Building Maintenance, Inc.	AF	Elbert Harris, Jr.	New Orleans
Impact Specialties Company	W/W	Barbara Trapani	New Orleans
Impco, Inc.	AF	Hillary Bossier	Houma
Independent Contractors Enterprises	AF	Charlie Hampton	New Orleans
Independent Telecommunications Specialist	AF	Jerome Llorens	New Orleans
Infant Center & Children's Academy	W/W	Jennifer Meyer	Baton Rouge
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

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Innovative Business Products, Inc.	W/W	Bonnie Boohaker	Baton Rouge
Integrity Computers	AF	Garry Brown	Alexandria
International Suppliers, Inc.	A/PI/W	Hameda B. Baber	New Orleans
Intervest of LA	W/W	Josh Sellers Gary	New Orleans
J & B Sales	AF	Johnny Patterson, Sr.	Monroe
J & H Supply Company, Inc.	AF/W	Jackie Carston	Monroe
J & J Upholsterer Shop	AF	Jimmy L Baker, Sr.	Alexandria
J & R Diversified Enterprises, Inc.	AF	Phil Lewis	Baton Rouge
J M Materials, Inc.	W/W	Charlotte Winford	Shreveport
J's Leasing Company	W/W	Jan Richard	Alexandria
J. Rax Garbage Disposal Service, Inc.	AF	Jimmie Rax, Sr.	Alexandria
JABCO Distributors	NA	Jerry A. Brown	Shreveport
Jack G. Miller; Printer Supplies & Repairs	W/W	Myrtle Carolyn Miller	New Orleans
Jackson/Fontenot Productions, Inc.	AF/W	Bessie Jackson	Monroe
Jacob Enterprises	AF	Charles Jacob	Alexandria
Jones, Inc.	AF	James Jones	Lafayette
Jefferson Chevron	AF/W	Elmira P. Jefferson	New Orleans
Jefferson Roofing Company	AF	Jordie Jefferson	Alexandria
Jerlin & Associates	AF/W	Linda M. Belvin	Alexandria
Jewel Elevator Services, Inc.	AF	Alvin L. Carthon, Sr.	New Orleans
Jewel Speciality & Supply Co., Inc.	W/W	Kathy E. Smith	Lafayette
Jewell, Ltd.	AF	J. James Ewell	New Orleans
JIB Distribution, Inc.	AF	John I. Bickham	New Orleans
JMC Services	W/W	Jean M. Costello	New Orleans
JMS Engineers	A/PI	Jatinder P. Goel	Baton Rouge
Jo Ellen Kearny, CPA	W/W	Jo Ellen Kearny	Baton Rouge
Jobeth's Van Service	AF/W	Betty Davis	Houma
Joe & LeBlanc Construction Co.	A/PI	Jimmy P. Joe	Shreveport
Joe's Construction Company, Inc.	AF	Joe Duhon, Sr.	Lake Charles
John-Henry Enterprises, Inc.	W/W	Bronwyn E. Picolo	New Orleans
Johnny S. McGary, Attorney at Law	AF	Johnny S. McGary, Sr.	Baton Rouge
Johnson Electrical Co., Inc.	AF	George Johnson	Baton Rouge
Jones Bros. Enterprises, Inc.	AF	J. B. Jones	Houma
Jordan Office Systems	W/W	Doris L. Jordan	Alexandria
Joseph & Associates	AF	Joseph Nosiri	Houma
Joyce M. Plummer, Attorney at Law	AF/W	Joyce M. Plummer	Baton Rouge
Judlin, Inc. Peter	H	George Balbuena, Sr.	New Orleans
Judy Moore & Company	W/W	Judy A. Moore	Monroe
Judy O. Williams Public Relations, Inc.	W/W	Judy O. Williams	Shreveport
Julien Enterprises	AF	Roosevelt Julien	Baton Rouge
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

