



Illinois Tollway **DIVERSITY**

Driving Economic Opportunities

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Chief of Diversity and Strategic Development

May 21, 2020

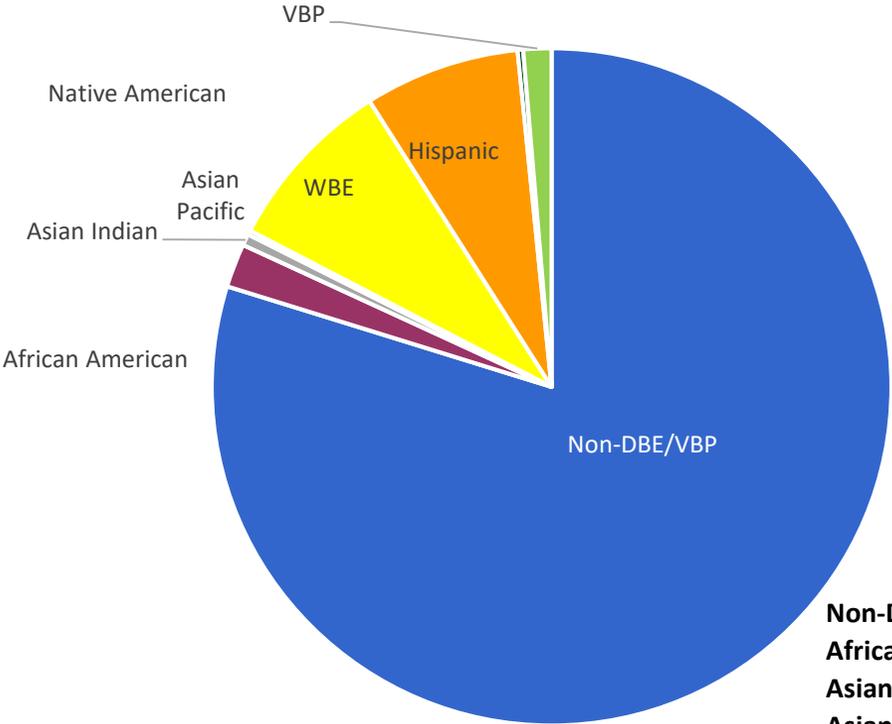
AGENDA

- I. Delivering results
- II. Covid-19 response
- III. Partnering for Growth
- IV. Workforce Development
- V. Technical Assistance Program
- VI. Looking ahead
- VII. Q&A

