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Chief of Diversity and Strategic Development
October 15, 2020
AGENDA

Construction and Professional Services Awards
Weekly Webinar Series
Small Business Initiative
Small Contractor Focus Groups
Program Updates
  • Technical Assistance
  • Partnering for Growth
  • Earned Credit Program
  • ConstructionWorks
CONSTRUCTION AND PROFESSIONAL SERVICES AWARDS

2019 CONSTRUCTION AWARDS

$10.43M (1.58%)
$15.2M (2.3%)
$58.52M (8.85%)
$61.27M (9.27%)
$1.98M (0.3%)

2019 PROFESSIONAL SERVICES AWARDS

$9.52M (5.44%)
$3.5M (2.0%)
$4.7M (2.68%)
$15.87M (9.06%)
$12.81M (7.31%)

2020 CONSTRUCTION AWARDS (Q1-Q3)

$14.56M (1.45%)
$32.19M (3.2%)
$114.58M (11.39%)
$103.57M (10.3%)
$8.38M (0.83%)

2020 PROFESSIONAL SERVICES AWARDS (Q1-Q3)

$8.99M (5.32%)
$53.99M (22.76%)
$9.03M (5.34%)
$22.26M (13.18%)
$16.28M (9.64%)

Presented on October 15, 2020
BUILDING FOR SUCCESS
Weekly Webinar Series

30-minute sessions
• Mondays at 3 p.m.

Highlights key Tollway programs and initiatives
• Partnering for Growth and Technical Assistance
• Earned Credit Program and ConstructionWorks

Provides strategies for improving business operations
• Access to capital
• Project labor estimating
• Marketing and outreach

Leverages relationships with strategic partners/sister agencies
• IDOT/CDB prequalification for professional services/construction
• BEP certification

Visit the Diversity Homepage at illinoistollway.com for latest schedule
SMALL BUSINESS INITIATIVE (SBI) PROGRAM

**ELIGIBLE PROJECT SCOPES**
- Demolition
- Electrical
- Vertical
- Structural
- Landscaping
- Grading/drainage
- Material procurement

**CONTRACT SIZE CATEGORIES**

- $1 million or less
- $1 to $3 million
- $3 to $5 million

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**Creates additional Tollway prime/subcontracting opportunities for small businesses**
- Identifies select construction contracts, generally with values of approximately $5 million or less
- Specifies only small businesses can perform as prime and subcontractors
- Establishes small business goals for select construction contracts
- Minimum 35% self-performance goal for primes

**Requirements**
- Firms must be registered Illinois small businesses
- Annual gross revenues of $14 million or less
- Meet specifications that may include IDOT or CDB prequalification
SMALL CONTRACTOR FOCUS GROUPS

Purpose

Solicited feedback from small/medium businesses
• Total of 30 firms
• Meetings occurred in May and June
• All Technical Assistance Program clients
• Small (less than $1 million in revenue)
• Medium businesses (more than $1 million in revenue)
• Located in Chicago, Rockford and Waukegan areas

Identify barriers to participation
• Ideas to improve communication with businesses
• Most important things needed to help business grow
• Barriers to bidding on Tollway projects

CONTRACTOR TYPES
• Carpentry
• Concrete and asphalt
• Demolition
• Electrical
• Excavation
• Landscaping
• HVAC
• Piping
• Steel
• Reinforcement and rebar
• Trucking
• Water and sewage
• Welding
Identified Industry Challenges

- Project scope
- Assistance in bidding
- Access to capital
- Workforce development
- Increased prime self performance
- Bonding limits
- Insurance requirements
- Competition against larger companies
SMALL CONTRACTOR FOCUS GROUPS
Industry feedback and Tollway recommendations

Identified Industry Challenges
• Project scope
• Assistance in bidding
• Access to capital
• Workforce development
• Increased prime self-performance
• Bonding limits
• Insurance requirements
• Competition against larger companies

Tollway Recommendations
✓ Unbundling
✓ Technical Assistance programming
✓ ConstructionWorks workforce development
✓ Small Business contracting opportunities
✓ Networking and teaming opportunities
✓ Partnering, training and mentorship programming
DIVERSITY PROGRAM UPDATES

Technical Assistance Program
• 51 unique Technical Assistance (TA) Program clients awarded Tollway contracts
• 381 construction/professional services contracts involving at least one TA Program client
• $104.5 million in contracts awarded involved TA Program clients
• Secured nearly $7 million in loans/grants to mitigate COVID-19 impacts

Partnering for Growth – Construction
• 3 new agreements executed since May
  • Plote Construction and Cabo Construction
  • K-Five Construction and Metromex Contractors
  • FH Paschen and Princeton Technical

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DIVERSITY PROGRAM UPDATES

Earned Credit Program (ECP)
• 492 ECP-eligible people hired since program launch
• 19 individuals hired in 2020
• Proposed improvements include increasing hiring and retention bonuses for contractors

ConstructionWorks Program
• More than 220 ConstructionWorks participants hired since 2018
• 15 individuals hired in 2020
• 30 candidates hired for Tollway construction projects
• Proposed improvements including allowing contractors to earn cash wage reimbursement for non-skilled laborers