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Firm Name	Classification	Owner's Name	Region
Jus-One Office Products	AF/W	Joyce Tolliver	New Orleans
Justice and Huang Engineers, Inc.	A/PI	Andrew T. Huang	Baton Rouge
K-1 Contractors, Inc.	W/W	Elizabeth Domite	Alexandria
Kabb, Inc.	W/W	Elizabeth Jones	New Orleans
Kahuna Charter Bus Service, Inc.	AF	Earnest E. Pedescleax	Lake Charles
Kaji Construction Company	A/PI	Bankim Kaji	Shreveport
Kazette Enterprises, Inc.	AF/W	Johnie M. Varnado	Alexandria
Kejan Real Estate Appraisal Service	W/W	Janice E. Kannair	New Orleans
King's Transmission	AF	Willie S. King	Lake Charles
Kisatchie Title Management, Inc.	W/W	Debra L. Sparks	Lake Charles
Kleenaire Division-Nitrogen Nergas Corp.	W/W	Gertrude V. Henke	Lafayette
Knighten Brothers Company, Inc.	AF	Booker Knighten	Baton Rouge
L & A Services	AF	Lloyd Turner	Baton Rouge
L & L Industries	AF	Lazarus McDaniel	Baton Rouge
L & L Maid Service	W/W	Linda Benoit	Baton Rouge
L & L Westbank Enterprises, Inc.	AF	Lionel L. Bailey	Houma
L & M Asset Management Co., Inc.	W/W	Patricia L. Wilbanks	Monroe
L & R Security Services, Inc.	AF	E. Robinson, Sr.	New Orleans
L.Q. Ladies Quarter, Inc.	AF/W	Ara Jean Jackson	New Orleans
L. S. D. Construction Company	AF	Linton Holly	Out of State
LA-TEX Dozer Service, Inc.	W/W	Sherry Horton	Shreveport
La. Utilities & Construction	W/W	Mildred Frost	Monroe
Labelle's Sales and Service	H/W	Aura Owens	New Orleans
Laboratory & Analytical Business Services	W/W	Carolyn Shiver	Lafayette
Lace Consulting Engineers	AF/W	Lisa J. Martin	New Orleans
Lachle Electric Co., Inc.	W/W	Pattie K. Lachle	Shreveport
Lafayette Medical Enterprises, Inc.	AF	Allen J. Francois	Lafayette
Lakeside Janitorial Services	AF	MacArthur Douglas, Jr.	Lake Charles
Lamb Construction	AF	Joseph Lamb	Alexandria
Lambar, Inc.	H	Claudio Bardeito	New Orleans
Lamour Interior Decorating & Accessories	AF/W	Shelia L. Oliver	Lafayette
Latil Stationery Company, Inc.	W/W	Lettie P. Latil	Baton Rouge
Laurent, Inc. S. A.	AF	Simon Laurent	New Orleans
Lavender Ladies	W/W	Teri Weaver	Baton Rouge
Lavergne's Construction Co.	AF	Freeman Lavergne	Lake Charles
Lavergne's Telemessaging	W/W	Lavergne L. Turpin	Alexandria
Leader, etal.	W/W	Sharon W. Leader	New Orleans
Legendary Enterprises	AF	J.D. Holmes	Shreveport
Levine Compu Consultants	AF	Dewayne D. Levine	New Orleans
Lewis Contractor, Robert	AF	Robert Lewis	Alexandria
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Lewis Services	AF	Lenden J. Lewis, Jr.	Lafayette
LHG Planning	W/W	Lorna Guynn	Lafayette
Licensed to Kill Termite & Pest Control, Inc.	AF/W	Gelon S. McWilliams	New Orleans
Lightning Bolt & Supply, Inc.	W/W	Sharon A. Valverde	Baton Rouge
Lionel Elmer's Radiator Shop	W/W	Lollion Elmer	Lake Charles
Lisa C. Fraser, CPA	W/W	Lisa C. Fraser	New Orleans
Lisa's Creative Images	AF/W	Lisa Romar	Alexandria
Little-Wood Associates, Inc.	W/W	Belinda Little-Wood	New Orleans
Long Electrical Supply, Co., Inc.	W/W	Eleanor Watrous	New Orleans
Long Leaf Vending, Inc.	W/W	Tiffany E. Palermo	New Orleans
Louis R. Bradley, CPA, Inc.	AF	Louis R. Bradley	Monroe
Louisiana Chemical Systems	AF	Lora O. Hinton, Jr.	Baton Rouge
Louisiana Employee Screening Services Ent.	AF	John Ford	Lafayette
Louisiana Evaluation Enterprise, Inc.	W/W	Lee. K. McElveen	New Orleans
Louisiana Insurance Center, Inc.	W/W	Jean A. Nash	Baton Rouge
Louisiana Management Supplies & Service	W/W	Pamela Atiyeh	Baton Rouge
Louisiana X-Ray Accessories, Inc.	AF	Joe A. Terrell	Baton Rouge
Luther C. Speight & Company	AF	Luther C. Speight, III	New Orleans
M & M Trucking	W/W	Bettye McDougal	Out of State
M & S Flooring	AF	Ernest Martin	Baton Rouge
M L Word Processing & Business Services	AF	Maria L. Fisher	New Orleans
M. S. Environmental Consultants	A/PI	Suresh Sharma	Baton Rouge
M. Azene Engineers	AF	Muluneh Azene	Baton Rouge
Machine Specialty & Manufacturing, Inc.	W/W	Anna Lois Vige	Lafayette
Magnolia Distribution, Inc.	W/W	Brenda England	Baton Rouge
Mahab Construction Co.	AF	Thomas Baham	New Orleans
Maillet, Inc.	W/W	Adele M. Maillet	Lafayette
Maintenance Protection Systems, Inc.	W/W	Joann Carter	Baton Rouge
Major Agency	AF	Theodore Major	Baton Rouge
Malbrough Construction Company, Inc.	AF	Paul Malbrough	Lake Charles
Malcolm B. Price & Son, Inc.	W/W	Sharon D. Price	Baton Rouge
Marie Miletello Contractor, Inc.	W/W	Marie Miletello	Monroe
Marine Consulting Services, Inc.	H	George F. Casellas	New Orleans
Marshall Trucking	AF	Terrance Marshall	Alexandria
Material Containment, Inc.	AF	Robert Allen, Jr.	Baton Rouge
Materials Management Group, Inc.	A/PI	C. Paul Lo	New Orleans
Mathews Office Systems & Equipment, Inc.	W/W	Kathleen H. Matthews	New Orleans
Matt's Janitorial Service, Inc.	AF	Arthur Matthews	Alexandria
MBC & Associates, Inc.	W/W	Madelyn B. Casey	Alexandria
McCray International, Inc.	AF	Lenard G. McCray, Sr.	Baton Rouge
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Mech-A-Trol	NA	Donald H. Oatley	Baton Rouge
Medi-Lend Nursing Services, Inc.	AF/W	Trilby A. Barnes	New Orleans
Medic Pharmacy of Ruston, Inc.	W/W	Harriet Trussell	Shreveport
Medical Dynamics	H	James Viera	New Orleans
Medical-Computer Interlock	W/W	Judith D. Hanna	Shreveport
Medical/Professional Protective Clothing	W/W	Jan L. Newman	Baton Rouge
MEL, Inc.	AF	Morgan Watson	Baton Rouge
Meredith Contracting, Inc.	W/W	Meredith Zachary	Monroe
Merit Environmental Services, Inc.	AF	Eric Martin	Baton Rouge
Merl's Engraving	W/W	Marylin A. Porche	Houma
Metro Consulting & Research Firm, Inc.	AF	Peter Dangerfield	New Orleans
Metro Service Center	AF	Burnell Bell	Baton Rouge
Metropolitan Mutual Mortgages, Inc.	AF	Peggy Robinson	Baton Rouge
Microland Computer Center, Inc.	W/W	Lori Hahn	New Orleans
Mid South Bolt, Inc.	W/W	Martha Sue Bailey	Monroe
Midwest Truck, Inc.	W/W	Georgene Shunk	Monroe
Mighty Janitorial Service & Supply	AF/W	Eunice Talley	New Orleans
Mike's Cleaning Service & Supplies	AF	Marior M. Guillory, Jr.	Lafayette
Milesville Enterprises, Inc.	AF	Michael Carter	Houma
Miller's Excavating Service, Inc.	AF	Hamilton Miller, Jr.	New Orleans
Mino, Inc.	H	Carlos G. Gallusser	Baton Rouge
Minute Maid Service	AF/W	Marjorie G. Johnson	Lake Charles
Mississippi Paving & Construction, Inc.	AF	Harold Guyton	Out of State
Modern Process Systems, Inc.	W/W	Lois J. Crawford	Baton Rouge
Mona's Cajun Shack	W/W	Mona S. Benoit	Lake Charles
Moniotte Builders, Inc.	W/W	Mary L. Moniotte	Baton Rouge
Monoko, Inc.	W/W	Keri Monodandilos	Out-of-State
Monroe's Welding Service	AF	Gabriel Monroe	Baton Rouge
Moore Company And Associates	AK	Carson Moore	Monroe
Moreno Enterprises, Inc.	H	Robert V. Moreno	Baton Rouge
Morgan Specialty, Inc.	W/W	Krista C. Morgan	Monroe
MRS Construction	AF	Jim Spearman	Monroe
Mule Durel, Inc.	A/PI/W	Sylvia Hingle	New Orleans
Munoz & Associates Contractors, Inc.	H	John D. Munoz	New Orleans
Murphy Construction Co., Inc.	W/W	Cecile L. Murphy	New Orleans
Murphy Trucking Service, Inc.	W/W	Cecile Murphy	New Orleans
Myers Elevator Co.	W/W	Jane Myers	Lafayette
N.J. Collins, Inc.	W/W	Jody T. Collins	Houma
Nanco Environmental Safety & Health, Inc.	H	Vincent Nandlal	Baton Rouge
NAPASCO, U.S.A., LTD.	W/W	Mary Lynn Lytal	Houma
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Nat Holland Rubber Stamp Company	AF	Nat Holland	New Orleans
National Aerospace Components, Inc.	AF	Derek D. Griffin	Shreveport
National Electric Motor & Supply Company	H	Pedro Diaz	Baton Rouge
Nationwide Personnel Support, Inc.	W/W	Betty R. Landry	Houma
NB Interiors	W/W	Nancy Bounds	New Orleans
Nelson Equipment & Trucking Company	AF	Wilbert Nelson	Shreveport
Neoma's Variety	AF	Neoma W. Wright	Monroe
New Star Freight Service, Inc.	W/W	Denise C. King	Baton Rouge
New Star Transportation	W/W	Denise C. King	Baton Rouge
New World Pest Control	AF	Wali Amin	Shreveport
Noel E. Vargas, II, Attorney-At-Law	H	Noel E. Vargas, II	New Orleans
Nola Construction Co., Inc.	AF	Louis Monroe	New Orleans
Nolmar Corporation	AF	Nolan A. Marshall	New Orleans