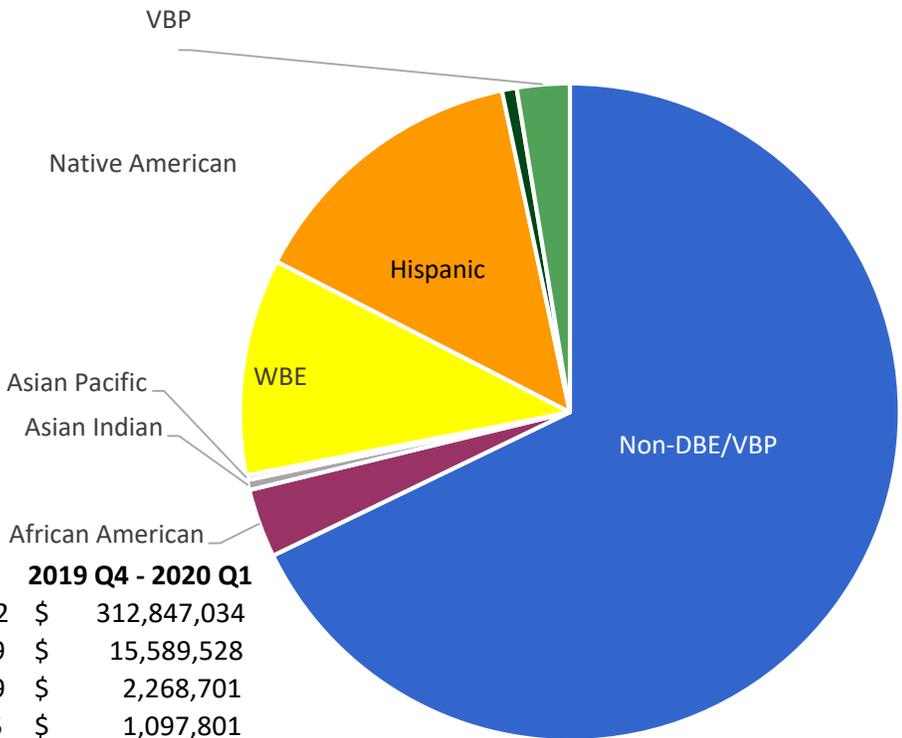


Construction Contract Awards

2019 Q1 – Q3 (\$468M)



2019 Q4 – 2020 Q1 (\$461M)

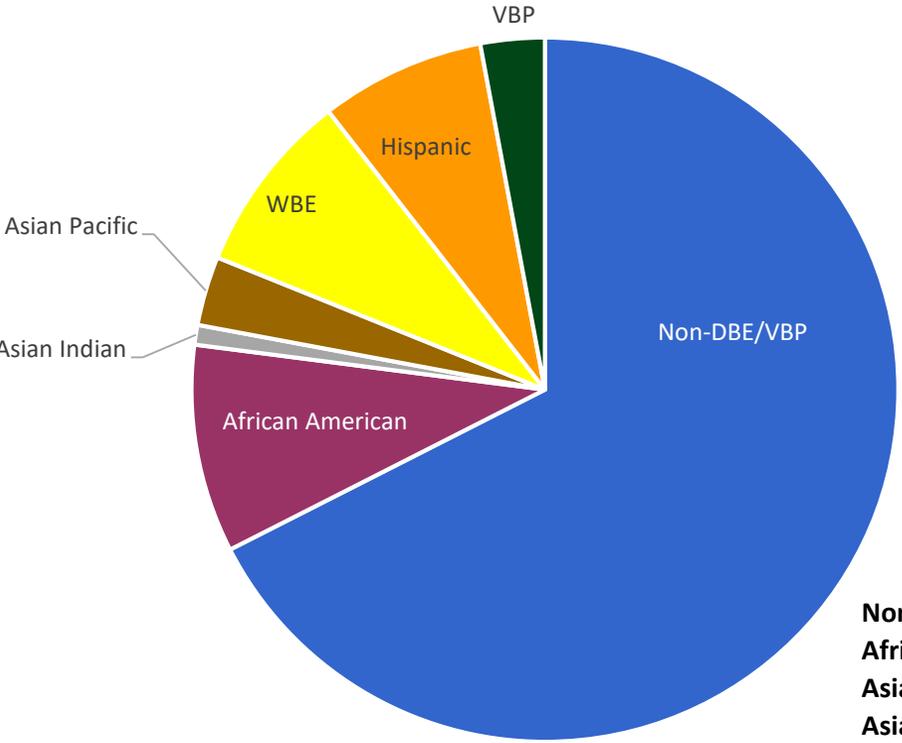


	2019 Q1 - Q3	2019 Q4 - 2020 Q1
Non-DBE/VBP	\$ 373,456,762	\$ 312,847,034
African American	\$ 9,754,289	\$ 15,589,528
Asian Indian	\$ 2,568,409	\$ 2,268,701
Asian Pacific	\$ 960,405	\$ 1,097,801
WBE	\$ 39,132,783	\$ 49,169,079
Hispanic	\$ 34,644,601	\$ 65,129,497
Native American	\$ 1,227,718	\$ 3,329,015
VBP	\$ 6,246,188	\$ 11,921,580

