BUILDING FOR SUCCESS

State of Illinois Small Business Set-Aside Program

JENNIFER ALLEN MARCH 11, 2024



Please remain muted for the duration of the webinar

Questions can be submitted via the chat box, will be answered during the Q&A portion



HOUSEKEEPING RULES

WELCOME AND INTRODUCTIONS

State of Illinois Small Business Set-Aside Program

JENNIFER ALLEN SMALL BUSINESS SPECIALIST WITH THE STATE OF ILLINOIS

Presented on March 11, 2024



CHIEF PROCUREMENT OFFICE

Ellen H. Daley, General Services





POWERED BY THE ILLINOIS TOLLWAY

Creating Opportunities for Inclusion

Illinois Tollway Small Business Initiative

Qualifications:

- Prime and Subcontractors must have gross revenues of \$14 million or less annually
- Firms must be registered with the CPO-GS Small Business Set-Aside Program

CPO-GS Small Business Set-Aside Program

Qualifications

Headquartered in Illinois

 Construction companies must have gross revenues of \$14 million or less annually

CPO-GS Small **Business** Set-Aside Program



Retail - under \$8 million annual sales and receipts

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Wholesale - under \$13 million annual sales



Manufacturing - employs 250 persons or less

CPO-GS Small Business Set-Aside Program

- Pre-requisite for the Illinois Tollway Small Business Initiative Program
- Pre-requisite to bid or quote on procurements set aside for small businesses through the CPO-GS office

Over 60 state agencies

Department of Aging Department of Agriculture Abraham Lincoln Presidential Library and Museum Board of Higher Education Board of Elections Capital Development Board Commission on Equity and Inclusion Criminal Justice Information Authority **Central Management Services Civil Service Commission** Coroner's Training Board Commerce and Economic Opportunity Department of Children Family Services Department of Employment Security Dept. of Financial and Professional Regulations Deaf and hard of Hearing Commission Department of Human Rights Department of Human Services Department of Juvenile Justice Department of Natural Resources Department of Corrections

Department of Insurance Department of Information Technology Department of Labor Department of Revenue Department of Transportation **Department of Public Health** Department of Veterans Affairs **Executive Ethics Commission** Education Labor Relations Board **Environmental Protection Agency** Guardianship and Advocacy Commission Housing and Development Authority Department of Healthcare and Family Services **Illinois Human Rights Commission Illinois Arts Council Illinois Commerce Commission** Illinois Community College Board Illinois Council on Developmental Disabilities Illinois Emergency Management Agency

Illinois Finance Authority Illinois Gaming Board Illinois Power Agency Illinois Property Tax Appeal Board Illinois Racing Board Illinois Student Assistance Commission **Illinois State Police** Law Enforcement Standards Training Board Lottery Illinois Labor Relations Board Military Affairs Office of the Executive Inspector General Prisoner Review Board Illinois State Board of Education State Fire Marshal State Police Merit Board State University Civil Service Toll Highway Authority Workers Compensation Commission

and more

FY23 Highlights

\$5.0 billion agency procurements 39,564 purchase orders 14,690 participants in CPO training \$412.4 million awards to Illinois small business \$215.3 million in joint purchasing contracts

Small Business Set-Aside Program



HOW DO I REGISTER?

Illinois Procurement Gateway

https://IPG.Illinois.gov

Illinois Tollway Small Business Initiative website:

How to Register

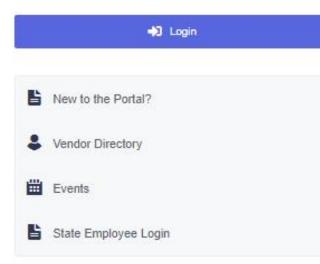
Participating firms must register for the program using the Illinois Tollway Diversity Program System. All Small Business Initiative documentation must be completed through this electronic system.

