



# Illinois Tollway **DIVERSITY**

*Driving Economic Opportunities*

DIVERSITY ADVISORY COUNCIL

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*Terry Miller, Chief of Diversity and  
Strategic Development*

DECEMBER 6, 2023





# AGENDA

INTRODUCTIONS

PROGRAM UPDATES

DBE PARTICIPATION

SMALL BUSINESS INITIATIVE

PARTNERING FOR GROWTH

TECHNICAL ASSISTANCE

MEETINGS AND OUTREACH

WORKFORCE DEVELOPMENT

CALL TO ACTION

UPCOMING EVENTS






**PROGRAM UPDATES**




# CONSTRUCTION AND PROFESSIONAL SERVICES

## 2023 Spend (Through 2023 Q3)

 <b>CONSTRUCTION SPEND</b> <i>(thru 2023 Q3)</i>		
African American	\$5.9M	1.3%
Hispanic	\$42.3M	9.1%
Women	\$47.1M	10.2%
Other**	\$7.2M	1.6 %
<b>DBE Subtotal</b>	<b>\$102.5M</b>	<b>22.1%</b>
Non-DBE	\$353.2M	76.1%
Veteran	\$8.3M	1.8%
<b>TOTAL</b>	<b>\$463.9M</b>	

\*\*Other category includes Asian Indian/Pacific, Native American and Male (Caucasian)

 <b>PROFESSIONAL SERVICES SPEND</b> <i>(thru 2023 Q3)</i>		
African American	\$18.3M	10.6%
Hispanic	\$20.7M	12.0%
Women	\$14.6M	8.5%
Asian Indian/Pacific	\$26.9M	15.6 %
Other**	\$0.5M	0.3%
<b>DBE Subtotal</b>	<b>\$80.9M</b>	<b>47.0%</b>
Non-DBE	\$84.6M	49.2%
Veteran	\$6.6M	3.8%
<b>TOTAL</b>	<b>\$172.1M</b>	

\*\*Other category includes Native American and Male (Caucasian)

# OVERALL BEP PARTICIPATION

*2023 BEP Spend (Through 2023 Q3)\**



GOODS AND SERVICES SPEND		
African American	\$1.6M	2.3%
Hispanic	\$4.0M	5.4%
Women	\$6.3M	8.6%
Asian Indian/Pacific	\$9.4M	12.8%
Other**	\$0.3M	0.03%
<b>BEP Subtotal</b>	<b>\$21.6M</b>	<b>29.1%</b>
Non-BEP	\$51.9M	70.0%
Veteran	\$0.7M	0.9%
<b>TOTAL</b>	<b>\$74.2M</b>	

\* = UNAUDITED

Totals may not add due to rounding

\*\* Other category includes Native American and Male (Caucasian)

# SMALL BUSINESS CONTRACTING

## 2023 YEAR TO DATE

### ► 14 contracts awarded

- 9 Small Business Initiative contracts
- 5 Small Business Set-Aside contracts

More than  
**50**  
bids received

A total of  
**9**  
unique low bidders

Nearly  
**240**  
firms registered in  
SBI

More than  
**70%**  
of bidders are DBE  
or Vet firms

SINCE JANUARY 2021:  
MORE THAN  
**\$81 MILLION** IN SMALL  
BUSINESS CONTRACTS  
AWARDED



# ROLLING OWNER CONTROLLED INSURANCE PROGRAM (ROCIP)

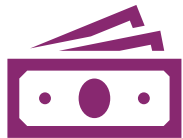
SINCE JANUARY 2021

- ▶ 57 contracts awarded with Tollway's ROCIP insurance

More than

**\$81 million**

In Small Business contracts covered by ROCIP



More than

**70**

Unique firms working on ROCIP contracts to date



**SIX FIRMS** HAVE BECOME FIRST TIME PRIMES ON CONTRACTS COVERED BY THE ROCIP PROGRAM

# TECHNICAL ASSISTANCE PROGRAM

THROUGH Q3 2023

More than

**100**

Tollway bids  
and proposals  
submitted



More than

**100**

Number of client firms  
receiving assistance with  
certification



More than

**25**

Number of new  
firms recruited as  
clients since July



**\$37 MILLION** IN CONSTRUCTION  
CONTRACTS AWARDED TO TA PROGRAM CLIENTS



# PARTNERING FOR GROWTH PROGRAM

## 2023 YEAR TO DATE

- ▶ 13 agreements executed
- ▶ Approved three “Reverse P4G” agreements in professional services
- ▶ Approved five extensions to P4G agreements in construction

