



Illinois Tollway **DIVERSITY**

Driving Economic Opportunities

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Chief of Diversity and Strategic Development

October 15, 2020

AGENDA

Construction and Professional Services Awards

Weekly Webinar Series

Small Business Initiative

Small Contractor Focus Groups

Program Updates

- Technical Assistance
- Partnering for Growth
- Earned Credit Program
- ConstructionWorks



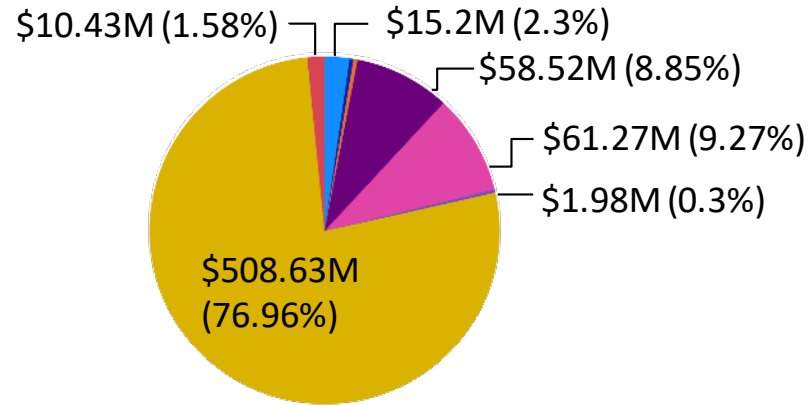
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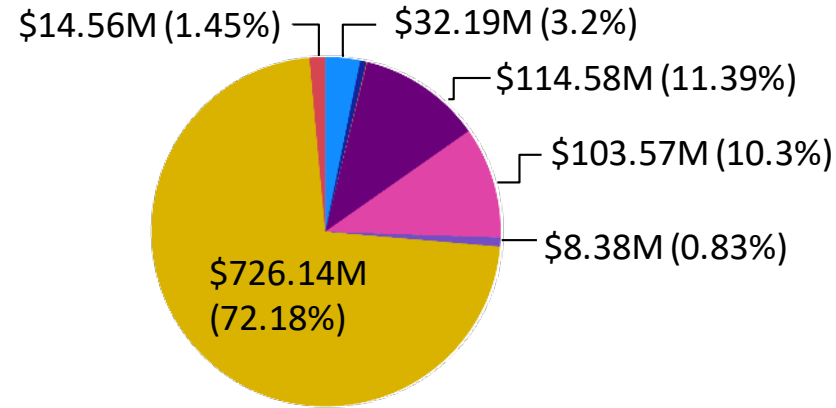


CONSTRUCTION AND PROFESSIONAL SERVICES AWARDS

2019 CONSTRUCTION AWARDS

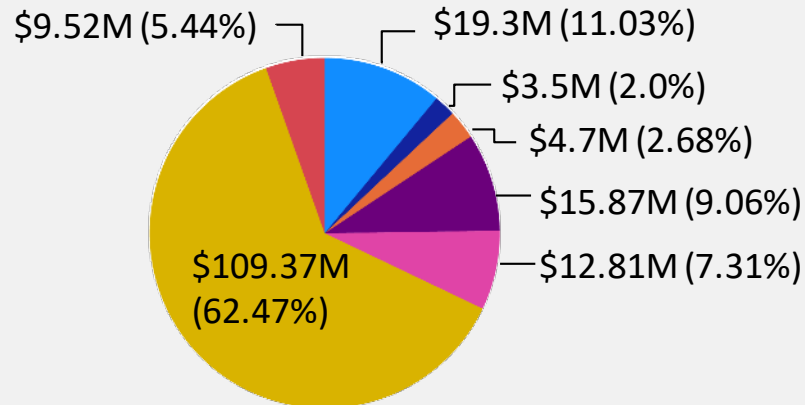


2020 CONSTRUCTION AWARDS (Q1-Q3)

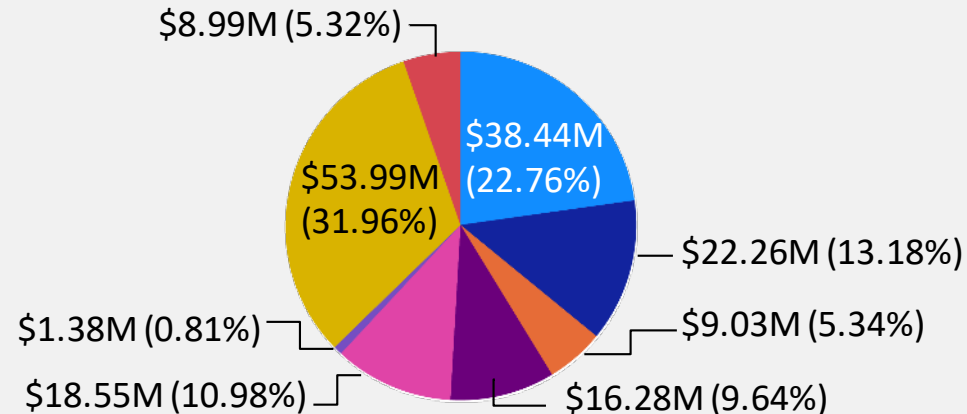


- African American
- Asian Indian
- Asian Pacific
- WBE
- Hispanic
- Native American
- Non-DBE/Vet
- VOSB

2019 PROFESSIONAL SERVICES AWARDS



2020 PROFESSIONAL SERVICES AWARDS (Q1-Q3)



BUILDING FOR SUCCESS

Weekly Webinar Series

30-minute sessions

- Mondays at 3 p.m.

