Partnering for Growth – Construction Program
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Department of Diversity and Strategic Development
August 3, 2020
All attendees will be muted

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

This presentation will be recorded and posted online at a later date

Please fill out the brief survey after the meeting
The Department of Diversity and Strategic Development remains 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

Presented on August 3, 2020
TODAY’S TOPIC:
Partnering for Growth Construction Program
The Partnering for Growth Program encourages consultants and contractors to assist disadvantaged, minority- and women-owned business enterprise firms and veteran-owned small businesses in remaining self-sufficient, competitive and profitable.
**PROFESSIONAL SERVICES**

**Pathway to Prime**

**How it works**

- Subconsultant works on a specific Tollway contract with the Prime
- Agreed-upon scope helps expand subconsultant’s technical capabilities and develop skills

**Benefits**

- Subconsultants may market their firms to potential primes pursuing Tollway PSB solicitations
- Primes can include potential relationships in the Tollway PSB Statement of Interest

**Legacy of success**

- More than 160 agreements between prime and subconsultants executed since program inception
- Nearly 30 subconsultants awarded Tollway prime contracts after participating in a relationship
Developed with industry input, incorporates best practices

Flexible agreements
- Term-based agreements allow contractors to work without active contracts in place

Participants determine areas of assistance
- Getting IDOT/CDB prequalification
- Project management
- Financial counseling and bonding
- Equipment utilization
- Bidding and estimating
Tollway Technical Assistance Program providers support P4G Construction Program agreements

- Provide evaluation and assessment of areas of need
- Conduct supplemental training, allowing parties to concentrate on improving core operational functions, acquiring new skills
- Matchmaking between potential relationship partners
Prime contractors earn virtual bid credits
- Up to $100,000 per year
- Amount earned depends on progress toward improvement goals by protégé

Subcontractors gain critical experience to grow and succeed

Tollway increases pool of experienced contractors ready to perform on projects

Program supports other Diversity initiatives
- Small Businesses and veterans
P4G AGREEMENTS

Dunnet Bay
- DCH Hauling

Curran Construction
- SE4 Trucking

Alta Equipment Company
- Reyco, LLC

Connexion
- Technosource

Meade, Inc.
- Demarc Electric and Communications

Walsh Construction Company
- Allstate and Hooks Concrete

Plote Construction Company
- Cabo Construction

K-Five Construction
- Metromex Contractors
WAYS TO PARTICIPATE

Primes

• Complete P4G enrollment form
• Gain access to the pool of qualified firms ready for partnerships
• Recommend a subcontractor as partner
• Enter Partnering for Growth relationship and begin earning bid credits

Subcontractors

• Contact a Tollway Technical Assistance Program Provider (at illinoistollway.com)
• Complete business assessment and customized technical assistance plan
• Technical Assistance Program provider determines whether firm is ready to enter P4G relationship candidate pool
• Recommend prime contractor as partner
• Enter a Partnering for Growth relationship and begin gaining experience
Awarding incentives to subcontractor/protégé firms
- Virtual bid credits

Streamlining paperwork requirements
- Reduce/eliminate requirements for quarterly reports, disclosures

Additional matchmaking events/opportunities
- Tollway-sponsored events provide networking opportunities for potential partners
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

Register for Tollway Diversity alerts!
• lponce@getipass.com
Q&A
PARTNERING FOR GROWTH

Contact Us

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THANK YOU