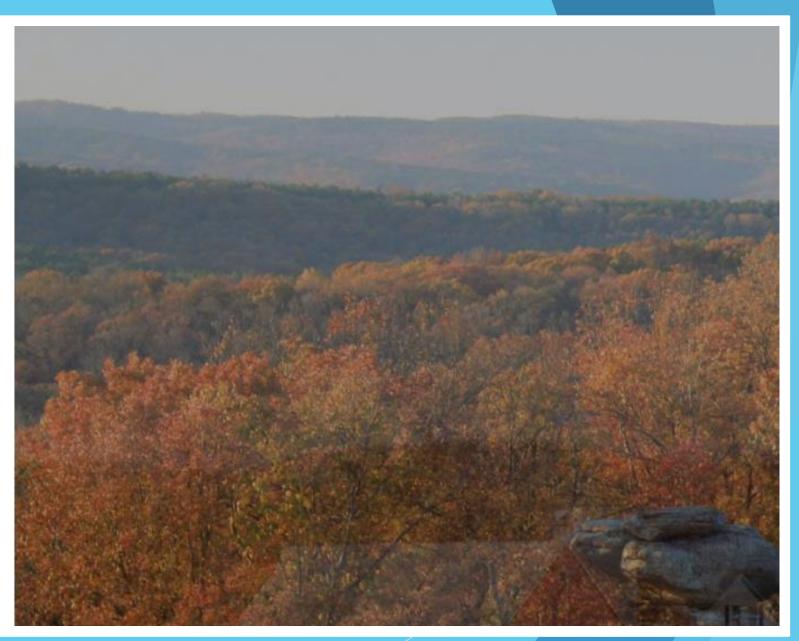
The Diversity Program System allows vendors to easily complete online applications for registration, update contact information and look up registered firms

Firms must also be registered with the Chief Procurement Office for General Services Small Business Set-Aside Program (SBSP) as a small business.



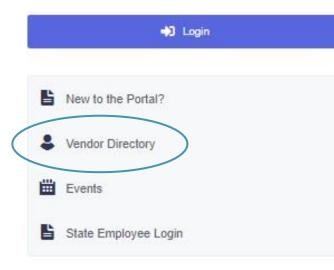


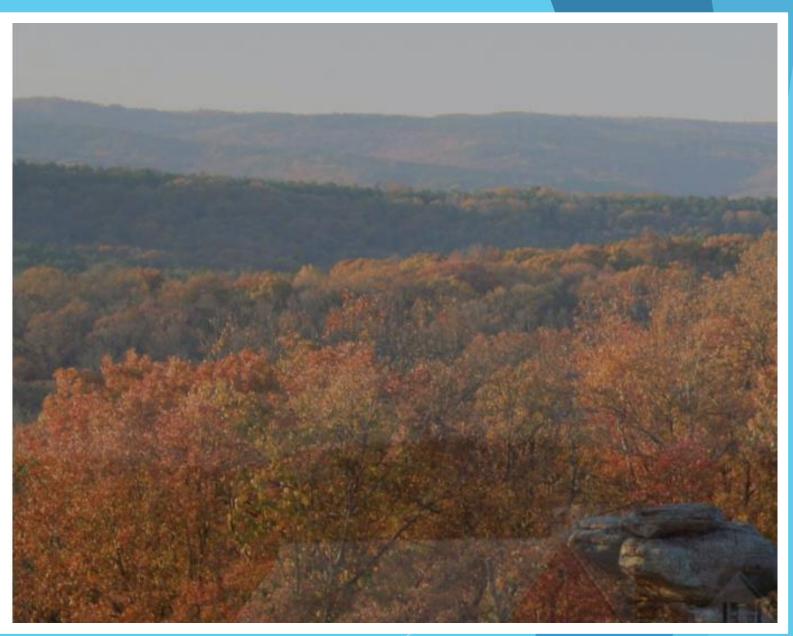












► Vendor Directory allows you to search the database without having to log in to the website

► Verify your registration

Verify registration of other companies

Search for Subcontractors



User Name	Retrieve User Name						
User Name							
Password	Reset Password						
Password							
+D Login							
New to the Portal?							
Sendor Directory							
Vendor Directory							
Events							
State Employee Login							