Nora, Building & Remodeling V. C.	AF	V. C. Nora, Jr.	Shreveport
NSW Communications	W/W	Nancy S. Willey	New Orleans
NTB, Inc.	A/PI	Pirach Thientawach	Shreveport
Nurses Registry, Inc.	W/W	Rose Mary Breaux	New Orleans
O'Banion Printing	W/W	Debbye O'Banion	Alexandria
O-M Management Group, Inc.	W/W	Yolanda Owens	New Orleans
O. Killian Realty	W/W	Olline N. Killian	Monroe
Occupational & Environmental Health Services	W/W	Christine B. Guillory	Lafayette
Oilfield and Plant Maintenance	AF	Chucky Tillis	Baton Rouge
Oilfield Die Manufacturing Company	W/W	Vicki T. Lyons	Lafayette
Oliver H. Van Horn Co., Inc.	W/W	Gladys B. Van Horn	New Orleans
Omero Distribution Technologies	AF	Thaddeus Foucher	New Orleans
Omni Construction, Inc.	W/W	Sylvia T. Reine	New Orleans
Omnibus, Inc.	AF	Frank C. Harvey	New Orleans
One Hour Martinizing Dry Cleaning	AF	Jude T. Moseley	Houma
Opelousas Broad Enterprises, Inc.	AF	Alce J. Nash	Lake Charles
Oro Financial, Inc.	H	Miguel Uria	New Orleans
Overton Construction Company	AF	Doris Overton, Sr.	Baton Rouge
P & H Fire and Safety	AF	Ralph E. Hutchinson	Lafayette
P D Q Construction, Inc.	AF	I. A. Norman	Shreveport
P.D.Q. Contractors, Inc.	AF	Gay Hebert	Lake Charles
P. B. and Associates	AF	Henderson Johnson	Alexandria
P. B. Laminations, Inc.	AF	Pervis D. Brown	Out-of-State
P. R. Contractors, Inc.	AF	Cedric Patin	Baton Rouge
PAC Unlimited, Inc.	W/W	Patricia Childress	Shreveport
Pages Typing & Copy Center	AF	Bobbie J. Clark	Baton Rouge
Paige Communications Corp. of Louisiana	W/W	Rita M. Allaire	New Orleans
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Parker & Fraser, CPAs	W/W	Lisa Fraser	New Orleans
Pat's Petroleum Products, Inc.	W/W	Charlotte Guidry	Lafayette
Patricia Lego Lewis, CPA	AF/W	Patricia L. Lewis	Baton Rouge
Paul Lewis-Paving Contractor	AF	Paul Lewis	Alexandria
Pauline's Collectibles	W/W	Ansavelia Jordan	Lafayette
Payne Steel Erectors, Inc.	A/PI	Goefrey Payne	Out of State
PC Tech Personal Computers	W/W	Leona F. Benoit	Lafayette
PCI International, Inc.	H	L. Felipe C. Decastr	Lafayette
Peddada Consulting Engineers A. V.	A/PI	A. V. Peddada	Alexandria
PEL Logistic, Inc.	AF	Eugene H. Moody	New Orleans
Pelican Products Manufacturing Corp.	W/W	Carole F. Rougeau	Lafayette
Penico Corporation	AF	Philip Ofirih	Baton Rouge
Pennington Seismic Exchange, Inc.	W/W	Paula Courtney	New Orleans
Penton Construction Co., Inc.	AF	Ar-Lillian Penton	Shreveport
People Construction, Inc.	AF	Charles L. Ford	Alexandria
Perry's In Progress	AF	Rick C. Perry, Jr.	New Orleans
Personal Cleaning Service	W/W	Gail G. Engolio	Baton Rouge
Personal Computer Services	AF	Brady A. Alfred	Lake Charles
Peter Judlin, Inc.	H	George Balbuena, Sr.	New Orleans
Phil's Enterprises	AF	Phyllis Angelle Roy	Lafayette
Phillips, Carpet, Furniture and Drapery Clean	AF	George Phillips, Jr.	Lafayette
Phoenix Industries, Inc.	AK	R.W. Chair	Baton Rouge
Phylway Construction, Inc.	W/W	Phyllis Adams	Houma
Picture Perfect	W/W	Betty P. Toms	Monroe
Pierce Foundations, Inc.	AF	Roy T. Pierce	New Orleans
Plain Dealing Trucking Co. Inc.	AF	L. J. Harris	Shreveport
Plant Care, Inc.	W/W	Benay L. Bernstein	New Orleans
Plantation Square II, Inc.	W/W	Bobbie R. Whorton	Shreveport
Plumbing Specialty Company, Inc.	W/W	Lorraine P. Martin	New Orleans
Polote Corporation	AF	Benjamin Polote	Out-of-State
Poly Carb, Inc.	A/PI	Tatanjit S. Sondhe	Out-of-State
Pott's Distributing, Inc.	AF/W	Mable Potts	Monroe
Potts Industries, Inc.	AF/W	Mable Potts	Monroe
Power Sytsems International, Inc.	A/PI	Mohammad A. Malek	New Orleans
PR Contractors, Inc.	AF	Cedric Patin	Baton Rouge
Preferred Construction Service, Inc.	AF	Anthony G. Pellerin	Lafayette
Prep Center	W/W	Lois Jordan	Monroe
Primary Electric, Inc.	AF	John I. Bickhan, Sr.	New Orleans
Prime Property Management, Inc.	W/W	Nancy Ferney	Baton Rouge
Prime Sports	AF	Edward L. Davis	Lake Charles
Printex Enterprises, DBA Quick Print	W/W	Georgia West	Alexandria
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
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Professional Security & Sound	AF	Lyle A. Barrois	New Orleans
Professionals, The	AF	Dominic Akpuomobude	Baton Rouge
ProGas, Inc.	W/W	Ann Marie Spivey-Burg	New Orleans
Project Management and Marketing, Inc.	AF/W	Marjorie Sulcer	Baton Rouge
Providence Soil Movers, Inc.	W/W	Sue Warren	Monroe
Public Vending Service, Inc.	W/W	Clara K. Sharkey	Baton Rouge
Purnell Construction Co., Inc.	AF	Eric Purnell	Baton Rouge
QSystem Computers, Inc.	W/W	Salman Farooq	Lafayette
Quality Educational Enterprises, Inc.	AF	Duncan A. Waters	New Orleans
Quality Maid Service of Baton Rouge	AF	Dianne Hall	Baton Rouge
Quality Office Supply, Ltd.	AF/W	Velma Jean Tarver	Shreveport
Quick Serve Food	AF	Mallory Allen	Houma
R & C Electronics	AF	Willie O. Richard	Baton Rouge
R-C-I, Inc.	AF	Leon Calloway	New Orleans
R-Square Investments, Inc.	W/W	Mary L. Pierce	Baton Rouge
R. B. Paper & Chemicals	W/W	Barbara Ann Gaubert	Lafayette
R. C. Investments, Inc.	AF	Effie W. Carter	Baton Rouge
R. E. Jenkins, Inc.	W/W	Jeanie S. Jenkins	Baton Rouge
R. R. & M. Enterprises, Inc.	AF	Rosevelt Cade	Baton Rouge
Rabalais Masonry, Inc.	W/W	Ruby Rabalais	Alexandria
Racquet Run Health & Fitness Center	H	Eliot L. Diaz	Shreveport
Rahman and Associates, Inc.	A/PI	A. Rahman Bhatti	New Orleans
Ralph Kiper & Associates of Baton Rouge	W/W	Kitty Kiper Rouse	Baton Rouge
Randall Smith Construction Company	W/W	Joyce Rhodes-Elson	Baton Rouge
Rapides Janitor Service, Inc.	W/W	Patricia A. Hebron	Alexandria
Rattle-Gator Construction, Inc.	W/W	June T. Phelps	Monroe
Ray-Bar Contractors, Inc.	AF	M. L. Raymond	Baton Rouge
RCS Contractors, Inc.	H	Roland Alonso	Baton Rouge
RDL International	W/W	Diana Lennon	Lafayette
Reagan Textiles, Inc.	W/W	Priscilla Ourso	Lafayette
Red River Industrial and Safety Supply	AF	Robert Joffrion	Alexandria
Reichardt Co., Inc., The	W/W	Leona W. Reichardt	Lafayette
REMADOSER, Inc.	AF	Eldridge C. Daniel	Lake Charles
Republic Valve Service, Inc.	W/W	Diane Bardwell	Baton Rouge
Richard Pest Control	AF	Lee W. Richard	Monroe
Riley Paving Company	NA	Claude Riley	Out of State
Risk Analyst, Inc.	AF	Terrence Lane	Lafayette
Roadworx Supply Co., Inc.	AF	Eulis Moore	Baton Rouge
Robbins Consultants, Inc./Temp Force	W/W	Sharyn A. Robbins	New Orleans
Robison Fence Co.	W/W	Katie P. Robison	Baton Rouge
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
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RODCO Trucking, Inc.	W/W	Melinda Roddy	Houma
Ronnee Strickland & Associates	W/W	Ronnee Strickland	Baton Rouge
Rufino's Painting & Contracting, Inc.	H	Rufino Saavedra	New Orleans
Rural Collections & Tire Recycling	W/W	Glenda S. Gates	Shreveport
Rural Transit Express, Inc.	AF	C. J. Gilliam	Baton Rouge
S & H Construction Co. Inc.	AF	Albert Smith	Baton Rouge
S & W Const. & Materials Co., Inc.	W/W	Denise Johnson	Out of State
S.J. Thomas Mobile Home Service	AF	Sidney Thomas	Lafayette
S.M. Cooper Corporation	AF/W	Sondra M. Cooper	Alexandria
S. Serda Corporation	H	Santos Serda	Baton Rouge
S.V. Trucking	AF/W	Sandra V. Morgan	Houma
Sammie Johnson Janitorial Service	AF/W	Sammie Johnson	Monroe
Sara A. Roberts, CPA	W/W	Sara Ann Roberts	Lake Charles
Schorling Enterprises, Inc.	W/W	Jonnie Lee Schorling	New Orleans
Scientific Consultants, Inc.	AF	Dennis Dahmer	Baton Rouge
Scioneaux, Inc.	W/W	Cynthia H. Scioneaux	Houma
Scott Construction Company	AF	Lee E. Scott	Out of State
SDOT, Inc.	AF	Grafton L. Tucker	Shreveport
Security Patrol Agency, Inc.	AF	Thomas Vallot, Jr.	Lafayette
Sencore Properties	W/W	Penny Mutz	New Orleans
Servcorp International	W/W	Penny Mutz	New Orleans
Service Auto Air of Acadiana, Inc.	W/W	Patricia M. Howse	Lafayette
Service For Industry, Inc.	W/W	Bette Jo Heaslip	Baton Rouge
Service One Janitorial, Inc.	AF	Richard W. Moore	Baton Rouge
Service Plus Realty	AF/W	Evora Morrison	Shreveport
Sewell Medical Supplies	AF/W	Gary L. Sewell	Monroe
Shamrock Turbine Specialists, Inc.	W/W	Marcella C. Flanagan	New Orleans
Sharper Image Male Shop	AF/W	Hazel Dudley	Shreveport