12	1
Professional Services	Construction

## SINCE PROGRAM INCEPTION

- ▶ Nearly 220 professional services and 26 construction agreements
  - ▶ Nearly \$175 million earned by professional services protégés
  - ▶ Construction protégés awarded nearly \$2 million in bid credits
  - ▶ Nearly 60 firms have gone from protégé to prime



# EMERGING TECHNOLOGY INITIATIVE



**Construction contractors/equipment manufacturers provide training**

*Latest construction equipment and technology*



**Mentors train small firms on project delivery methods**

*12 months or less, non-binding to a specific contract*



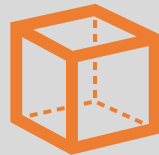
**Empowering small, diverse firms**

*Targeted training needed to compete for prime and subcontracting opportunities*



**CCTV Camera  
Installation**

*July/October 2023*



**3D Grading**  
*August 2023*



**Asphalt Paving**  
*2024*



# BUILDING FOR SUCCESS

## Weekly Webinar Series

Topics included:

- ▶ Small Business certification with the State of Illinois
- ▶ Vendor responsiveness on bids
- ▶ Emerging technology
- ▶ Rolling Owner-Controlled Insurance Program (ROCIP)
- ▶ Statement of Interest submittals



## BUILDING FOR SUCCESS

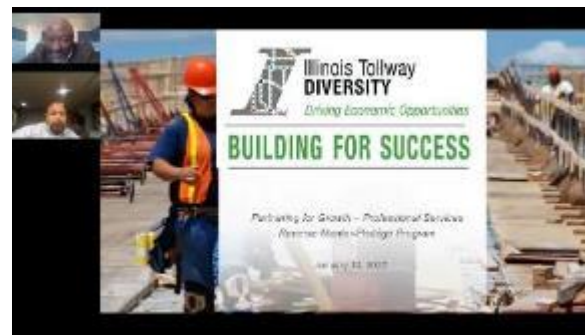
Webinar Series

### 2023 BY THE NUMBERS

Nearly  
**1,200**  
attendees



A total of  
**20**  
webinars hosted



### UPCOMING 2024 TOPICS

- SBA Bonding Program
- BMO/Harris Lending Resources for Small Businesses
- Changes to the ROCIP
- 2024 Small Business Contracts

# MEETINGS AND OUTREACH



*Building the Road to Financial Success:  
Foundation for Long Term Success Workshop and  
Networking Event*