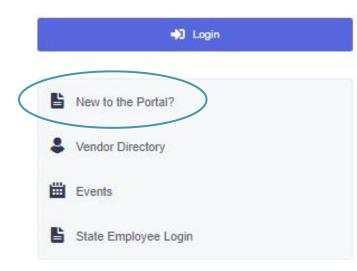
SEARCHABLE ITEMS*:

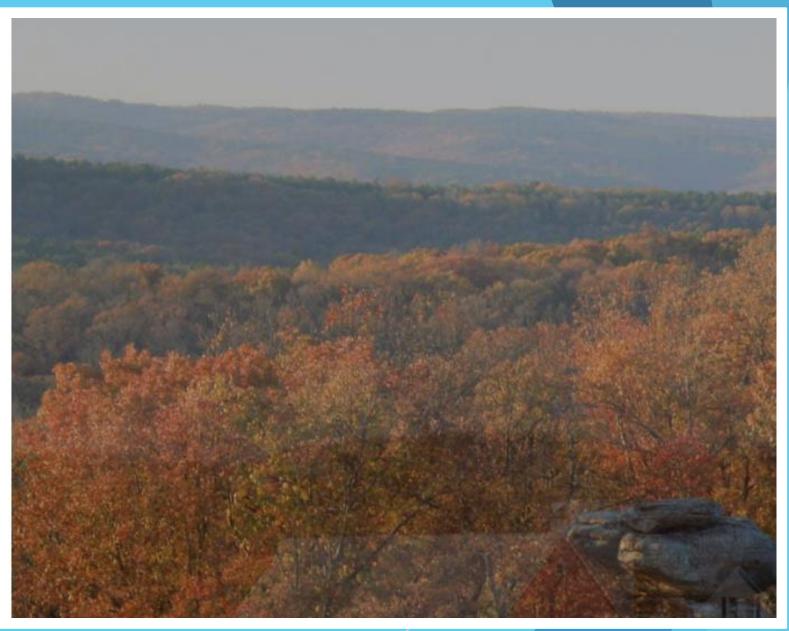


*This is the only information that will be displayed if others search for your profile. No confidential information will be viewable

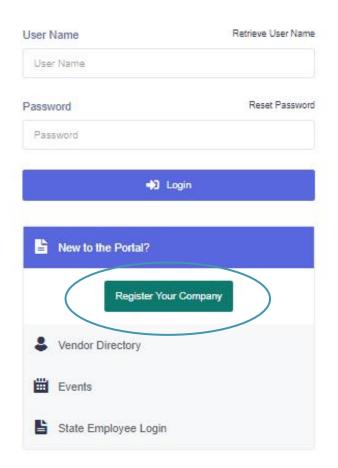


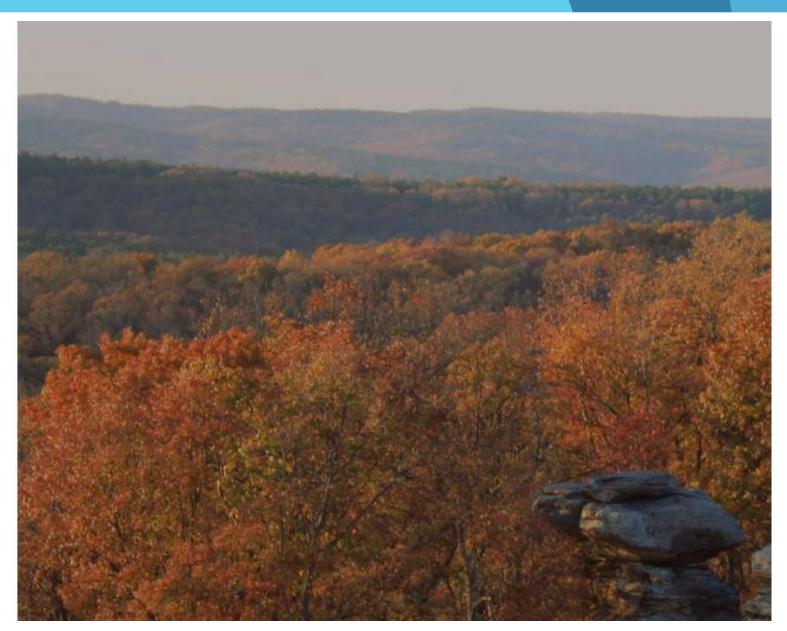












<u>Step 1:</u>

- Enter all mandatory information
- Select "Register"