Sheer Glory Enterprises	AF/W	Jean M. Williams	Lake Charles
Ship to Shore Company	W/W	Sheron Faulk	Lake Charles
Sigma Consulting Group, Inc.	NA	Stephen J. Brasuell	Baton Rouge
Signs Now	AF/W	Michelle G. Gobert	New Orleans
Simmons Janitorial Service	AF/W	Hattie M. Simmons	Monroe
Sims Enterprises, Inc.	AF	Levi Sims	Out-of-State
Slick Construction Company	W/W	Sherald R. Smith	Lafayette
Smith Temporary Office Services, Inc.	W/W	Ella Mae Smith	New Orleans
Smithco Enterprises Ltd., Inc.	W/W	Carole I. Smith	Baton Rouge
Society De Chaste	AF/W	Joseph & Ida Washington	Baton Rouge
Solimar International, Inc.	W/W	J. A. Hooper	Lafayette
Something Special Furniture Store	AF	Gerald P. Mercadel	New Orleans
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
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Southern Advertising Associates	H/W	Diane Baum	Shreveport
Southern Guard Service, Inc.	W/W	Ethel Gautreaux	Houma
Southern Radio Supply Co.	W/W	Elmira Perrin	New Orleans
Southland Construction Co.	AF	Yourick Lavine, Jr.	Houma
Special Look Beauty Salon & Flavors Sno-Ball	AF/W	Jo Anne Jules	Houma
Speciality Sales, Inc.	NA	E. J. Cruickshank	Out-of-State
Specialty Diving, Inc.	W/W	Deborah Wallace	Baton Rouge
Spiral Metals Corporation of Baton Rouge	AK	Donald H. Oatley	Baton Rouge
Spooner & Associates, Inc.	AF	Willie Spooner	Baton Rouge
Spurlock Demolition Co., Inc.	AF	Otis L. Spurlock	Baton Rouge
St. Pierre Fence Co., Inc.	W/W	Diane St. Pierre	Houma
Stanley Security Co.	AF/W	Audrey Stanley	New Orleans
Stevens Associates	W/W	Marcia A. Stevens	New Orleans
Stevens House Interiors	W/W	Beverly Stevens	Lake Charles
Stewart's Appraisal Service	AF	Samuel Stewart	Out of State
Street Signs, Inc.	W/W	Angela Street	Baton Rouge
Subra Company, Inc.	W/W	Wilma A. Subra	Lafayette
Summit Construction, Inc.	H	Manuel Canales	Monroe
Sun Belt Builders, Inc.	H/W	Jody Walker	Baton Rouge
Sunshine Touch, The	W/W	Yolanda Bradshaw	New Orleans
Super Job Janitorial Service	AF	James M. Turner	Baton Rouge
Superior Landscape & Maintenance Co.	H	Rafael Azuara, Jr.	Baton Rouge
Supreme Publishing Company	AF/W	Sandra Curley	Lafayette
Susan H. Sklar Planning & Community Develo	W/W	Susan H. Sklar	Baton Rouge
Susan L. Philips Company	W/W	Susan Philips	Baton Rouge
Sweet Magnolia Landscaping, Inc.	AF	Hollis K. Irving, Sr.	New Orleans
Sylvester's Supplies	W/W	Burnal R. Sylvester	Lafayette
Sylvia C. Pastrano, Inc.	H/W	Sylvia C. Pastrano	New Orleans
T & M Fence	AF	Jerry Thomas	Shreveport
T-Rose Construction	W/W	Terri B. Robinson	Monroe
T.R. Jones Maintenance Contractors, Inc.	AF	Tommy R. Jones, Sr.	Houma
Tangi Construction Co. Inc.	W/W	Lucile N. Bellavia	Baton Rouge
Taylor Contractors	AF	Paul Taylor, Sr.	Lafayette
Teague Rental Equipment, Inc.	W/W	Martha B. Teague	Baton Rouge
Teal Office Products, Inc.	AF/W	Willie Teal	Baton Rouge
Technical Innovations, Inc.	W/W	Judith A. Bosse	New Orleans
Technical Marketing, Inc.	AF	Derek D. Griffin	Shreveport
Technical Writing Associates	W/W	Jean R. Watson	New Orleans
Technologies Limitless	H	Israel R. Cabrera	Baton Rouge
Terryco Builders, Inc.	AF	Jim Spearman	Shreveport
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
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The Cove R.V. Resort, Inc.	W/W	Dolly Diez	Baton Rouge
The Dudley Company	AF/W	Hazel Dudley	Shreveport
The Mabyn Kean Agency, Inc.	W/W	Mabyn K. Shingleton	Baton Rouge
The Natural Solution, Inc.	W/W	Jeri Sue Heath	Shreveport
The Slide Source	W/W	Mabyn K. Shingleton	Baton Rouge
The Washington Hackett Company, Inc.	AF	Toni Hackett Antrum	New Orleans
Thermo Technics HVACR	AF	Raymond Hill	Shreveport
Thibodeaux Construction, Inc.	AF	John W. Thibodeaux	Lake Charles
Thomas Sand and Gravel Co., Inc.	W/W	Michael T. Jones	Baton Rouge
Thornton Company	AF	Robert Thornton	New Orleans
Three - Five Construction	AF	Andrew Davis, Jr.	Shreveport
Three J's Shop	AF	Arnall J. Thomas	Monroe
Tioy Building Services, Inc.	AF	Charles Cho	New Orleans
Total Products & Services, Inc.	W/W	Nancy Rose	Baton Rouge
Travel Shoppe, The	W/W	Raye Lee Simpson	Baton Rouge
Tri Star Construction Company, Inc.	AF	Manny Gutierrez	New Orleans
Tri-Chem Industries, Inc.	W/W	Lesile C. Hollis	Baton Rouge
TRICHEM Chemical Supply	W/W	Helga Barnes	Baton Rouge
Triple - T Trucking & Construction, Inc.	W/W	Georgene Shunk	Shreveport
Triple L. Management Corporation	AF	William F. Lott	Shreveport
Tureaud & Associates	AF/W	Jane V. Tureaud	New Orleans
Two Feathers Enterprises, Inc.	NA	Charlene Steele	New Orleans
U.S. Enterprises, Inc.	AF	Gregory T. Red	Lafayette
UATC & Associates	AF	William Lewis	New Orleans
Ultimate Choice and Beauty Supplies	AF/W	Kimberly Banks	Baton Rouge
Ultimate Marketing, Inc.	AF	David B. St. Etienne	New Orleans
Ultra Computer Systems	W/W	Diane Iles	Baton Rouge
UMD Enterprises, Inc.	AF	Ulysses McDaniel	Shreveport
Uniformity School and Work	AF	Eula Fisher	New Orleans
Uniforms for "U," Inc.	W/W	Betty C. Barton	Lafayette
Unique Reflections Incorporated	AF	Karyn Washington-Sylve	New Orleans
United Building Services & Supply Company	A/PI	Augustine Cho	New Orleans
United Enterprises of Shreveport, Inc.	AF	Cheryl T. Morgan	Shreveport
United Industrial Services	AF	Armando L. Sotomayor	New Orleans
United Office Supply & Equipment Company	W/W	Carolyn Cockrill	Lake Charles
United Office Supply, Inc.	W/W	Shirley Sayes	Alexandria
Unlimited Resources	AF/W	Tabitha Richard	Lafayette
USA Travel	AF/W	Gwen Carter	New Orleans
Vacuum Cleaner Hospital of Jewella Avenue	W/W	Emily S. Crace	Shreveport
Veronica Industries, Inc.	W/W	Veronica Costanza	New Orleans
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Minority and Women's Businesses Certified by DOTD & DED-MWBE During Fiscal Year 1994			
Firm Name	Classification	Owner's Name	Region
Vidrine Office Supply, Inc.	W/W	Dolores Vidrine	Houma
Vilaret Construction Services, Inc.	H/W	Gloria Vilaret	Baton Rouge
Virginia A. Anthony, Attorney At Law	W/W	Virginia A. Anthony	Baton Rouge
W & L Janitor Service	AF	Joseph Wesley Lewis	Lafayette
W. D's Janitorial Service	AF	Welton Bowie	Baton Rouge
W. B. Company, Inc	AF	Willie Bonvillain	Houma
W. D. Scott Group, Inc.	W/W	Judith A. Scott	New Orleans
W. E. Epting Advertising Group, The	AF	Willie E. Epting	Monroe
W. L. Ard Construction Company	AF	Walter L. Ard	Baton Rouge
W. O. Johnson & Associates	AF	Willie O. Johnson	New Orleans
W. W. Company	AF	Michael Williams	Shreveport
W2MD Technologies, Inc.	W/W	Denisce M. McCurley	Baton Rouge
Washington Janitorial Service	AF	James Washington	Monroe
Washington's Cleaning Service	AF/W	Augusta Washington	Monroe
Watashi Enterprises	AF/W	Joyce E. Lang	Baton Rouge
Watts/Wohl & Associates, Inc.	W/W	Kathryn More Wohl	New Orleans
Weber Home Improvements of New Orleans	W/W	Gloria Winn	New Orleans
West Side Masonry, Inc.	AF	Paul F. Bassett, Sr.	Baton Rouge
Westbank Paper & Janitorial Supply, Inc.	AF	Leon Roche'	New Orleans
Western Temporary Service	W/W	Kathryn W. Littlepage	Alexandria
Weston Enterprises	AF	Charlie Weston	Monroe
Westside Fence Co., Inc.	W/W	Margaret M. Alfortish	New Orleans
Westwood, Inc.	W/W	Janice R. Amar	Baton Rouge
Wetzel Company The	W/W	Elizabeth Wetzel	New Orleans
Wilbert Guilford, CPA	AF	Wilbert Guilford	New Orleans
Willis, Inc. John H.	AF	John H. Willis	Shreveport
Wimbley Construction Company	AF	Larry Wimbley	Shreveport
Winchell Company, Inc. R. M.	W/W	Ellen S. Winchell	Lafayette
Winford Co., Inc.	W/W	Charlotte Winford	Shreveport
Wixson Management Services, Inc.	W/W	Ernestine S. Wixson	Monroe
Wizkill, Inc.	AF	Clifford T. Watts	Lafayette
Wordtec of LA., Inc.	W/W	Margaret E. Allen	Shreveport
Work Zone, Inc.	W/W	Beverly G. Seamon	New Orleans
World Training Center, Inc.	AF	Gayla Chambers	Baton Rouge
Wright's Sewing & Alteration Monograms	AF/W	Irma Wright	Alexandria
AF-African American		NA - Native American	
AF/W- African American Women		AK - Native Alaskan	
W/W - White Women		H - Hispanic	
A/PI - Asian Pacific Islander		H/W - Hispanic Women	
A/PI/W - Asian Pacific Islander Women			