Highlights key Tollway programs and initiatives

- Partnering for Growth and Technical Assistance
- Earned Credit Program and ConstructionWorks


Provides strategies for improving business operations

- Access to capital
- Project labor estimating
- Marketing and outreach

Leverages relationships with strategic partners/sister agencies

- IDOT/CDB prequalification for professional services/construction
- BEP certification

Visit the Diversity Homepage at illinoistollway.com for latest schedule



BUILDING FOR SUCCESS

The Illinois Tollway Department of Diversity and Strategic Development cordially invites you to attend

**Building for Success Webinar Series 10
Construction Drawing Process Review**

Presented by Matthew Cooper, Bruce Washington, and Elmer Rhodes, Illinois Tollway Technical Assistance Program Provider, Inner-City Underwriting Agency

The Illinois Tollway Building for Success Webinar Series highlights key Tollway programs and initiatives. Next up is Construction Drawing Process Review presented by Illinois Tollway Technical Assistance Program provider, Inner-City Underwriting Agency.

One of the ways the Tollway demonstrates its commitment is by encouraging contractors to connect with its technical assistance providers. The Illinois Tollway Technical Assistance Program is designed to prepare emerging and established transportation-related construction firms including disadvantaged, minority- and women-owned business enterprise (D/M/WBE) firms, service-disabled, veteran-owned small businesses (SDVOSB) and veteran-owned small businesses (VOSB), as well as small businesses to participate on highway and vertical construction contracts.

Upcoming Building for Success Webinar Series topics include:

- Project management essentials
- Becoming a subcontractor on a Tollway project
- IDOT prequalification for construction
- BidBuy
- Statements of Interest
- DBE Certification Program
- Meet the Tollway departments



SMALL BUSINESS INITIATIVE (SBI) PROGRAM

Creates additional Tollway prime/subcontracting opportunities for small businesses

- Identifies select construction contracts, generally with values of approximately \$5 million or less
- Specifies only small businesses can perform as prime and subcontractors
- Establishes small business goals for select construction contracts
- Minimum 35% self-performance goal for primes

Requirements

- Firms must be registered Illinois small businesses
- Annual gross revenues of \$14 million or less
- Meet specifications that may include IDOT or CDB prequalification

ELIGIBLE PROJECT SCOPES

- Demolition
- Electrical
- Vertical
- Structural
- Landscaping
- Grading/drainage
- Material procurement

CONTRACT SIZE CATEGORIES

\$1 million
or less

\$1 to \$3 million

\$3 to \$5 million



SMALL CONTRACTOR FOCUS GROUPS

Purpose

Solicited feedback from small/medium businesses

- Total of 30 firms
- Meetings occurred in May and June
- All Technical Assistance Program clients
- Small (less than \$1 million in revenue)
- Medium businesses (more than \$1 million in revenue)
- Located in Chicago, Rockford and Waukegan areas

Identify barriers to participation

- Ideas to improve communication with businesses
- Most important things needed to help business grow
- Barriers to bidding on Tollway projects

CONTRACTOR TYPES

- Carpentry
- Concrete and asphalt
- Demolition
- Electrical
- Excavation
- Landscaping
- HVAC
- Piping
- Steel
- Reinforcement and rebar
- Trucking
- Water and sewage
- Welding



SMALL CONTRACTOR FOCUS GROUPS

Industry feedback and Tollway recommendations

Identified Industry Challenges

- Project scope
- Assistance in bidding
- Access to capital
- Workforce development
- Increased prime self performance
- Bonding limits
- Insurance requirements
- Competition against larger companies

SMALL CONTRACTOR FOCUS GROUPS

Industry feedback and Tollway recommendations

Identified Industry Challenges

- *Project scope*
- *Assistance in bidding*
- *Access to capital*
- *Workforce development*
- *Increased prime self-performance*
- *Bonding limits*
- *Insurance requirements*
- *Competition against larger companies*

Tollway Recommendations

- ✓ Unbundling
- ✓ Technical Assistance programming
- ✓ ConstructionWorks workforce development
- ✓ Small Business contracting opportunities
- ✓ Networking and teaming opportunities
- ✓ Partnering, training and mentorship programming

DIVERSITY PROGRAM UPDATES

Technical Assistance Program

- 51 unique Technical Assistance (TA) Program clients awarded Tollway contracts
- 381 construction/professional services contracts involving at least one TA Program client
- \$104.5 million in contracts awarded involved TA Program clients
- Secured nearly \$7 million in loans/grants to mitigate COVID-19 impacts



TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY

Equipping Businesses for Success

Partnering for Growth – Construction

- 3 new agreements executed since May
 - Plote Construction and Cabo Construction
 - K-Five Construction and Metromex Contractors
 - FH Paschen and Princeton Technical



PARTNERING for GROWTH

POWERED BY THE ILLINOIS TOLLWAY

Taking your Business to the Next Level

DIVERSITY PROGRAM UPDATES

Earned Credit Program (ECP)

- 492 ECP-eligible people hired since program launch
- 19 individuals hired in 2020
- Proposed improvements include increasing hiring and retention bonuses for contractors



ConstructionWorks Program

- More than 220 ConstructionWorks participants hired since 2018
- 15 individuals hired in 2020
- 30 candidates hired for Tollway construction projects
- Proposed improvements including allowing contractors to earn cash wage reimbursement for non-skilled laborers





Q&A



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THANK YOU