This step creates a profile on IPG only, this is NOT the full vendor registration.

<u>Step 2:</u>

- $\circ~$ Log in to IPG
- Select "New Registration"



Things you'll need

- Tax ID (FEIN) or Social Security Number for Sole Proprietors
- Most recent tax return
- Board of Elections registration number (if applicable)
- IDHR (Illinois Department of Human Resources) number (if applicable)
- Secretary of State registration number (if applicable)
- Name of all parent businesses and their percent ownership
- Name of all owners (people) and their percent ownership
- List of applicable NIGP codes (searchable from within form)

Overview

- Business name
- DBA (doing business as) name
 - If you have not registered a DBA with the State then leave this blank
- Tax ID Type
 - Federal Employer ID Number (FEIN)
 - Social Security Number
 - ► For Sole Proprieters
- Tax ID or Social Security Number (the type you selected on the previous line)

NIGP Codes

- Codes developed by NIGP to categorize goods and services.
- Consist of a Class code and a Class Item code
- For this application there is no requirement to certify in any particular code. Select as many or as few codes as you feel apply to your organization
- Solicitations select the NIGP codes that apply to them. Solicitations with the same codes that you are registered in will trigger a notification to you via email.

Selecting "Add New" will bring up an empty field at the bottom of the page. If you start typing in a number or word a list of options will pop up for you to select from

Codes	Browse Codes
ld New	
390	* Car
380 - 10 - Butter (See 390-56 for Margarine)	005 - 63 - Grinding and Polishing Compounds: Carborundum; Diamond; etc; (For Valve Grindin
390 - 02 - Aquatic Invertebrates (Octopus; Squid; Anemones; Sea Cucumbers)	037 - 23 - Cards; Greeting and Gift (Including Recycled Types)
390 - 05 - Casings; Meat; All Types	037 - 25 - Carnival and Fair Equipment; Accessories and Supplies
390 - 07 - Cheese	040 - 02 - Animal Carriers
390 - 15 - Dips; Food	040 - 03 - Animal Care Supplies (Collars; Clothing; Leashes; Litter Boxes; etc;)
390 - 21 - Eggs; Fresh	050 - 80 - Sculpturing Equipment and Supplies: Carving Boards; Casting Materials; Modeling Ck
390 - 28 - Fruits; Fresh	052 - 88 - Wood Carvings and Woodcuts
390 - 29 - Fruits; Fresh; Organic	055 - 06 - Automobile Top Carriers
390 - 33 - Hors djoeuvres; meat trays; vegetable trays; dessert trays; etc; for meetings and	055 - 13 - Car Seats for Infants
390 - 35 - Ice	060 - 47 - Fuel System: Carburetors and Kits; Fuel Pumps; Tanks and Caps; etc;
390 - 42 - Ice: Dov	065 - 07 - Bodies and Parts; Passenger Cars

Selecting "Browse Codes" will bring up a list of Class Codes and their descriptions

Add New Code Code Description Code Type NIGP 001 + Business Enterprise Program NIGP 005 ABRASIVES - All NIGP 010 ACOUSTICAL TILE: INSULATING MATERIALS; AND SUPPLIES - All NIGP ADDRESSING; COPYING; MIMEOGRAPH; - All 019 NIGP AGRICULTURAL CROPS AND GRAINS INCLUDING FRUITS: - All NIGP AGRICULTURAL EQUIPMENT; IMPLEMENTS; AND ACCESSORIES - All

NIGP Codes

Hitting the + will add just this Class code.

