

A photograph of two construction workers at a site. The worker in the foreground is wearing a grey hard hat with a logo, an orange safety vest over a yellow shirt, and is using a red power tool. The worker in the background is wearing a red hard hat and a yellow safety vest. The site includes orange and white traffic barrels, a red pickup truck, and a wooden formwork structure.

# WEBINAR SERIES #37

Are You Ready to Bid on a Tollway Small Business Initiative Contract?

Presented by: The Tollway Diversity Department

June 21, 2021



Illinois Tollway  
**DIVERSITY**

*Driving Economic Opportunities*

# BUILDING FOR SUCCESS

# WEBINAR SERIES

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## Housekeeping

**All attendees will be muted**

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

- Please provide name & company along with question

**Today’s presentation will be recorded and posted online at later date**

**Please fill out survey following the presentation**

# WEBINAR SERIES

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## Commitment to Diversity

**Tollway's Diversity Department is 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



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# WEBINAR SERIES

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## TODAY'S TOPIC:

*Are You Ready to Bid on a Tollway Small Business Initiative Contract?*



Illinois Tollway  
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**BUILDING FOR SUCCESS**



# Illinois Tollway **DIVERSITY**

*Driving Economic Opportunities*

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## **Small Business Initiative**

*Kristen Bennett, DBE Program Manager*

*Shavon Moore, DBE Program Manager*

*Marlene Vick, General Manager of Diversity*

June 21, 2021

# SMALL BUSINESS INITIATIVE

## Overview



Identifies select construction contracts, only small businesses can perform as primes or subcontractors



Establishes diversity goals for select construction contracts, up to 40% self performance goals



# SMALL BUSINESS INITIATIVE

## Requirements

- ✓ All primes and subs must be registered Illinois small businesses
- ✓ Firms must have annual gross revenues of \$14 million or less
- ✓ Primes and subs must also complete Tollway application and be registered in the Tollway SBI to bid on SBI contracts

### Small Business Contract Tiers

**Tier 1**

\$1 million  
or less

**Tier 2**

\$1-3 million

**Tier 3**

\$3-5 million

# PROJECTS SCOPES

## *Expected Scopes of Work*



Demolition



Electrical



Vertical



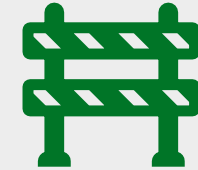
Structural



Landscaping



Grading/drainage



General roadway  
construction



# HOW TO GET REGISTERED IN SBI

## First, make sure you are registered with the State

- ✓ Firms must meet the eligibility criteria and register within the Illinois Procurement Gateway as a small business in order to bid on Tollway SBI contracts
- ✓ Information regarding registration can be found on the Illinois Procurement Gateway at [ipg.vendorreg.com](http://ipg.vendorreg.com)

