



# Illinois Tollway **DIVERSITY**

*Driving Economic Opportunities*

***Partnering for Growth – Construction Program***

Kristen Bennett, DBE Manager

*Department of Diversity and Strategic Development*

August 3, 2020

# “HOUSEKEEPING”

**All attendees will be muted**

**Please submit questions via the “chat box” function**

- Please provide name & company along with question

**This presentation will be recorded and posted online at a later date**

**Please fill out the brief survey after the meeting**

# COMMITMENT TO DIVERSITY

**The Department of Diversity and Strategic Development remains a driving force for increasing economic opportunities in the diverse communities we serve**

- Tollway programs and initiatives provide small, diverse and veteran businesses and individuals with opportunities to grow and succeed

## **Tollway Diversity's renewed focus**

- Increased training and education opportunities
- PSB review process
- Outreach to broader small/DBE/veteran companies
- Recruiting new firms
- Innovative ideas to create new contracting and employment opportunities



**TODAY'S TOPIC:**  
**Partnering for Growth Construction Program**



# OVERVIEW

**The Partnering for Growth Program encourages consultants and contractors to assist disadvantaged, minority- and women-owned business enterprise firms and veteran-owned small businesses in remaining self-sufficient, competitive and profitable**



# PROFESSIONAL SERVICES

## Pathway to Prime

### How it works

- Subconsultant works on a specific Tollway contract with the Prime
- Agreed-upon scope helps expand subconsultant's technical capabilities and develop skills

### Benefits

- Subconsultants may market their firms to potential primes pursuing Tollway PSB solicitations
- Primes can include potential relationships in the Tollway PSB Statement of Interest

### Legacy of success

- More than 160 agreements between prime and subconsultants executed since program inception
- Nearly 30 subconsultants awarded Tollway prime contracts after participating in a relationship

# CONSTRUCTION

## Redefining Relationships

**Developed with industry input, incorporates best practices**

### **Flexible agreements**

- Term-based agreements allow contractors to work without active contracts in place

### **Participants determine areas of assistance**

- Getting IDOT/CDB prequalification
- Project management
- Financial counseling and bonding
- Equipment utilization
- Bidding and estimating



# TECHNICAL ASSISTANCE

## Tollway Technical Assistance Program providers support P4G Construction Program agreements

- Provide evaluation and assessment of areas of need
- Conduct supplemental training, allowing parties to concentrate on improving core operational functions, acquiring new skills
- Matchmaking between potential relationship partners





# BENEFITS AND INCENTIVES

## Prime contractors earn virtual bid credits

- Up to \$100,000 per year
- Amount earned depends on progress toward improvement goals by protégé

## Subcontractors gain critical experience to grow and succeed

## Tollway increases pool of experienced contractors ready to perform on projects

## Program supports other Diversity initiatives

- Small Businesses and veterans



# P4G AGREEMENTS

## Dunnet Bay

- DCH Hauling

## Curran Construction

- SE4 Trucking

## Alta Equipment Company

- Reyco, LLC

## Connexion

- Technosource

## Meade, Inc.

- Demarc Electric and Communications

## Walsh Construction Company

- Allstate and Hooks Concrete

## Plote Construction Company

- Cabo Construction

## K-Five Construction

- Metromex Contractors



# WAYS TO PARTICIPATE

## Primes

- Complete P4G enrollment form
- Gain access to the pool of qualified firms ready for partnerships
- Recommend a subcontractor as partner
- Enter Partnering for Growth relationship and begin earning bid credits

## Subcontractors

- Contact a Tollway Technical Assistance Program Provider (at [illinoistollway.com](http://illinoistollway.com))
- Complete business assessment and customized technical assistance plan
- Technical Assistance Program provider determines whether firm is ready to enter P4G relationship candidate pool
- Recommend prime contractor as partner
- Enter a Partnering for Growth relationship and begin gaining experience

# MOVING FORWARD

## Future Improvements

### **Awarding incentives to subcontractor/protégé firms**

- Virtual bid credits

### **Streamlining paperwork requirements**

- Reduce/eliminate requirements for quarterly reports, disclosures

### **Additional matchmaking events/opportunities**

- Tollway-sponsored events provide networking opportunities for potential partners



## Ultimate resource for doing business with the Tollway

### Doing Business

### Construction and Engineering

- Contractor and consultant resources

### Goods and Services

- Current goods and services bidding information

### Register for Tollway Diversity alerts!

- [lpnce@getipass.com](mailto:lpnce@getipass.com)

Doing Business / Doing Business Overview /

## Doing Business With The Illinois Tollway

Transparency, accountability, diversity and efficiency are the driving forces behind the Tollway's business operations, ensuring outcomes that exceed customer expectations.

The links on this page serve as a pathway toward working as a part of our team.

The Illinois Tollway provides a training video for contractors who want to learn more about how to do business with Tollway.

[Learn About Submitting a Bid](#)

[Visit the Online Plan Room](#)

**ILLINOIS TOLLWAY**  
Construction Forum:  
Central Tri-State Tollway (95<sup>th</sup> Street to Balmoral Avenue)  
February 27, 2020

[VIEW THE FEBRUARY 27 CENTRAL TRI-STATE TOLLWAY \(I-294\) PROJECT 2020 CONSTRUCTION FORUM PRESENTATION](#)

150%





# Q&A

# PARTNERING FOR GROWTH

## Contact Us

### **Kristen Bennett**

- DBE Manager, Illinois Tollway  
[kbennett@getipass.com](mailto:kbennett@getipass.com)

### **Tim Coleman**

- DBE Manager, Illinois Tollway
- [tjcoleman@getipass.com](mailto:tjcoleman@getipass.com)

### **Lynette Robinson**

- Diversity Liaison
- [lrobinson@getipass.com](mailto:lrobinson@getipass.com)





Illinois Tollway  
**DIVERSITY**

*Driving Economic Opportunities*

# THANK YOU