



Illinois Tollway
DIVERSITY

Driving Economic Opportunities

BUILDING FOR SUCCESS

Small Business Initiative (SBI)
Program Success Panel
Discussion

February 27, 2023



HOUSEKEEPING RULES



Housekeeping Rules



SMALL BUSINESS INITIATIVE

Overview and Requirements



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

- ✓ 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

SMALL BUSINESS INITIATIVE (SBI)

SINCE JANUARY 2021 YEAR

► 45 contracts awarded

- 34 Small Business Initiative contracts
- 11 Small Business Set-Aside contracts

Nearly
170
bids received

A total of
25
unique low bidders

More than
190
firms registered in
SBI

More than
70%
of bidders are DBE
or Vet firms

SINCE JANUARY 2021:
MORE THAN
\$65 MILLION IN SMALL
BUSINESS CONTRACTS
AWARDED





PANEL DISCUSSION

SUCCESS STORIES



Areatha Construction Co.
Raj Patel, President



Utility Dynamics Corp.
Mark Reckamp, Project Manager



Foundation Mechanics
Jon Kelecus, Vice President

DISCUSSION – SMALL BUSINESS INITIATIVE



What is the most rewarding aspect of participating in the Illinois Tollway's Small Business Initiative (SBI) Program?

DISCUSSION – SMALL BUSINESS INITIATIVE



Can you talk about any company milestones or accomplishments achieved as a result of your work on a SBI project?

DISCUSSION – SMALL BUSINESS INITIATIVE



Can you share some lessons learned
from your experience on a SBI
contract?

DISCUSSION – SMALL BUSINESS INITIATIVE



Can you talk about a challenging situation you encountered on a SBI project, and how you overcame it?

DISCUSSION – SMALL BUSINESS INITIATIVE



**What role has the Tollway's
Technical Assistance Program played
in your success participating in the
SBI Program?**

DISCUSSION – SMALL BUSINESS INITIATIVE



**What changes or additions would
you like to see within the SBI
Program to take it to the next level?**

DISCUSSION – SMALL BUSINESS INITIATIVE



Finally, what advice would you give to a firm looking to successfully pursue a Tollway SBI bid opportunity?



QUESTION & ANSWER SESSION

DIVERSITY AND STRATEGIC DEVELOPMENT

Programs

- ConstructionWorks
- Diversity Webinar Series
- Earned Credit Program
- Partnering for Growth Program
- ROCIP
- Small Business Initiative
- Technical Assistance Program

Initiatives

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

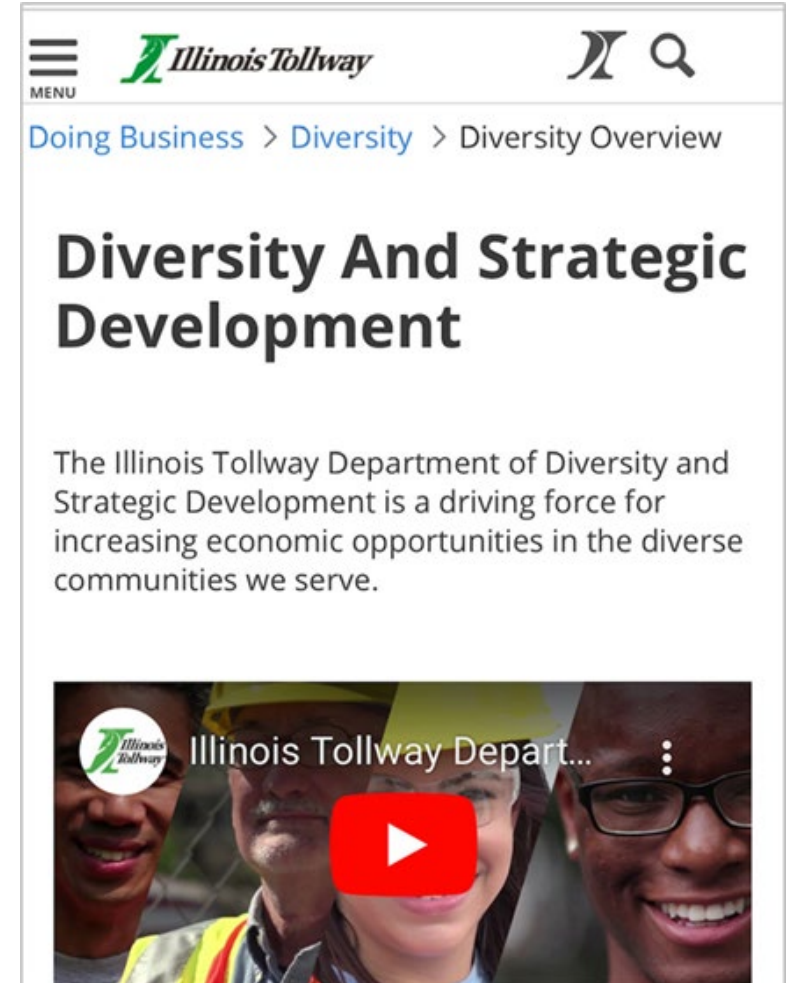
Register for Tollway Diversity alerts!

- lpnce@getipass.com

Visit illinoistollway.com to get started



BUILDING FOR SUCCESS





THANK YOU