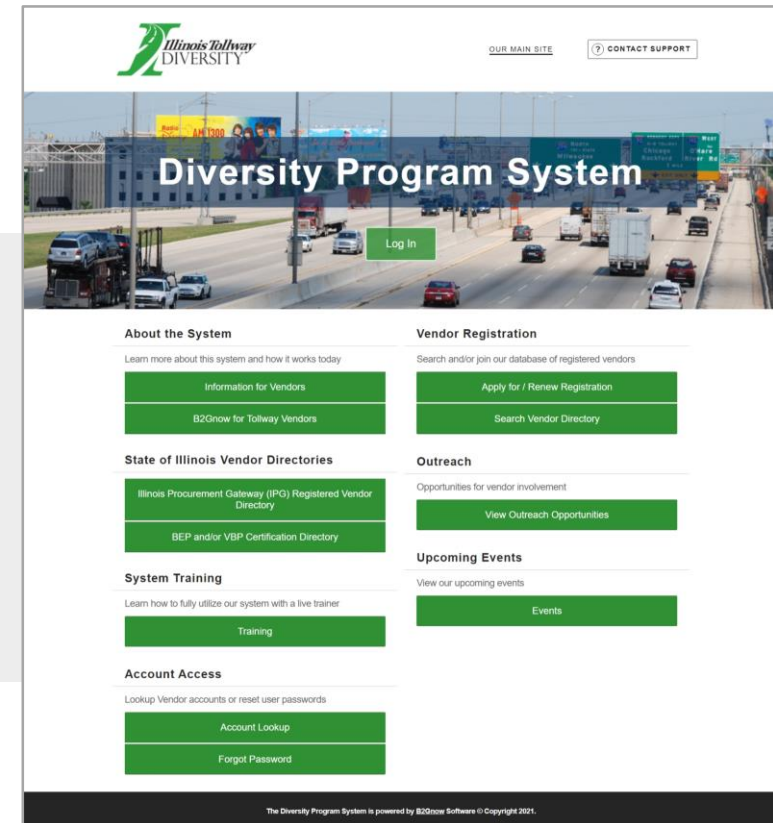


# HOW TO GET REGISTERED IN SBI

## Next, register in the Tollway SBI

- ✓ Complete Tollway application that confirms SBSP registration status with Illinois Procurement Gateway

Visit [iltollway.diversitysoftware.com](http://iltollway.diversitysoftware.com) to begin the registration process



# HOW TO SEARCH FOR AN SBI CONTRACTOR

## Then, search for registered subcontractors

- ✓ Visit [iltollway.diversitysoftware.com](http://iltollway.diversitysoftware.com) to search for vendors using various criteria such as:
  - Name
  - Business description
  - Commodity code
  - Contact name
  - Location

<h3>About the System</h3> <p>Learn more about this system and how it works today</p> <ul style="list-style-type: none"><li>Information for Vendors</li><li>B2Gnow for Tollway Vendors</li></ul>	<h3>Vendor Registration</h3> <p>Search and/or join our database of registered vendors</p> <ul style="list-style-type: none"><li>Apply for / Renew Registration</li><li>Search Vendor Directory</li></ul>
<h3>State of Illinois Vendor Directories</h3> <ul style="list-style-type: none"><li>Illinois Procurement Gateway (IPG) Registered Vendor Directory</li><li>BEP and/or VBP Certification Directory</li></ul>	<h3>Outreach</h3> <p>Opportunities for vendor involvement</p> <ul style="list-style-type: none"><li>View Outreach Opportunities</li></ul>



# TOLLWAY EXPECTATIONS

- ✓ **Prime contractors must actively and aggressively try to subcontract with small businesses**
- 



Primes are expected to take all necessary and reasonable steps to obtain sufficient Small Business participation and diversity goals when applicable

# ENGAGING SMALL BUSINESSES

## *Examples*

### ✓ **Necessary and reasonable actions can include:**

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- Soliciting small businesses through all available means (outreach events, pre-bid conferences, advertising)
- Providing small businesses with information on plans, specs and contract requirements in a timely manner
- Negotiating in good faith to determine pricing and capabilities to perform
- Other relevant actions or activities not listed here

# SMALL BUSINESS EXCEPTION

- ✓ **If a prime contractor cannot identify sufficient Small Businesses to complete all subcontracted work, the prime contractor must submit a written request for a Small Business Exception (SBE) that includes:**



- The scope of work for which Small Business participation is not available
- The efforts the prime took to engage Small Businesses to perform that scope of work, including call logs, correspondence and price quotes
- Prime must confirm that they have worked with the Tollway's Technical Assistance Program to identify available small businesses

# SBE REVIEW PROCESS

- ✔ Tollway will consider the quality, quantity and intensity of efforts to secure Small Business participation
- ✔ Tollway will review efforts by ALL bidders on a contract if an exception is requested
- ✔ Receiving a higher price quote compared to larger, non-SBI firms is NOT a legitimate reason to request a waiver



# SMALL BUSINESS INITIATIVE



I-PASS | PAY-BY-PLATE ✓



[Doing Business](#) > [Diversity](#) > [Small Business Initiative](#)

## Small Business Initiative

### Program Goal

The Illinois Tollway Small Business Initiative is intended to increase opportunities for small construction companies to participate on Tollway construction contracts.

### Program Overview

The Small Business Initiative puts small businesses in a position to succeed and grow by:

- Identifying select construction contracts, generally with values of approximately \$5 million or less, specifically for small businesses to perform as prime contractors
- Establishing diversity goals for select construction contracts on a project-by-project basis

### Who Can Participate?

Firms must be registered with the [State of Illinois](#) as a small business and meet the following criteria:

- Gross revenues of \$14 million or less annually
- Meet specifications that may include prequalification with either the [Illinois Department of Transportation \(IDOT\)](#) or [Illinois Capital Development Board \(CBD\)](#), which will be determined on a project-by-project basis