Browse Codes

You will need to register in the Class Items code as well.

Click on the Class code number to bring up a list of Class Items codes.

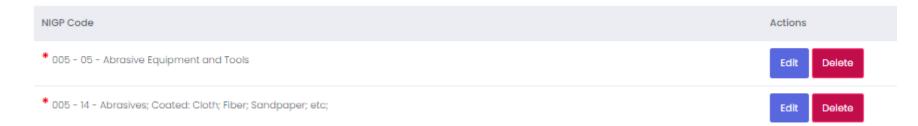


Success

NIGP Codes are added.



- Repeat the process until you have selected all the codes that apply to your organization.
- When done, you will have a list of codes with an option to Edit or Delete if needed.



Ownership Information – Company Type

- B Corporation
- C Corporation
- Corporation
- Franchise
- Government
- Joint Venture
- Limited Joint Venture
- ► LLC
- ► LLP

- Non Profit
- Partnership
- PC
- PLLC
- ► RLLP
- S Corporation
- Sole Proprietorship
- Unknown

A. Business Information

- Prime
- Prime and Subcontractor
- Subcontractor

<u>Subcontractor</u> only is not eligible to use IPG registration number for direct contracts, bids or proposals.



To register in the SBSP you must select <u>Prime</u> or <u>Prime and</u> <u>Subcontractor</u>

A. Business Information

- Name of CEO/Business Owner
- Annual Sale/Gross Receipts (most recent fiscal year)
- Year business was established
- What ILLINOIS County(ies) you conduct business in
 - Statewide
 - One or more counties
 - You will indicate all counties that apply
 - Not currently conducting business in the State
- Contact person for this Vendor Registration
- Contact person Title
- Contact person phone
- Contact person email

B. Additional Information

How did you learn about the Illinois Procurement Gateway

Business Enterprise Program (BEP)/ Veterans Business Program (VBP)	V	Small Business Set-Aside Program (SBSP)
Chief Procurement Officer (CPO)	V	State Agency
Illinois Comptrollers Smart Business Illinois Program		State University
Internet/Facebook		Veterans Affairs
Marketing Brochure or Postcard		Trade Show or Seminar
Procurement Technical Assistance Center (PTAC)		Other Government Agency
Small Business Administration (SBA)		Other
Small Business Development Center (SBDC)		

C. Small Business Set-Aside Program

- Would you like to apply or requalify for the SBSP?
 - No
 - Yes My business is already registered in this program, and I would like to requalify
 - ▶ Upload SBSP requalification statement, complete, and upload here
 - Yes My business is NOT currently registered in this program and I would like to apply
 - Select business categories that apply: wholesale, retail/service, construction, manufacturing
 - Upload tax documents

Re-Qualification Statement:



CHIEF PROCUREMENT OFFICE Ellen Daley, General Services

Small Business Set-Aside Program Re-Qualification Statement

The Illinois Procurement Code (30 ILCS 500/45-45) requires businesses participating in the Small Business Set-Aside Program to meet certain criteria. Completion of this Re-Qualification Statement is one way to demonstrate compliance with the requirements. The Chief Procurement Office may request additional information at any time to verify your business' qualifications!

Illinois Procurement Code Annual Sales Criteria for Small Business - 30 ILCS 500/45-45

- No wholesale business is a small business if its annual sales and receipts exceed \$13,000,000. 30 ILCS 500/45-45 (b)(1).
- No retail business or business selling service is a small business if its annual sales and receipts exceed \$8,000,000. 30 ILCS 500/45-45 (b)(2).
- No manufacturing business is a small business if it employs more than 250 employees. 30 ILCS 500/45-45 (b)(3).
- No construction business is a small business if its annual sales and receipts exceed \$14,000,000. 30 ILCS 500/45-45 (b){4).

When computing the size status of a bidder, annual sales and receipts of the bidder and all of its affiliates shall be included. Businesses desiring to qualify under more than one category (i.e. wholesale and retail) must also submit a notarized statement delineating the dollar component of each category.