*Local 150 Training Facility – Operator Equipment  
Simulators*

*Illinois State Black Chamber of Commerce  
Pre-Convention Cruise*

## STAKEHOLDER MEETINGS



Presented on August 31, 2023



# CONSTRUCTIONWORKS AND EARNED CREDIT PROGRAMS

## THROUGH Q3

More than

**60**

Candidates hired  
by contractors

More than

**5**

Candidates hired  
on Tollway  
projects



## THROUGH Q3

**25**

ECP-eligible people  
hired by contractors

More than

**\$125k**

Bid credits earned  
by contractors

More than

**\$300k**

Wages earned







**CALL TO ACTION**

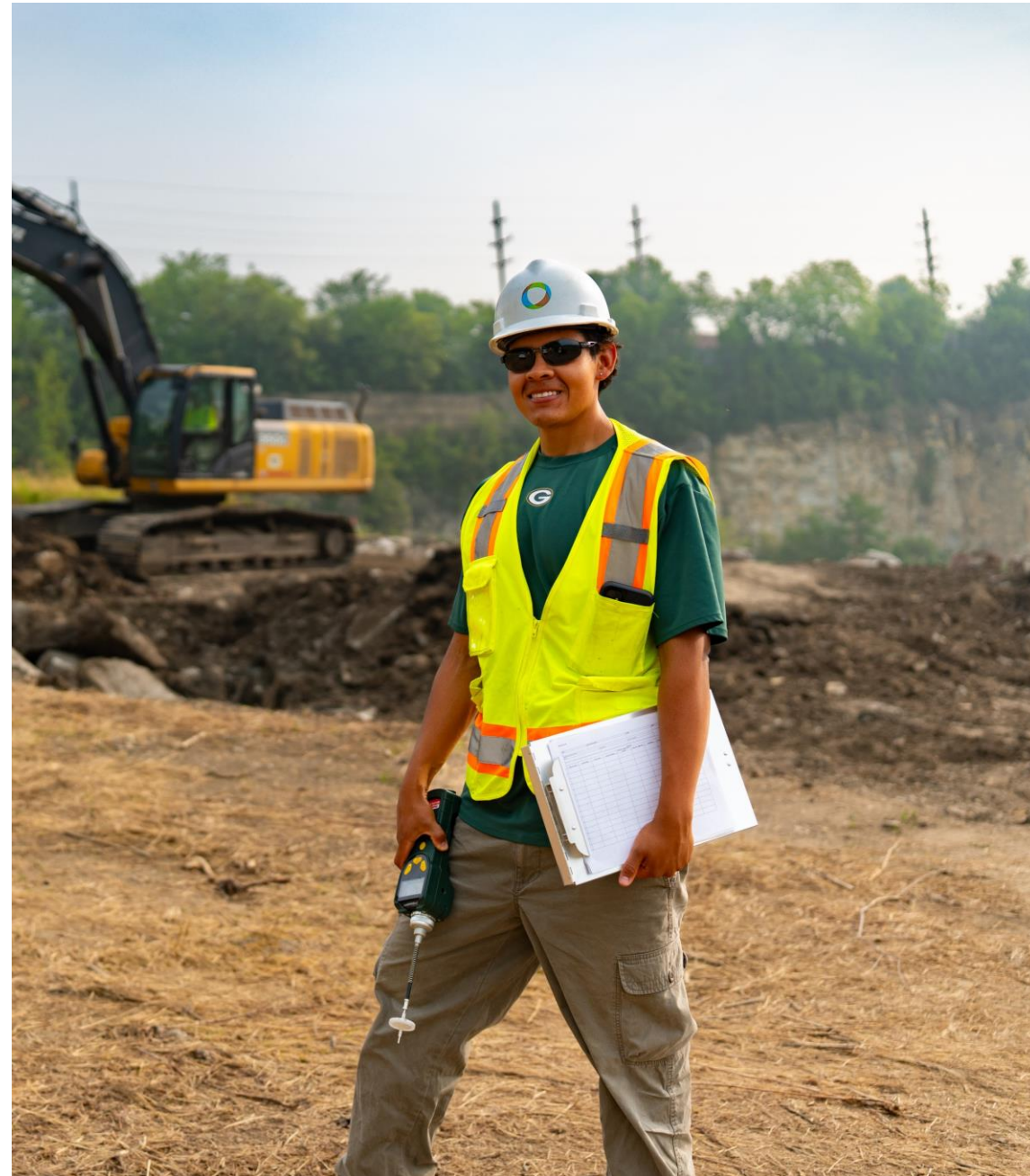


# CALL TO ACTION

*Help us level the playing field*

## Continue to Support Tollway Diversity Initiatives

- ▶ Midsize Small Business Program
  - ▶ Policy/Programs Committee
- ▶ Design Build
  - ▶ Additional Outreach Opportunities



# CALL TO ACTION

*Help us level the playing field*

**Are your members utilizing all of the Tollway's DBE Programs?**

- ▶ Register in the Small Business Initiative
- ▶ Utilize Technical Assistance
- ▶ Enroll in the Bid Credit Program
- ▶ Hire ConstructionWorks participants
- ▶ Learn about Emerging Technology
- ▶ Be a P4G mentor