**SMALL BUSINESS INITIATIVE**

POWERED BY THE ILLINOIS TOLLWAY

*Creating Opportunities for Inclusion*

**Vendor Directory in  
B2GNow**



# ADDITIONAL SMALL BUSINESS RESOURCE

## *Technical Assistance Program*

- ✓ **Participants receive customized business development assistance to build financial understanding and business plan development for increased business stability and growth in the transportation construction industry**

### TECHNICAL ASSISTANCE PROVIDERS

- Construction Business Development Center (CBDC) – *Paul Murtagh* – [pmurtagh@prairiestate.edu](mailto:pmurtagh@prairiestate.edu)
- Chicago Minority Supplier Development Council (CMSDC) – *Neda Sharp* – [nsharp@chicagomsdc.org](mailto:nsharp@chicagomsdc.org)
- Griggs Mitchell Alma Construction Group (GMA) – *Suzanne Stantley* – [sstantley@griggsandmitchell.com](mailto:sstantley@griggsandmitchell.com)
- Community Insurance Center/Inner City Underwriting – *Matt Cooper* – [mcooper@communityinscenter.net](mailto:mcooper@communityinscenter.net)
- Black Chamber of Commerce of Lake County – *Lydia Lewis* – [lydia.lewis@bcclcinc.org](mailto:lydia.lewis@bcclcinc.org)
- Illinois Hispanic Chamber of Commerce – *Dana Harder* – [dana@indepchi.com](mailto:dana@indepchi.com)

# WEBINAR SERIES

## IllinoisTollway.com

**Ultimate resource for doing business with the Tollway**

**Doing Business**

**Construction and Engineering**

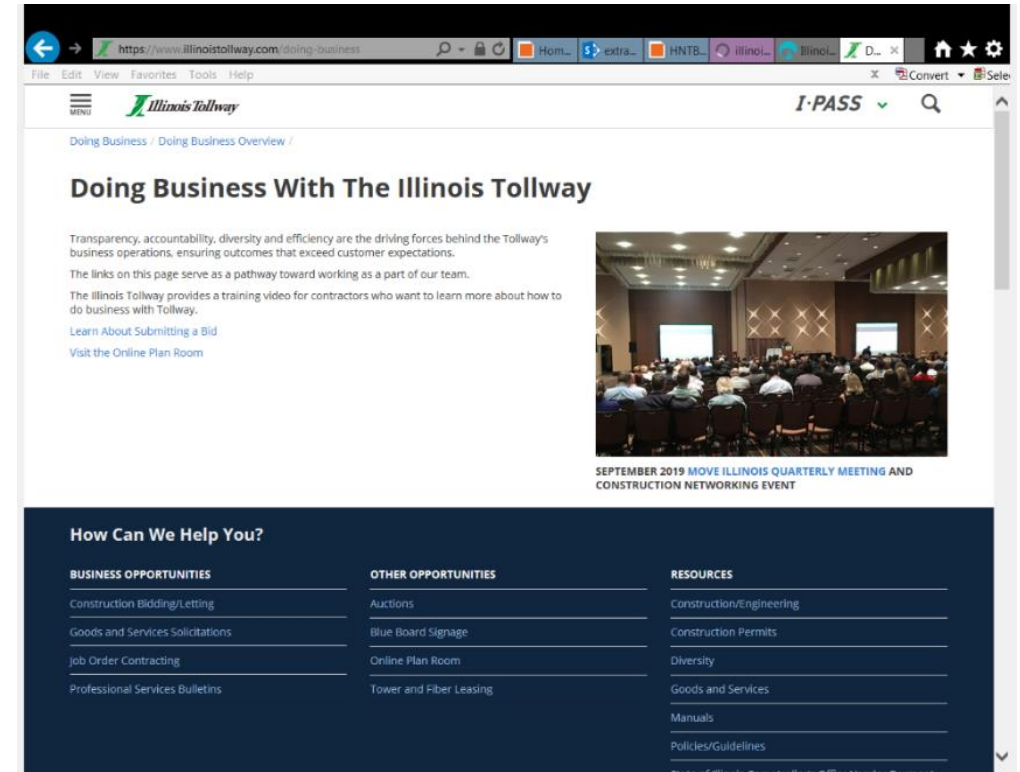
- Contractor and consultant resources

**Goods and Services**

- Current goods and services bidding information

**Diversity Programs**

- Outreach and networking events



# BUILDING FOR SUCCESS



THANK YOU!



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