Appendix B

Minority and Women's Business Enterprise Survey Results

Appendix B: Analysis of Survey Responses

Three hundred thirty-eight responses were received out of the 796 surveys sent out. The reply interval was limited to 35 days. We discontinued efforts to re-send surveys that were returned due to change of address after 20 days. Any surveys received after the deadline were examined for content.

Questions 1, 2, and 3 ask for the company's name, address, and the owner(s) name.

Question 4. How long have you been certified by the state?

The total number of months respondents were certified for the program was 14,075. When divided by the number of responses, 337, (one respondent did not answer this question) the average length of time respondents have been certified for the program is 41.7656 months or 3 1/2 years.

Question 5. Will you seek recertification?

307 answered Yes (90.83 percent), 26 answered No (7.69 percent), and 5 (1.48 percent) did not answer this question.

Question 6. Has certification improved your business?

136 answered Yes (40.24 percent), 186 answered No (55.03 percent), and 16 (4.73 percent) did not answer this question.

Question 7. Does the certification agency assist your business after certification?

103 answered Yes (30.47 percent), 210 answered No (62.13 percent), and 25 (7.40 percent) did not answer this question.

Question 8. Have you become a participant in the state set-aside procurement program?

82 answered Yes (24.26 percent), 238 answered No (70.41 percent), and 18 (5.33 percent) did not answer this question.

Question 9. What percentage of your operating income is attributable to private sector activity and what percentage is attributable to the state set-aside program?

The responses received to this question were contradictory. In some cases, the respondent would state that he/she received 70 percent of his/her business income from private sources and either not fill in the amount from public/set-aside sources or show a percentage that when combined with the 70 percent totaled less than 100 percent. For this reason, the results of this question must be evaluated separately for income from private sources and income from public/set-aside sources.

Percentage of income from private sources:

- 33 (9.76 percent) answered 1 percent to 30 percent of income from private sources.
- 16 (4.73 percent) answered 31 percent to 60 percent of income from private sources.
- 210 (62.13 percent) answered 61 percent to 100 percent of income from private sources.
- 79 (23.37 percent) either answered 0 percent or did not answer this portion of question 9.

Percentage of income from public/state set-aside sources:

- 59 (17.46 percent) answered 1 percent to 30 percent of income from public/set-aside sources.
- 17 (5.03 percent) answered 31 percent to 60 percent of income from public/set-aside sources.
- 32 (9.47 percent) answered 61 percent to 100 percent of income from public/set-aside sources.
- 230 (68.05 percent) either answered 0 percent or did not answer this portion of question 9.

Question 10. Has listing in the Directory of Minority and Women's Business Enterprise helped you obtain business contact from: (Circle all that apply.) 122 respondents answered this question. Their responses are ranked by the number of times that type of contact was circled.

Louisiana businesses	57	State educational institutions	21
State departments	50	Levee boards	20
Parish governments	35	Port authorities	16
Out-of-state businesses	31	State boards	15
Individuals	26	Vendor associations	9
Municipal governments	23	State commissions	8

The remaining 216 returned surveys did not show a response to this question.

Question 11. Since firms may not be reporting in good faith, do you know of any currently certified businesses that do not meet the criteria for certification?

12 (3.55 percent) answered Yes, 288 (85.21 percent) answered No, and 38 (11.24 percent) did not answer this question.

Question 12. If so, have you reported complaints to any of the following: (Circle all that apply.)

District Attorney	Division of Minority and Women's Business Enterprise
State Attorney General	Department of Transportation and Development, Compliance Division
State Inspector General	Division of Administration, Office of State Purchasing
News Organizations	Governor's Office of Minority Affairs
Advocacy or Trade Groups	Better Business Bureau or other consumer protection
Other (please specify action)	

Only 10 (2.96 percent) of the respondents answered this question; the remaining 328 (97.4 percent) left the question blank. Two of the respondents said they only contacted the DMWBE; two said they contacted the DMWBE, Better Business Bureau, and advocacy groups; one contacted DOTD only; one contacted DOTD and an advocacy group; one contacted the City of Shreveport; one contacted the District Attorney, news organizations, and the Better Business Bureau; one contacted the LSU Medical Center in Shreveport; and the last one said he/she never reported the information to anyone.

Survey of Minority and Women's Business Enterprises
Louisiana Office of the Legislative Auditor

This questionnaire is designed to sample participant satisfaction with the state's minority and women's business enterprise set-aside procurement program. If you do not participate in the state procurement program, please fill out those parts of the form that apply to your firm. We regard this proprietary and trade data to be confidential information.

1. Company Name: _____

2. Company Address: _____

City: _____ Zip Code: _____ Phone: () _____

3. Owner(s) Name: _____

4. How long have you been certified by the state? _____

5. Will you seek re-certification? (Please circle correct answer) Yes No

6. Has certification improved your business? Yes No

7. Does the certification agency assist your business after certification? Yes No

8. Have you become a participant in the state set-aside procurement program.? Yes No

9. What percentage of your operating income is attributable to private sector activity and what percentage is attributable to the state set-aside program? ___% private; ___% public/set-aside

10. Has listing in the Directory of Minority and Women's Business Enterprise helped you obtain business contact from: (circle all that apply)

state boards	parish governments	Louisiana businesses
state commissions	municipal governments	out of state businesses
state departments	port authorities	vendor associations
state educational institutions	levee boards	individuals

11. Since firms may not be reporting in good faith, do you know of an currently certified businesses that do not meet the criteria for certification? Yes No

12. If so, have you reported complaints to any of the following: (circle all that apply)

District Attorney	Division of Minority and Women's Business Enterprise
State Attorney General	Dept. of Transportation and Development, Compliance Div.
State Inspector General	Division of Administration, Office of State Purchasing
News Organizations	Governor's Office of Minority Affairs
Advocacy or Trade groups	Better Business Bureau or other consumer protection agency
Other (please specify action) _____	