**Now...How can WE help YOU?**







**UPCOMING EVENTS**



# UPCOMING EVENTS

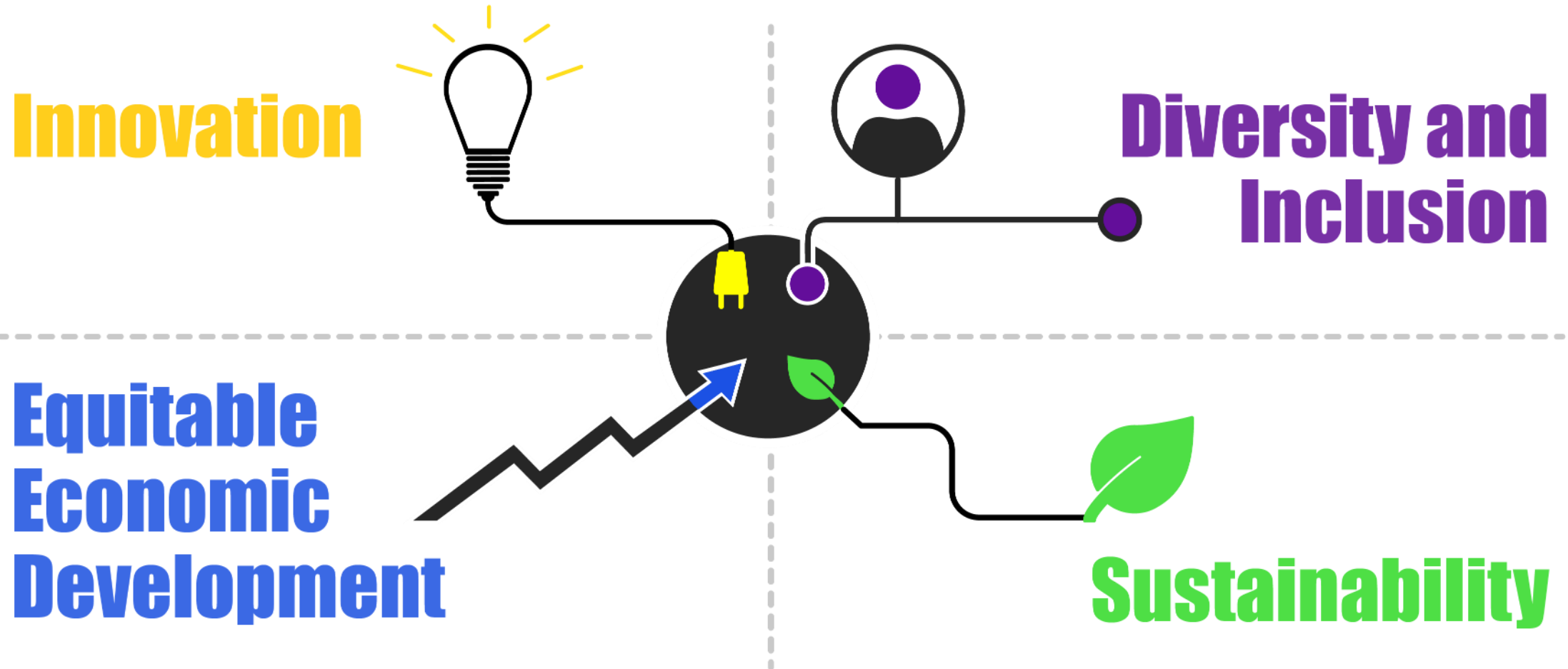


- ▶ **Professional Services Bulletin 24-1 Networking Event – January 2024**
- ▶ **JOC “Meet the Primes” Event – Jan/February 2024**
- ▶ **DAC Policy/Programs Committee Meeting – February 2024**
- ▶ **Design Build Outreach – 1<sup>st</sup> Quarter 2024**
- ▶ **Construction Contract Prime/Sub Networking Event – Late January/early February 2024**



# ENVISIONING THE FUTURE

## *Guiding Principles*



# ENVISIONING THE FUTURE

## *Planning Workflows*







THANK YOU