ş	2022 or most recent yea	ar's Annual Gross S	Sales and Receipt
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Number of Employees (Manufacturing only)

I certify at the time of signing my business continues to meet the IL Procurement Code's annual sales criteria.

Illinois Administrative Rules Criteria for Small Business - 44 ILL. ADM. CODE 1.4545

- A small business is a business that is independently owned and operated and is not dominant in its field of operation. 44 ILL. ADM. CODE 1.4545(e)(1).
- A small business in Illinois is defined as an entity that meets the Sales Criteria above and is a sole proprietor whose primary
 residence is in Illinois or is a business incorporated or organized as a domestic corporation under the Business Corporation
 Act of 1983 [805 ILCS 5/1.80] or is a business organized as a domestic partnership under the Uniform Partnership Act of
 1997 [805 ILCS 206], or a business organized as a domestic limited partnership under the Uniform Limited Partnership Act
 of
 2001 [805 ILCS 215]. 44 ILL. ADM. CODE 1.4545(e)(2).
- A small business that is not dominant in its field of operations means the business does not exercise a controlling or major influence in a kind of business activity in which <u>anymber of</u> business concerns are primarily engaged. 44 ILL. ADM. CODE 1.4545(e)(3).

I certify at the time of signing my business continues to meet the IL Administrative Rules Criteria.

Vendor understands and agrees that failure to provide true and accurate information on this or any other document submitted to the State may, in accordance with Illinois statutes and rules, result in suspension from doing business with the State, termination of contracts, and other sanctions.

Handwritten Signature & Printed Name

Business Name

Title

Date

Tax ID number/FEIN

Please attach this Re-Qualification Statement in the Illinois Procurement Gateway (<u>https://ipg.vendorreg.com/</u>) in your State of Illinois Vendor Registration form - C. Small Business Set-Aside Program.

State of Illinois Chief Procurement Office General Services Small Business Set-Aside Program Re-Qualification Statement v.22.1

C. Small Business Set-Aside Program

What tax documents are required?

- First year businesses without a recent tax return
 - Notarized statement that includes
 - Name of business
 - > Date business was established and/or date of incorporation
 - Confirmation that your company is based in Illinois
 - Total gross sales to date
- Established business
 - Most recent tax documents
 - Page that shows annual gross sales
 - Page that shows Illinois address
- Manufacturers
 - Most recent tax documents
 - Form IL-941

D. Department of Human Rights

- Highest number of employees (full and part time) at any time during the past year
 - My business had 15 or more employees at any time within the past year
 - Enter Illinois DHR Public Contract Number
 - https://dhr.illinois.gov/public-contracts/where-to-start.html
 - My business is not required to have a DHR number because all of our employees are wholly outside US
 - My business is not required to have a DHR Number because we had fewer than 15 employees at all times within the past year

E. Authorized to do Business in Illinois

Is your business registered and authorized to do business in Illinois?

- > Yes registered and in good standing with the Illinois Secretary of State
 - https://ILSOS.gov
- ▶ No not required to register with the Illinois Secretary of State
 - Sole Proprietor or General Partnership
- ▶ No not required to register with the Illinois Secretary of State Other
 - Provide legal explanation or attach document of explanation

F. Certifications

1. Vendor certifies it is not prohibited by federal agencies pursuant to a United States Department of Homeland Security Binding Operational Directive due to cybersecurity risks. 30 ILCS 500/25-90*

2. This applies to individuals, sole proprietorships, general partnerships, and single member LLCS, but is not otherwise applicable. Vendor certifies he/she is not in default on an educational loan. 5 ILCS 385/3*

3. Vendor certifies that it has reviewed and will comply with the Department of Employment Security Law (20 ILCS 1005/1005-47) as applicable*

4. Vendor certifies it has neither been convicted of bribing or attempting to bribe an Officer or Employee of the State of Illinois or any other State, nor made an admission of guilt of such conduct that is a matter of record. 30 ILCS 500/50-5*

5. If Vendor has been convicted of a felony, vendor certifies at least five years have passed since the date of completion of the sentence for such felony, unless no person held responsible by a prosecutor's office for the facts upon which the conviction was based continues to have any involvement with the business. vendor further certifies that it is not barred from being awarded a contract. 30 ILCS 500/50-10*

G. Board of Elections

Is your business registered with the Board of Elections (BOE)?