Appendix C

Ranking of Minority and Women's
Business Enterprises' Receipts
by Region

**Ranking of Minority and Women's Business Enterprises' Receipts by Region
Certified Enterprises Receipts Under the Minority and Women's Procurement Program**

Region	Rank	Vendor Number	Enterprise Name and Additional Vendor Numbers	Expenditures
New Orleans	1	54393	Work Zone, Inc.	\$1,914,424.07
New Orleans	2	DOTD	Hamp's Enterprises, Inc.	503,479.00
New Orleans	3	21240	A-Z Office Supply and Equipment, Inc.	373,330.77
New Orleans	4	28887	Munoz & Associates Contractors, Inc.	325,389.00
New Orleans	5	27592	C & S Consultants, Inc.	300,000.00
New Orleans	6	44002	Delta Export Pharmacy, Inc.	262,361.78
New Orleans	7	77522	Entre' Computer Center	214,157.39
New Orleans	8	43748	Nolmar Corporation	213,723.60
New Orleans	9	05643	C. C. Systems, Inc.	157,572.00
New Orleans	10	53828	Duplessis & Sons, Inc. Leon	89,294.00
New Orleans	11	53987	Ultimate Marketing, Inc.	64,770.69
New Orleans	12	52946	Dussett Office Products	62,798.60
New Orleans	13	85390	Nurses Registry, Inc.	58,519.50
New Orleans	14	55217	A & A Enterprises, Inc.	58,020.00
New Orleans	15	19295	Mule Durel, Inc.	50,586.53
New Orleans	16	49667	Elena Barone Sales, Inc.	42,641.84
New Orleans	17	84870	Computer Forms & Supplies, Inc.	38,639.92
New Orleans	18	13082	Metro Consulting & Research Firm, Inc.	37,805.44
New Orleans	19	23509	Alliance Business Products, Inc.	36,602.61
New Orleans	20	56787	International Suppliers, Inc.	35,635.08
New Orleans	21	27377	Plumbing Specialty Company, Inc.	35,090.79
New Orleans	22	71398	Louisiana Evaluation Enterprise dba Evaluation Resource	29,500.00
New Orleans	23	07869	Southern Radio Supply Co.	21,769.42
New Orleans	24	49845	Westbank Paper & Janitorial Supply, Inc.	12,880.52
New Orleans	25	DOTD	Artis Steel and Concrete Co.	9,233.00
New Orleans	26	54538	Jewel Elevator Services, Inc.	9,105.74
New Orleans	27	12798	Long Electrical Supply, Co., Inc.	7,872.74
New Orleans	28	41191	Quality Educational Enterprises, Inc.	7,100.90
New Orleans	29	N/A	Guilford & James, CPAs	6,960.00
New Orleans	30	69894	Sylvia C. Pastrano, Inc.	6,446.66
New Orleans	31	27749	Westside Fence Co., Inc.	6,011.31
New Orleans	32	DOTD	ARW, Inc.	6,000.00
New Orleans	33	49957	Borne Business Machines, Inc.	5,696.90
New Orleans	34	54531	Embosser Sales & Service, Inc.	5,057.98
New Orleans	35	61278	Dependable Janitorial Services, Inc.	3,434.50
New Orleans	36	03510	Carlo Ditta, Inc.	2,616.00
New Orleans	37	29844	Mathews Office Systems & Equipment, Inc.	2,010.78
New Orleans	38	47154	First Communications Company	1,444.32
New Orleans	39	07409	Ace Cleaning Service, Inc.	1,329.95
New Orleans	40	06042	Signs Now	1,236.84
New Orleans	41	42606	Murphy Construction Co., Inc.	1,011.36
New Orleans	42	60785	Hodge B & A	481.60
New Orleans	43	25460	Schorling Enterprises, Inc.	271.80
New Orleans	44	13759	Oliver H. Van Horn Co., Inc.	182.47
New Orleans	45	19473	John-Henry Enterprises, Inc.	80.00
Total New Orleans Region Expenditures				\$5,022,577.40

**Ranking of Minority and Women's Business Enterprises' Receipts by Region
Certified Enterprises Receipts Under the Minority and Women's Procurement Program**

Region	Rank	Vendor Number	Enterprise Name and Additional Vendor Numbers	Expenditures
Baton Rouge	1	16573	S & H Construction Co., Inc.	\$1,195,103.00
Baton Rouge	2	DOTD	RCS Contractors, Inc.	1,093,316.00
Baton Rouge	3	20458	ABMB Engineers, Inc.	638,491.00
Baton Rouge	4	27590	Gotech, Inc.	425,184.00
Baton Rouge	5	40599	Carlson Travel Network/Mundus Travel	397,536.90
Baton Rouge	6	40848	B. L. Stationery, Inc.	387,546.76
Baton Rouge	7	94870	CPT of Baton Rouge, Inc.	386,368.09
Baton Rouge	8	45078	Cajun Office Supplies, Inc.	377,873.11
Baton Rouge	9	DOTD	Ray-Bar Contractors, Inc.	372,917.00
Baton Rouge	10	27584	Cole's Construction Co.	323,229.00
Baton Rouge	11	43965	Asphalt Products Unlimited, Inc.	287,222.37
Baton Rouge	12	DOTD	MEL, Inc. Consultants	276,636.00
Baton Rouge	13	28866	Gutcon, Inc.	254,734.00
Baton Rouge	14	DOTD	PR Contractors, Inc.	247,800.00
Baton Rouge	15	16320	Teal Office Products, Inc.	244,686.15
Baton Rouge	16	42416	Compliance Consultants, Inc.	200,000.00
Baton Rouge	17	52680	Computer Services, USA, Inc.	179,149.14
Baton Rouge	18	46492	L & L Industries	172,509.13
Baton Rouge	19	52491	Tangi Construction Co., Inc.	171,776.00
Baton Rouge	20	27204	Sigma Consulting Group, Inc.	141,200.00
Baton Rouge	21	DOTD	JMS Engineers	132,481.00
Baton Rouge	22	43257	Vilaret Construction Services, Inc.	116,289.00
Baton Rouge	23	74740	Formosa Computers	110,370.42
Baton Rouge	24	48234	Mino, Inc.	105,400.75
Baton Rouge	25	DOTD	Dianne's Construction, Inc.	98,757.00
Baton Rouge	26	93040	Brumfield's Janitorial Service	95,408.00
Baton Rouge	27	24490	Ultra Computer Systems	85,078.80
Baton Rouge	28	51461	Bobcat Computers, Inc.	44,736.02
Baton Rouge	29	29685	Baker Printing Co., Inc.	43,325.84
Baton Rouge	30	44087	D & W Enterprises, Inc.	39,159.34
Baton Rouge	31	12776	Latil Stationery Company, Inc.	36,260.23
Baton Rouge	32	97575	Scientific Consultants, Inc.	35,273.00
Baton Rouge	33	90637	Robison Fence Co.	24,943.15
Baton Rouge	34	03749	Maintenance Protection Systems, Inc.	21,463.64
Baton Rouge	35	DOTD	Julien Enterprises	18,000.00
Baton Rouge	36	51509	Branch Creek Corporation DBA Jani-King	16,968.00
Baton Rouge	37	57782	Penico Corporation	16,934.40
Baton Rouge	38	28874	Quality Maid Service of Baton Rouge	15,695.00
Baton Rouge	39	35122	Metro Service Center	12,287.96
Baton Rouge	40	DOTD	Justice and Huang Engineers, Inc.	11,579.00
Baton Rouge	41	13606	Hammond Business Machines, Inc.	11,487.76
Baton Rouge	42	42076	Super Job Janitorial Service	11,191.20
Baton Rouge	43	95461	Service One Janitorial, Inc.	9,720.00
Baton Rouge	44	60380	Jo Ellen Kearny, CPA	7,431.00
Baton Rouge	45	13165	Thomas Sand and Gravel Co., Inc.	7,143.78
Baton Rouge	46	77433	Dream Silk Screens, Inc.	6,090.50

**Ranking of Minority and Women's Business Enterprises' Receipts by Region
Certified Enterprises Receipts Under the Minority and Women's Procurement Program**