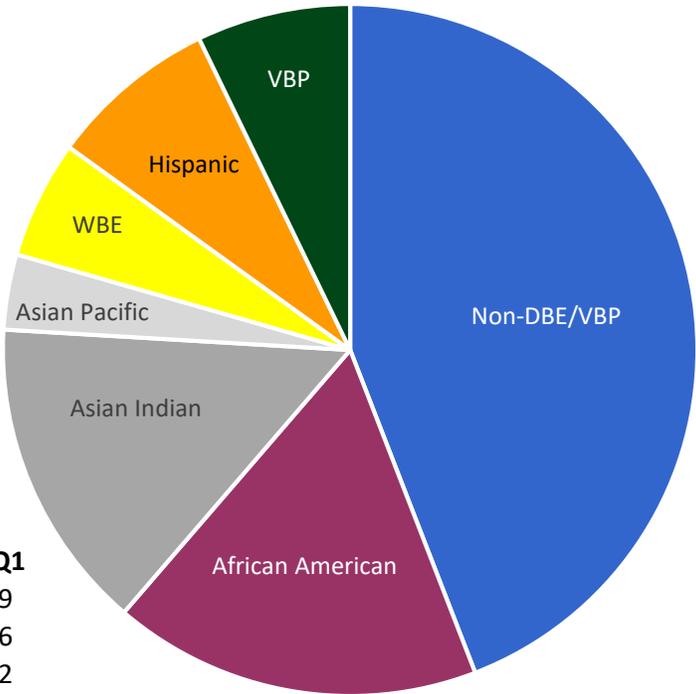


Professional Services Contract Awards

2019 Q1 – Q3 (\$143M)



2019 Q4 – 2020 Q1 (\$138M)



	2019 Q1-Q3	2019 Q4/2020 Q1
Non-DBE/VBP	\$ 96,583,467	\$ 60,866,169
African American	\$ 13,662,692	\$ 23,660,796
Asian Indian	\$ 1,293,555	\$ 20,201,152
Asian Pacific	\$ 4,547,500	\$ 4,851,496
WBE	\$ 11,996,481	\$ 7,607,921
Hispanic	\$ 10,812,787	\$ 10,833,373
VBP	\$ 4,199,017	\$ 9,884,386



COVID-19 RESPONSE AND ACTIVITIES

Diversity staff has continued to engage with DBE and small business communities to provide timely information.

- Hosting Technical Assistance Program RFP virtual pre-bid conferences
- Assisting Technical Assistance Program clients conduct virtual workshops
- Developing online resources email to more than 2,000 DBEs across the region



ILLINOIS TOLLWAY SUPPORTING SMALL BUSINESSES IMPACTED BY CORONAVIRUS

The Illinois Tollway continues to provide critical assistance to small, diverse and veteran-owned businesses during this unprecedented time.

Through the Illinois Tollway Technical Assistance Program, companies receive comprehensive, customized business development assistance for increased business stability and growth in the transportation-related construction industry. Services include education, guidance and feedback on general business and construction-specific operations, including strategic planning and assistance with Illinois Department of Transportation (IDOT) or Capital Development Board (CDB) pre-qualification applications.

While closely following state guidelines for social distancing, our providers use the latest secure technology applications (as well as traditional methods) to communicate with new and existing clients. And with a host of assistance programs available for eligible businesses impacted by the COVID-19 pandemic, our program providers are helping clients complete applications and receive assistance as fast as possible.

Connecting with the right Technical Assistance Program provider has never been of more value. For more information, please click [here](#).

PARTNERING FOR GROWTH - CONSTRUCTION

Established contractors assist small, diverse and veteran-owned businesses

- Flexible terms (up to 36 months), bid credit incentives for mentors

Current mentors include:

- Dunnet Bay
- Meade Inc.
- Walsh
- Curran

Current protégés include:

- DCH Construction & Hauling
- Demarc Electric and Communications
- Hooks and Allstate Concrete Cutting
- SE4

Diversity continues developing/approving new partnerships



PARTNERING for GROWTH

POWERED BY THE ILLINOIS TOLLWAY

Taking your Business to the Next Level

WORKFORCE DEVELOPMENT

Providing opportunities for historically underrepresented segments of the heavy highway construction workforce

- Earned Credit Program – provides contractor incentives for hiring low-income eligible individuals
- ConstructionWorks – prepares graduates for apprenticeship/training programs
- 76 ECP/CW hires in 2019

Milestones reached

- Highest ever annual wages earned in 2019 (More than \$4 million)
- Largest number of contractors enrolled in ECP (41)
- More than \$25 million in wages paid to ECP/CW participants since 2007



EARNED CREDIT PROGRAM

POWERED BY THE ILLINOIS TOLLWAY

Putting your Best Bid Forward

TECHNICAL ASSISTANCE PROGRAM – ECONOMIC IMPACT

Since 2017, clients have:

