



Illinois Tollway **DIVERSITY**

Driving Economic Opportunities

BUILDING FOR SUCCESS

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

April 24, 2023



HOUSEKEEPING RULES



Housekeeping Rules



WELCOME & INTRODUCTIONS

Are You Ready to Bid on Tollway Small Business Contracts?



Shavon Moore

DBE Program Manager
Diversity and Strategic Development



Illinois Tollway **DIVERSITY**

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*Are You Ready to Bid
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April 24, 2023

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



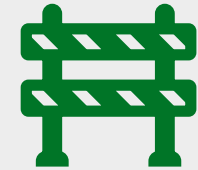
Structural



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

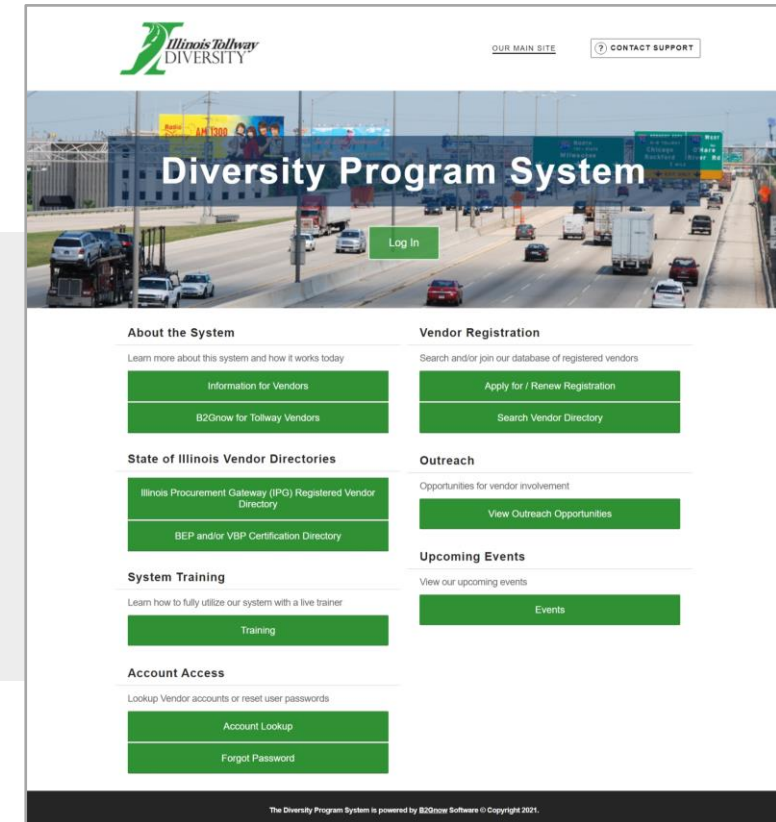


HOW TO GET REGISTERED IN SBI

Next, register in the Tollway SBI

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

Visit iltollway.diversitysoftware.com to begin the registration process



HOW TO SEARCH FOR AN SBI CONTRACTOR

Then, search for registered subcontractors



Visit iltollway.diversitysoftware.com to search for vendors using various criteria such as:

- Name
- Business description
- Commodity code
- Contact name
- Location

About the System

Learn more about this system and how it works today

Information for Vendors

B2Gnow for Tollway Vendors

State of Illinois Vendor Directories

Illinois Procurement Gateway (IPG) Registered Vendor Directory

BEP and/or VBP Certification Directory

Vendor Registration

Search and/or join our database of registered vendors

Apply for / Renew Registration

Search Vendor Directory

Outreach

Opportunities for vendor involvement

View Outreach Opportunities

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
- Expected to go through both the Tollway and the State directories to find small business subcontractors
- Track all outreach efforts and outcomes for the Good Faith Effort Logs in case an exception is needed

ENGAGING SMALL BUSINESSES

Examples

✓ Necessary and reasonable actions can include:



- 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 FORM 2028 A– Small Business Plan



ILLINOIS STATE TOLL HIGHWAY
AUTHORITY

Small Business Form 2028-A

Small Business Plan

CONTRACT NUMBER: _____

PRIME CONTRACTOR: _____

CONTACT NAME: _____

CONTACT PHONE: _____

CONTACT EMAIL: _____

Instructions to vendors:

1. Primes may only utilize SBI Vendors as subcontractors. **All** subcontractors (including those fulfilling goals) must be listed below.
2. Contractors are required to comply with the Special Provision.
3. This SBE Form 2028-A must:
 - be submitted at the time of bid
 - be an accurate representation of work and pricing agreed upon between the prime and the subcontractor
4. Each company listed on the Small Business Plan must be listed in the Tollway SBI directory or be in the process of application as stipulated in the Special Provision.
5. In no case should a Contractor remove, replace or reduce the participation of a firm listed in the initial Small Business Small Business Plan without prior written consent of ISTHA. Any changes that may affect the DBE/VOSB participation shall be requested in accordance with the DBE and VOSB Special Provisions.