Region	Rank	Vendor Number	Enterprise Name and Additional Vendor Numbers	Expenditures
Baton Rouge	47	54835	Architectural Alliance Interiors, Inc.	\$5,244.78
Baton Rouge	48	03128	Innovative Business Products, Inc.	4,394.00
Baton Rouge	49	43254	Spooner and Associates, Inc.	4,000.00
Baton Rouge	50	23203	Capital Auto Paint & Supplies	3,436.85
Baton Rouge	51	75029	The Slide Source / The Mabyn Kean Agency	2,931.50
Baton Rouge	52	DOTD	R. R. & M. Enterprises, Inc.	2,850.00
Baton Rouge	53	44385	Teague Rental Equipment, Inc.	2,318.00
Baton Rouge	54	74837	Acadian Advertising, Inc.	2,091.21
Baton Rouge	55	38325	A Flag Shop, Inc.	1,787.96
Baton Rouge	56	00628	Lightning Bolt & Supply, Inc.	1,700.16
Baton Rouge	57	42823	TRICHEM Chemical Supply	1,593.00
Baton Rouge	58	53457	Superior Landscape & Maintenance Co.	1,400.00
Baton Rouge	59	00634	Louisiana X-Ray Accessories, Inc.	1,350.00
Baton Rouge	60	77178	Pages Typing & Copy Center	1,305.00
Baton Rouge	61	81673	Ronnee Strickland & Associates	1,026.15
Baton Rouge	62	68330	Lavender Ladies	1,000.00
Baton Rouge	63	42609	Republic Valve Service, Inc.	980.00
Baton Rouge	64	46901	Corporate Computer Systems, Inc.	668.03
Baton Rouge	65	65973	Burriss Pharmaceutical & Medical Supply	624.04
Baton Rouge	66	19478	Hooper Ace Hardware	492.50
Baton Rouge	67	61383	Moreno Enterprises, Inc.	471.00
Baton Rouge	68	67557	Louisiana Chemical Systems	465.00
Baton Rouge	69	24227	R. E. Jenkins, Inc.	329.00
Baton Rouge	70	91514	C & E Consulting, Inc.	180.00
Baton Rouge	71	18633	C Electric	71.56
Total Baton Rouge Region Expenditures				\$8,949,462.18
Houma	1	DOTD	Chamoro Steel, Inc.	\$128,118.00
Houma	2	95600	Crown Roofing Services	23,104.12
Houma	3	58308	L & L Westbank Enterprises, Inc.	16,778.74
Houma	4	14946	Vidrine Office Supply, Inc.	10,921.28
Houma	5	78309	NAPASCO, U.S.A., LTD.	3,179.00
Houma	6	51161	IMPCO, Inc.	1,662.20
Houma	7	89642	Bayou Supply & Chemical Co.	374.58
Houma	8	54062	Scioneaux, Inc.	228.00
Total Houma Region Expenditures				\$184,365.92
Lafayette	1	21571	QSystem Computers, Inc. dba "Inacomp Computer"	\$1,752,145.98
Lafayette	2	53338	Hudson Industries, Inc.	351,278.89
Lafayette	3	39929	Lafayette Medical Enterprises, Inc.	297,926.31
Lafayette	4	DOTD	Auzenne, T. D. Associates, Inc.	167,960.00
Lafayette	5	DOTD	Ace Contracting Co.	121,418.00
Lafayette	6	52385	C & C Noel, Inc.	110,475.00
Lafayette	7	50033	Barbara's Janitorial Service & Supply	70,326.14
Lafayette	8	47878	B & M Industries, Inc.	66,241.00

**Ranking of Minority and Women's Business Enterprises' Receipts by Region
Certified Enterprises Receipts Under the Minority and Women's Procurement Program**

Region	Rank	Vendor Number	Enterprise Name and Additional Vendor Numbers	Expenditures
Lafayette	9	53578	Wizkill, Inc.	\$36,383.00
Lafayette	10	38320	Belsco, Inc.	32,633.09
Lafayette	11	48495	Fuselier's Janitorial Services & Supplies, Inc.	19,092.23
Lafayette	12	DOTD	Winchell Company, Inc. R. M.	16,560.00
Lafayette	13	50064	Coastal Timbers, Inc.	15,306.20
Lafayette	14	49393	D. S. L. Inc.	11,284.73
Lafayette	15	77018	R. B. Paper & Chemicals	6,220.55
Lafayette	16	43278	W & L Janitor Service	4,740.00
Lafayette	17	42778	Reagan Textiles, Inc.	3,088.03
Lafayette	18	12402	Barry Ready Mix	2,826.39
Lafayette	19	51870	Mike's Cleaning Service & Supplies	2,449.10
Lafayette	20	14516	Compucomm Micro Computers, Inc.	2,139.00
Lafayette	21	52158	PCI International, Inc.	1,000.00
Lafayette	22	02792	Maillet, Inc.	455.30
Lafayette	23	DOTD	Lewis Services	450.00
Lafayette	24	05274	Crazy Jim's Janitorial	325.00
Lafayette	25	08963	Chuck's	314.00
Lafayette	26	31639	Service Auto Air of Acadiana, Inc.	205.00
Total Lafayette Region Expenditures				\$3,093,242.94
Lake Charles	1	DOTD	LaVergne Construction	\$30,678.00
Lake Charles	2	54888	King's Transmission	12,075.69
Lake Charles	3	52773	Alpha Tool & Supply	3,975.99
Lake Charles	4	06251	United Office Supply & Equipment Company	3,364.86
Lake Charles	5	48547	Minute Maid Service	2,832.00
Lake Charles	6	52741	Ship to Shore Company	2,318.24
Lake Charles	7	26698	Lionel Elmer's Radiator Shop	1,856.10
Lake Charles	8	46003	REMADOSER, Inc.	1,146.00
Lake Charles	9	DOTD	Bayou Electrical Supply Co.	448.67
Total Lake Charles Region Expenditures				\$58,695.55
Alexandria	1	DOTD	B. B. Construction	\$1,705,265.05
Alexandria	2	97172	Lewis Contractor, Robert	1,342,563.00
Alexandria	3	42923	Alpha One Enterprises, Inc.	505,057.79
Alexandria	4	DOTD	Paul Lewis-Paving Contractor	440,964.00
Alexandria	5	54103	Kazette Enterprises, Inc.	172,994.95
Alexandria	6	63500	United Office Supply, Inc.	33,369.17
Alexandria	7	99393	Jordan Office Systems	17,835.76
Alexandria	8	93242	Rapides Janitor Service, Inc.	6,385.62
Alexandria	9	70973	Jefferson Roofing Company	3,000.00
Alexandria	10	41563	J. Rax Garbage Disposal Service, Inc.	2,567.14
Alexandria	11	73852	Heart City Advertising	343.50
Alexandria	12	N/A	S.M. Cooper Corporation	215.19
Alexandria	13	44122	Integrity Computers	135.00
Alexandria	14	26303	Printex Enterprises, DBA Quick Print	2.52
Total Alexandria Region Expenditures				\$4,230,698.69

**Ranking of Minority and Women's Business Enterprises' Receipts by Region
Certified Enterprises Receipts Under the Minority and Women's Procurement Program**

Region	Rank	Vendor Number	Enterprise Name and Additional Vendor Numbers	Expenditures
Shreveport	1	54176	Winford Co., Inc.	\$11,530,590.91
Shreveport	2	DOTD	Penton Construction Co., Inc.	1,063,682.00
Shreveport	3	DOTD	PAC Unlimited, Inc.	904,795.00
Shreveport	4	04544	NTB, Inc.	725,981.00
Shreveport	5	42124	Triple L Management Corporation	464,127.00
Shreveport	6	DOTD	Horton Construction Co., Inc.	428,001.00
Shreveport	7	DOTD	Wimbly Construction Company	406,174.00
Shreveport	8	DOTD	Hope Construction, Inc.	336,669.00
Shreveport	9	42741	Dixie Landscaping & Fencing Co.	333,379.00
Shreveport	10	05304	Nelson Equipment & Trucking Company	181,749.00
Shreveport	11	DOTD	W. W. Company	104,762.00
Shreveport	12	33291	Quality Office Supply, Ltd.	93,117.08
Shreveport	13	DOTD	Nora, Building & Remodeling V. C.	73,705.54
Shreveport	14	76363	Thermo Technics HVACR	57,234.14
Shreveport	15	DOTD	Terryco Builders, Inc.	47,313.00
Shreveport	16	51094	C & M Janitorial Service	15,817.54
Shreveport	17	54992	Medic Pharmacy of Ruston, Inc. dba Universal Uniforms	8,028.95
Shreveport	18	54959	Lachle Electric Co., Inc.	7,558.00
Shreveport	19	DOTD	Joe & LeBlanc Construction Co.	6,011.00
Shreveport	20	98198	Rural Collections & Tire Recycling	3,936.00
Shreveport	21	84958	United Enterprises of Shreveport, Inc.	3,760.70
Shreveport	22	DOTD	Kaji Construction Co.	3,000.00
Shreveport	23	31134	Wordtec of LA., Inc.	2,433.14
Shreveport	24	18974	Vacuum Cleaner Hospital of Jewella Avenue	2,255.34
Shreveport	25	67476	Earthnet Laboratories, Inc.	1,850.00
Shreveport	26	DOTD	Three Five Construction	1,216.00
Shreveport	27	21811	Communications Unlimited Security	350.00
Total Shreveport Region Expenditures				\$16,807,496.34
Monroe	1	DOTD	MRS Construction	\$627,139.00
Monroe	2	16027	Cooley Printers & Office Supply	413,706.53
Monroe	3	20262	Pott's Distributing, Inc.	214,904.55
Monroe	4	93492	Business Products & Design, Inc.	47,263.23
Monroe	5	45287	E & O Enterprises, Inc.	26,820.90
Monroe	6	54714	Goins Janitorial Service	10,365.00
Monroe	7	48666	Apex Janitorial Supply	2,415.83
Monroe	8	24348	J & H Supply Company, Inc.	2,157.80
Monroe	9	81825	Mid South Bolt, Inc.	599.67
Monroe	10	41937	Agape Investments, Inc.	443.20
Total Monroe Region Expenditures				\$1,345,815.71
Out-of-State	1	64782	Atwood Fence Co.	\$1,131,836.00
Out-of-State	2	DOTD	Sims Enterprises, Inc.	462,810.00
Total Out-of-State Expenditures				\$1,594,646.00
Total Eligible Expenditures				\$41,287,000.73

