WEBINAR SERIES #17 – Small Business Initiative

Presented by: Jim Mayer, Shavon Moore and Tracey Bailey on December 14, 2020
WEBINAR SERIES

Housekeeping

All attendees will be muted

Please submit questions via the “chat box” function
  • Please provide name & company along with question

Today’s presentation will be recorded and posted online at later date

Please fill out survey following the presentation
Tollway’s Diversity Department is a driving force for increasing economic opportunities in the diverse communities we serve

- Tollway programs and initiatives provide small, diverse and veteran businesses and individuals with opportunities to grow and succeed

Tollway Diversity’s renewed focus

- Increased training and education opportunities
- PSB review process
- Outreach to broader small/DBE/veteran companies
- Recruiting new firms
- Innovative ideas to create new contracting and employment opportunities
TODAY’S TOPIC: Small Business Initiative
Illinois Tollway DIVERSITY
Driving Economic Opportunities

Presented by Jim Mayer, Shavon Moore and Tracey Bailey
Small Business Initiative
December 14, 2020
The Illinois Tollway’s Small Business Initiative (SBI) is intended to create additional prime and subcontracting opportunities for small construction companies on Tollway construction contracts.
Small Business Initiative (SBI) puts small businesses in a better 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 and subcontractors
- Establishing small business diversity goals for select construction contracts on a project-by-project basis
- Requiring a minimum 35% self performance goal for all prime contractors
In order to compete for work on Small Business Initiative (SBI) contracts, prime and subcontractors must be registered with the Illinois Tollway as a small business. Criteria for registering as a small business with the Tollway includes:

- Registering with the Chief Procurement Office as a small business, which defines a construction small business as having $14 million or less annual gross revenue.
- Meet specifications that may include prequalification with either the Illinois Department of Transportation or Illinois Capital Development Board, determined on a project-by-project basis.
- Complete the Tollway SBI application process which affirms registration with the CPO.
Expected scopes of work

Demolition  Electrical  Vertical  Structural
Expected scopes of work

- Landscaping
- Grading/drainage
- General roadway construction
# Small Business Tiers

Presented on December 14, 2020

<table>
<thead>
<tr>
<th></th>
<th>Tier 1</th>
<th>Tier 2</th>
<th>Tier 3</th>
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</thead>
<tbody>
<tr>
<td>Contract value estimate</td>
<td>$1,000,000 or less</td>
<td>$1,000,001 to $3,000,000.</td>
<td>$3,000,001 to $5,000,000.</td>
</tr>
<tr>
<td>Prequalification required</td>
<td>No</td>
<td>No, unless otherwise stipulated by the Tollway in the specifications of the bid documents</td>
<td>No, unless otherwise stipulated by the Tollway in the specifications of the bid documents</td>
</tr>
<tr>
<td>Contracts include diversity goals</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Contracts may include Rolling Owners Construction Insurance Program (ROCIP)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Minimum self-performance for prime contractors</td>
<td>35%</td>
<td>40%</td>
<td>35%</td>
</tr>
<tr>
<td>Prime and subs must be registered in the SBI</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
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First, make sure you are registered with 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 PARTICIPATE IN SBI

Complete Tollway application process

- Complete Tollway application that confirms SBSP registration status with Illinois Procurement Gateway
  - IPG registration includes providing business name and contact info, annual gross sales, state and federal tax returns firm Tax ID and company type

Register for Tollway alerts

Visit Diversity homepage at illinoistollway.com
HOW TO PARTICIPATE

Know what’s coming

Visit IllinoisTollway.com, bid-letting schedule updated every 1-2 weeks
THANK YOU
WEBINAR SERIES

IllinoisTollway.com

Ultimate resource for doing business with the Tollway

Doing Business

Construction and Engineering
  • Contractor and consultant resources

Goods and Services
  • Current goods and services bidding information

Diversity Programs
  • Outreach and networking events