- Yes I certify my business is registered with BOE
 - **Enter BOE registration number**
 - https://elections.il.gov
- No I certify my business is a non-profit or a governmental entity and therefore not required to register with BOE
- Not applicable I selected "subcontractor only" in Section A Question 1
 - This would mean you are ineligible for the SBSP

H. Iran Disclosure

Do you or any of your corporate parents or subsidiaries have any business operations that must be disclosed?

Yes

- State business operation in Iran
- No business operations in Iran

Please note: Specifications of what must be disclosed are outlined at the top of section H. Iran Disclosures within IPG

- Is there a parent entity that owns 100% of the business?
 - Yes
 - Download "ipg parent financial disclosures and conflicts of interest form"
 - Fill out completely with information pertaining to the parent entity
 - Upload completed version here
 - No

- Instrument of ownership or beneficial interest
 - Corporate Stock (C Corp, S Corp, Professional Corp, Service Corp)
 - Limited Liability Company membership agreement (Series LLC, Low profit limited liability partnership)
 - Partnership agreement (general partnership, limited partnership, limited liability partnership)
 - Trust agreement (beneficiary)
 - Sole Proprietorship (not single member LLC or S Corp)
 - Not-for-profit
 - Other
 - describe

- Is there any individual or entity who meets any of the following thresholds: (a) owns more than 5% of the business, (b) holds ownership share of the business valued in excess of \$123,420.00 (c) is entitled to more than 5% of the business' distributive income, or (d) is entitled to more than \$123,420.00 of the business' distributive income
 - > Yes the information is publicly available on a website (skip questions 5-8 and 11-20)
 - List website address
 - > Yes the information is publicly available as a document (skip questions 5-8 and 11-20)
 - Federal 10K, 20F, 40F, or equivalent (attach document)
 - > Yes the information is not publicly available
 - List individuals
 - Yes Sole Proprietor
 - Enter owners first and last names
 - No there are no individuals or entities that meet any of these thresholds
 - Not applicable not for profit entity

 Please certify that the following statement is true: all individuals or entities that hold an ownership interest in the business of greater than 5% or valued greater than \$123,420.00 have been disclosed in question 1.*

3. Please certify that the following statement is true: all individuals or entities that were entitled to receive distributive income in an amount greater than \$123,420.00 or greater than 5% of the total distributive income of the business have been disclosed in question 1.*

Disclosure of Board of Directors for Not-for-Profit Entities*

Questions 5-8 (skip if indicated above)

5. For the individuals disclosed above in question 1 and for sole proprietors, are any of them a person who holds an elective office in the state of Illinois or holds a seat in the general assembly, or are they the spouse or minor child of such person?*

6. For the individuals disclosed above in question 1 and for sole proprietors, are any of them appointed to or employed in any offices or agencies of state government and receive compensation for such employment in excess of 60% (\$123,420.00) of the salary of the governor, or are any of them the spouse or minor child of such person?*

7. For the individuals disclosed above in question 1 and for sole proprietors, are any of them an officer or employee of the capital development board or the Illinois toll highway authority, or are any of them the spouse or minor child of such person?*

8. For the individuals disclosed above in question 1 and for sole proprietors, are any of them appointed as a member of a board, commission, authority, or task force authorized or created by state law or by executive order of the governor, or are they the spouse or an immediate family member who currently resides or resided with such person within the last 12 months?*

9. If any question in 5-8 above is answered yes, please answer the following: Do any of the individuals identified, their spouse, or minor child receive from the entity more than 7.5% of the entity's total distributable income or an amount of distributable income in excess of the salary of the Governor (\$205,700.00)?

