



# PARTNERING for GROWTH

POWERED BY THE ILLINOIS TOLLWAY

*Taking your Business to the Next Level*



## GAIN A BID ADVANTAGE WITH PARTNERING FOR GROWTH

The Illinois Tollway's Partnering for Growth Program for Construction encourages contractors and subcontractors to assist disadvantaged, minority- and women-owned business enterprise (D/M/WBE) firms and veteran-owned small businesses (VOSBs) in remaining self-sufficient, competitive and profitable.

Partnering for Growth for Construction offers participating contractors the opportunity to earn up to \$100,000 per year in bid credits that may be applied toward future Tollway construction bids to lower the bid amount and increase the chances of winning the contract as the low bidder. In a highly competitive industry, bid credits give contractors a bidding advantage on Tollway construction contracts.



# FLEXIBLE RELATIONSHIPS

The Partnering for Growth Construction Program is term-based (12 to 36 months), enabling partnering contractors to continue working on areas of development without being contingent upon contract awards, project milestones or completion dates. Partnering for Growth agreements are possible with current subcontractors on existing projects.

Contractors have the flexibility to determine areas of assistance including business planning, project management, financial counseling and bonding, equipment utilization and submitting quotes. Illinois Tollway Technical Assistance Program providers are available to assist partnering firms at every step.

## REQUIREMENTS

Mentor	Protégé
Seven years of construction experience	Three years of construction experience
Successful completion of a Tollway project	Technical Assistance Program assessment and training when necessary
15-hours-per-month time commitment	15-hours-per-month time commitment

## HOW TO PARTICIPATE

### MENTORS

1. Contact the Illinois Tollway
  - Email [diversity@getipass.com](mailto:diversity@getipass.com)
  - Phone: 630-241-6800 ext. 3227
2. Complete a Partnering for Growth enrollment form
3. Gain access to the pool of qualified firms ready for partnerships
4. Form a Partnering for Growth relationship with firm(s) and begin earning bid credits

### PROTÉGÉS

1. Contact a Technical Assistance provider
  - Contact information available at [illinoistollway.com](http://illinoistollway.com)
2. Technical Assistance provider will conduct a business assessment and formulate a customized technical assistance plan
3. Technical Assistance provider determines firm readiness for partnership
4. If firm is ready, complete the enrollment form to join the pool of qualified firms

### OR

5. If firm is not ready, complete the customized Technical Assistance plan and get reassessed upon completion

# FREQUENTLY ASKED QUESTIONS

**1. Can I enter into a Partnering for Growth agreement with subcontractors with whom I am currently working?**

Agreements are possible with current subcontractors, as well as new subcontractors.

**2. How long does it take for me to receive my bid credit certificate?**

Typically, bid credit certificates are issued within 30 days.

**3. Do I have to use all my bid credits at one time?**

Contractors may use any number of bid credits on a contract bid, up to the total maximum bid credit cap.

**4. If I submit bid credits and do not win the bid, do I lose those bid credits? If I win the bid without needing my submitted bid credits, do I lose those bid credits?**

Unused bid credits are not deducted and remain available for future use regardless of why they were not used. If credits were not required to be used in order to win the bid, the full amount of credit indicated remains available for future use.

**5. As a subcontractor, can I split my bid credits among multiple primes bidding on contracts?**

Subcontractor bid credits can be split among primes bidding on different contracts. In addition, subcontractors can offer use of bid credits to multiple primes bidding on the same contract.



*Additional rules and regulations apply. For more information, please review the Partnering for Growth for Construction guidelines and program documents available at [illinoistollway.com](http://illinoistollway.com) under Diversity Programs.*

*You may also call 630-241-6800 ext. 2349 or email [diversity@getipass.com](mailto:diversity@getipass.com) with any questions you may have on the program.*



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

Illinois Tollway | 2700 Ogden Avenue  
Downers Grove, Illinois 60515 |  
630-241-6800 | [illinoistollway.com](http://illinoistollway.com)