- Created nearly 1,900 jobs
- Secured nearly 100 loans/lines of credit worth more than \$19.6 million
- Generated more than \$105.3 million in revenue
- Obtained more than \$75.4 million in additional bonding capacity
- Received 146 new certifications (D/M/WBE, IDOT/CDB prequal, etc).
- Submitted 135 bids on Tollway work and more than 1,900 bids on non-Tollway work
- Managing current/developing new Partnering for Growth construction agreements



TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY

Equipping Businesses for Success

TECHNICAL ASSISTANCE PROGRAM – COVID-19 RESPONSE

Technical Assistance Program providers continue to assist clients with core services

- Project bidding and estimating
- Obtaining D/M/WBE and/or small business certification
- Managing current/developing new Partnering for Growth construction agreements

Providers assisting clients secure nearly \$3.4 million to mitigate COVID-19 impacts

- \$1.7 million in Small Business Association loans
- \$937,000 in bank loans
- \$750,000 in grants

Technical Assistance Program RFP due date extended to June 11, 2020



Diversity will extend existing services

- Ensures continuity
- Continue client assistance for businesses impacted by COVID-19

TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY

Equipping Businesses for Success

TECHNICAL ASSISTANCE – SUCCESS STORIES

Antigua Inc. (Female Hispanic-owned D/M/WBE)

- Full-service general construction company
- Received assistance with bidding, insurance, business operations, grant proposals, accounting, estimating, OSHA-10, P4G, employee operations, marketing, project management and safety
- Submitted bids on Tollway projects as prime and sub
- Awarded a \$1.3 million Tollway fencing project
- Applied and received multiple grants/loans including DCEO Minority Owned Business Capital and Infrastructure Program grant and SBA emergency funding loan
- Construction Business Development Center client



TECHNICAL ASSISTANCE – SUCCESS STORIES

SRM LLC (African American-owned D/MBE)

- Steel and rebar manufacturer/installer
- Received assistance with certification, IDOT and CDB pre-qualification, bid preparation, networking, accounting and financial management
- Significantly impacted access to opportunities (\$6.5 million in awarded work to date 2020) Increased bonding capacity by \$800,000, assistance obtaining \$1,025,000 in additional capital
- Applied and received several loans (SBA, bank)
- Illinois Black Chamber of Commerce client

SRM

STEEL REBAR MANUFACTURING LLC

SRM

CONCRETE READY MIX SUPPLY

SRM

CONSTRUCTION MATERIAL AND SUPPLY

"Where Steel Meets Concrete"



Illinois Black
Chamber of Commerce



Illinois Tollway
DIVERSITY

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TECHNICAL ASSISTANCE – SUCCESS STORIES

Complete Mechanical Piping (African American-owned D/MBE)

- Received QuickBooks and back-office support, networking and business referrals, line of credit and bid assistance
- Increased revenues by \$8 million
- Awarded SBA emergency loan
- Hired back office support, apprentices and provided second-tier subcontracting work to other small businesses
- Client of Griggs Mitchell & Alma

COMPLETE [REDACTED]
MECHANICAL [REDACTED]
PIPING [REDACTED] City of Chicago
Certified MBE



TECHNICAL ASSISTANCE – SUCCESS STORIES

R.E.A. Masonry LLC (African American-owned M/DBE)

- Masonry/Construction company
- Received financing, bonding, certification and marketing assistance
- Secured \$150,000 union bonding line of credit
- Successfully applied for working capital loan from LISC
- Working with established primes (Walsh, FH Paschen)
- Client of Community Insurance Center/Inner City Underwriting



R.E.A. Masonry, LLC
" MASONRY BUILT TO LAST "



LOOKING AHEAD – IMPROVEMENTS UNDER CONSIDERATION

Construction

- Expansion of Small Business Initiative Program
- Umbrella insurance (Rolling Owner Controlled Insurance Program)
- Relaunching JOC Program

Partnering for Growth – Construction Program

- Award Bid Credits to Partnering for Growth partner firms

Workforce Development

- Increase hiring/retention bonus for ConstructionWorks graduates
- Allow non-skilled (laborers) to earn \$15/hr wage reimbursement





Q&A



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THANK YOU