10. If any question in 5-8 above is answered yes, please answer the following: Is there a combined interest of any individual identified along with their spouse or minor child of more than 15% in the aggregate of the entity's distributable income or an amount of distributable income in excess of two times the salary of the Governor (\$411,400.00)?*

Summary and Submit

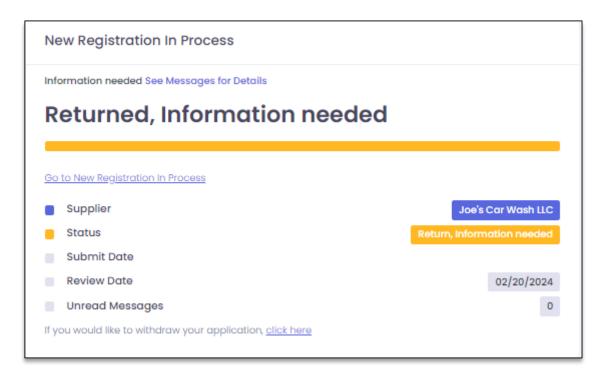
Su

nit New Registration			
Name		Title*	
Organization*	Joe's Car Wash LLC	Date [*] 3/6/2024	
	* 🗌 I am submitting this form with information that I understand to be correct and accurate.		
	* 🗌 I confirm that all information and attachments provided are current.		
Signature*			
	Sign above		
	Clear Save Signature		

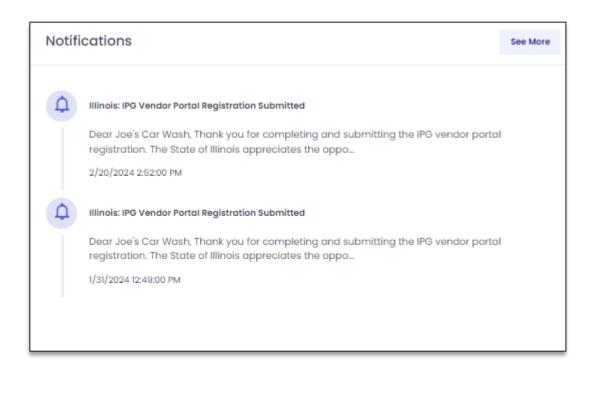
Submit

Log in to your IPG profile to view your application status

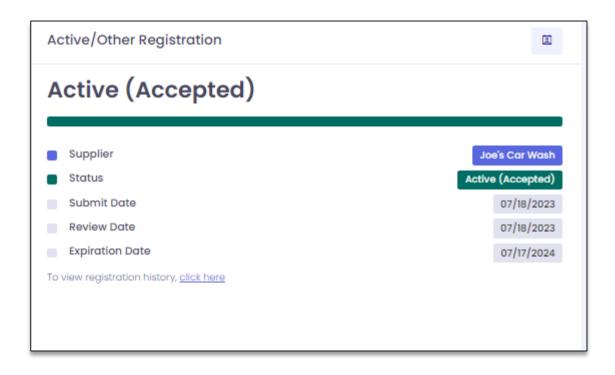
IPG needs more information (you will also receive email notification)



Notifications are also available from your IPG dashboard



When your registration is approved you will receive email notification Your IPG profile will say Active



You can also view your expiration date to monitor when you need to re-qualify

Thank you

EEC.SmallBusiness@illinois.gov



QUESTION AND ANSWER

DIVERSITY AND STRATEGIC DEVELOPMENT

PROGRAMS

- Business assistance
- Mentoring and training
- Construction industry training and hiring opportunities

INITIATIVES

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

REGISTER FOR TOLLWAY DIVERSITY ALERTS!

lperez@getipass.com

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Doing Business > Diversity > Diversity Overview

Diversity And Strategic Development

The Illinois Tollway Department of Diversity and Strategic Development is a driving force for increasing economic opportunities in the diverse communities we serve.







in @Illinois Tollway





SOCIAL MEDIA



THANK YOU