Appendix D

Listing of Agencies Reporting
Expenditures With Uncertified Firms

Departments Claiming Expenditures With Uncertified Firms in Fiscal Year 1994			
Rank	State Agency or Educational Institution	Amount	Firms
1	Department of Health and Hospitals	\$4,969,173.63	150
2	Louisiana State University Medical Centers	2,548,335.09	20
3	Southern University at Shreveport	409,449.04	21
4	Louisiana State University at Baton Rouge	277,123.00	6
5	Grambling State Univeristy	162,754.92	4
6	Department of Natural Resources	100,161.10	12
7	University of Southwestern Louisiana	74,245.00	7
8	Department of Agriculture and Forestry	70,000.00	1
9	Louisiana Tech University	67,285.62	4
10	Governor's Office of Women's Services	53,262.68	15
11	Board of Trustees for Employee Group Benefits	50,714.81	2
12	Department of Environmental Quality	43,682.22	13
13	Secretary of State	37,510.23	2
14	Southern University at New Orleans	36,452.49	16
15	Southeastern Louisiana University	25,895.17	7
16	Board of Trustees for Colleges and Universities	25,042.71	3
17	Southern Unversity at Baton Rouge	23,853.56	6
18	Northwestern Louisiana University	14,562.77	5
19	Department of Social Services	11,915.14	4
20	Department of Public Safety and Corrections	9,131.28	6
21	Real Estate Commission	8,939.56	2
22	Jefferson Vocational Technical Institute	7,911.42	3
23	Lafayette Vocational Technical Institute	6,379.50	5
24	Culture, Recreation and Tourism	4,830.16	3
25	McNeese State University	4,496.88	3
26	Lamar Salter Vocational Technical Institute	3,935.12	1
27	Board of Elementary and Secondary Education	3,558.00	1
28	River Parishes Vocational Technical Institute	3,330.70	1
29	Governor's Office of Veterans Affairs	3,046.18	1
30	Sullivan Vocational Technical Institute	2,380.20	1
31	Teche Vocational Technical Institute	2,316.28	2
32	Louisiana Special Education Center	2,273.35	1
33	Folkes Vocational Technical Institute	1,617.73	1
34	Louisiana School for Deaf	1,234.52	2
35	Treasury Department	1,149.08	2
36	Northeast Louisiana Vocational Technical Institute	957.50	1
37	Region 1 - New Orleans	860.00	1
38	Tallulah Vocational Technical Institute	825.35	1
39	LSU - Alexandria	814.40	2
40	Young Memorial Vocational Technical Institute	764.50	1
41	Elections and Registrations	652.00	1
42	Jeff Davis Vocational Technical Institute	563.54	1
43	Department of Civil Service	426.92	1
44	Louisiana State University at Shreveport	389.44	1
45	Licensing Board for Contractors	334.00	1
46	Baton Rouge Vocational Technical Institute	67.00	1
47	Department of Insurance	10.00	1
Total Expenditures With Uncertified Firms		\$9,074,613.79	

Appendix E

Agency Responses

Response of
Department of
Economic Development



Edwin W. Edwards
Governor

State of Louisiana

DEPARTMENT OF ECONOMIC DEVELOPMENT

May 17, 1995

Kevin P. Reilly
Secretary

Dr. Daniel G. Kyle, CPA, CFE
Legislative Auditor
State of Louisiana
Post Office Box 94397
Baton Rouge, Louisiana 70804-9397

Dear Dr. Kyle:

We have reviewed your report on the performance audit of the Division of Minority and Women's Business Enterprise including the tables and appendices along with the recommendations.

We offer the following response to the report's exceptions and recommendations as listed in the Executive Summary.

MANAGEMENT CONTROL

The deficiencies noted under management control are being addressed. Two years ago, at the request of the Executive Director of DMWBE, the Department's Information Systems Division began work on a program to automate the agencies' compliance reports. The automation of the compliance report will give the Division the capability to produce reports that will provide information as outlined in Items 2, 3 and 4 under your recommendations. It will also flag those firms that are not certified and those that provided an affidavit attesting to their minority or woman status.

The programming for this project was given a low priority status in the Department, which has delayed completion of programming and final implementation. I have instructed the Information Systems Division to give this project a higher priority ranking so that the programming can be completed. As a result of these instructions, the Information Systems Division has given this project a re-start date of September, 1995 with an expected programming completion date of December, 1995. There will be a four-month period of pilot testing. We anticipate bringing all agencies with the capability on line by May 1, 1996.

The Division will also provide state agencies and educational institutions with more frequent updates of the Directory of Minority and Women Businesses. The updated directory will give those agencies the capability to verify a firm's status before including it on their quarterly report.

Dr. Daniel G. Kyle, CPA, CFE
May 17, 1995
Page 2

CODIFY AN AFFIDAVIT PROCEDURE

The Division has gotten the approval of the Division of Administration for an affidavit that will be used by state agencies which will allow them to credit expenditures to uncertified companies who otherwise are owned and controlled by minorities or women, per LSA-R.S. 39: 1957(B). A rule will be promulgated in accordance to R.S. 39: 1957(B) to include the affidavit procedure in the Louisiana Administrative Code.

ON-SITE REVIEW

I agree with your statement that performing on-site reviews will help reduce the risk of certifying businesses that are not both controlled and operated by minorities or women. In January, 1995, the Division began making on-site reviews for each new applicant for certification. *This practice is now a part of the Division's standard operating procedure.*

CERTIFICATION PERIOD

The Department has drawn up proposed legislation that will change the certification period from one (1) year to three (3) years. These changes are embodied in HB 1484 of the 1995 Regular Session of the Legislature.

We appreciate the work your staff has done on this performance audit. We are certain the recommendations that grew out of this audit will assist us in delivering a quality service to the residents of this state.

Sincerely,



Kevin P. Reilly, Sr.
Secretary of Economic Development

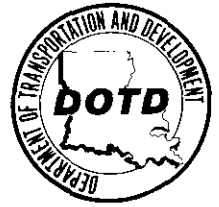
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Response of
Department of
Transportation and Development



EDWIN W. EDWARDS
GOVERNOR

STATE OF LOUISIANA
DEPARTMENT OF TRANSPORTATION AND DEVELOPMENT
P. O. Box 94245
Baton Rouge, Louisiana 70804-9245



JUDE W. P. PATIN
SECRETARY

June 2, 1995

Dr. Daniel G. Kyle
Legislative Auditor
State of Louisiana
Post Office Box 94397
Baton Rouge, Louisiana 70804-9397

Dear Dr. Kyle:

This is in response to the performance audit report on the Minority and Women's Business Enterprise program requested by House Concurrent Resolution No. 48, of the Third Extraordinary Session.

We wish to thank you and your staff for the professional manner in which this audit was performed and the minimal amount of disruption it caused our Compliance Programs Directorate.

We would be interested in reviewing the actual survey responses, particularly any information concerning complaints which have been filed with our Compliance Programs Directorate.

If I can be of further assistance, please contact me or Ms. Frances Gilson, (504) 379-1382.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Patin", with a long, sweeping underline.

Jude W. P. Patin
Secretary