Prime participation

Scope of Work	Amount (\$)	Amount (%)	SBSP (Yes/No)	SBI (Yes/No)	Included in the DBE/VET Plan (Yes/No)

Small Business subcontractor plan

Firm Name	Scope of Work (Brief description of overall work to be performed)	Indicate if supplier only	Subcontract Amount (\$)	Subcontract Amount (%)	SBSP (Yes/No)	SBI (Yes/No)	Is this firm included in the DBE/VET Plan (Yes/No)

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

SMALL BUSINESS FORM 2028 B– Small Business Exception



ILLINOIS STATE TOLL HIGHWAY AUTHORITY
Small Business Form 2028-B
Small Business Exception (SBE)

CONTRACT NUMBER: _____

PRIME CONTRACTOR: _____
CONTACT NAME: _____
CONTACT PHONE: _____
CONTACT EMAIL: _____

Instructions to vendors:

1. Contractors are required to comply with the Special Provision.
 2. This SBE Form 2028-B must:
 - be submitted when the identification of a subcontractor is indicated
 - be an accurate representation of work and pricing agreed upon between the prime and the subcontractor
1. In no case should a Contractor remove, replace or reduce the commitment to a firm listed in the initial Small Business Plan without prior written consent of ISTHA. Any changes that may affect the DBE/VOSB participation shall be requested in accordance with the DBE and VOSB Special Provisions.

Request for Small Business Exception

Vendors may only submit one subcontractor exception per form.

Non-SBI firm name proposed	Scope of work solicited	% of exception	\$ of exception

Demonstration of efforts to Achieve SBI Subcontractor Participation

If SBI contractor participation could not be met, the checklist and contacts log must be submitted with the contract documentation. Failure to do so may render the bidder's solicitation response non-responsive and cause it to be rejected, or render the bidder ineligible for contract award, at ISTHA's sole discretion. The bidder must provide all evidence relied upon in support of its efforts with its bid.

SBI Exception Checklist

Insert on each line below the initials of the authorized bidder representative who is certifying the bidder has completed the activities described below. If any of the items were not completed, attach a detailed written explanation. If any other efforts were made to obtain SBI participation in addition to the items listed below, attach a detailed written explanation.

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

- Inner City Underwriting
Matt Cooper: mcooper@icutechassist.net
- Illinois Hispanic Chamber of Commerce
Mia Mendez: mia@ihccbbusiness.net





QUESTION & ANSWER SESSION

DIVERSITY AND STRATEGIC DEVELOPMENT

Programs

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

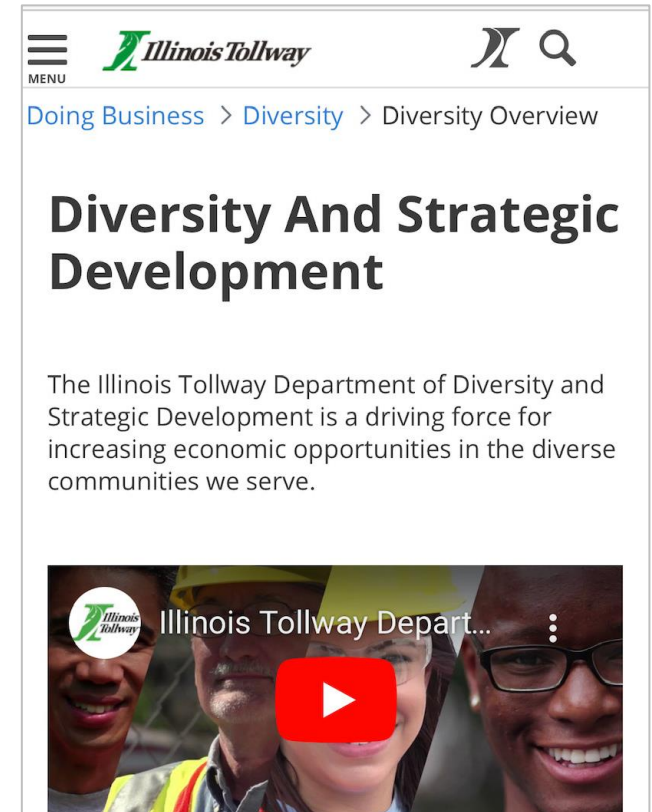
Initiatives

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

Register for Tollway Diversity alerts!

- lperez@getipass.com

Visit illinoistollway.com to get started



THANK YOU