



# Illinois Tollway **DIVERSITY**

*Driving Economic Opportunities*

## **BUILDING FOR SUCCESS**

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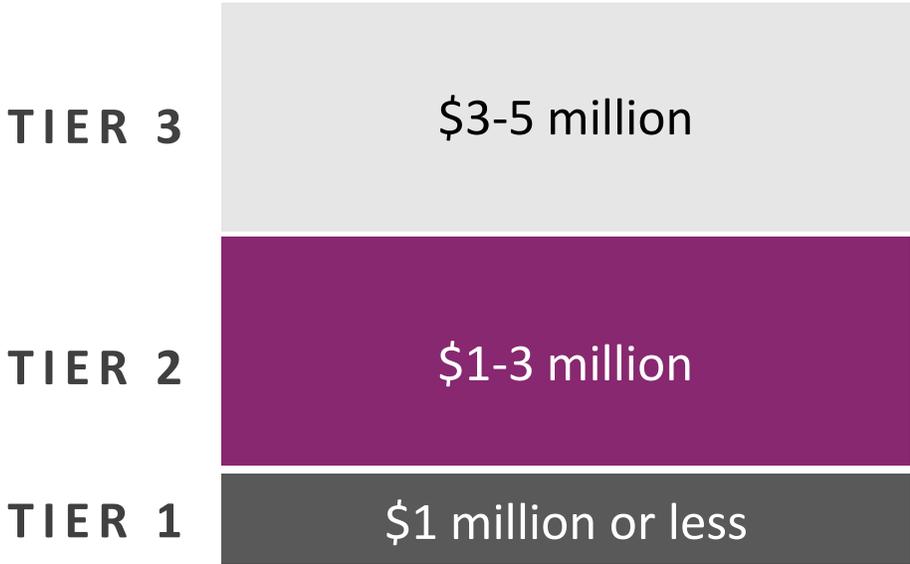
# OVERVIEW



# SMALL BUSINESS INITIATIVE (SBI)

- ▶ Identifies select construction contracts, only small businesses can perform as primes or subcontractors
- ▶ Establishes small business goals for select construction contracts, up to 40% self-performance goals

## SMALL BUSINESS CONTRACT TIERS



## PROJECT SCOPES

- Demolition
- Electrical
- Vertical
- Structural
- Landscaping
- Grading/drainage
- General roadway



## SMALL BUSINESS INITIATIVE

POWERED BY THE ILLINOIS TOLLWAY

*Creating Opportunities for Inclusion*



## HOW TO PARTICIPATE



# HOW TO GET REGISTERED IN SBI

## 1. Register with the 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](http://ipg.vendorreg.com)



## 2. Register in the Tollway SBI

- ▶ Complete Tollway application that confirms SBSP registration status with Illinois Procurement Gateway
- ▶ Visit [iltollway.diversitysoftware.com](http://iltollway.diversitysoftware.com) to begin the registration process



# HOW TO SEARCH FOR AN SBI CONTRACTOR



## Search for Registered Contractors

Visit [iltollway.diversitysoftware.com](http://iltollway.diversitysoftware.com) to search for vendors using various criteria:

- ▶ Name
- ▶ Business description
- ▶ Commodity code
- ▶ Contact name
- ▶ Location

### About the System

Learn more about this system and how it works today

Information for Vendors

B2Gnow for Tollway Vendors

### State of Illinois Vendor Directories

Illinois Procurement Gateway (IPG) Registered Vendor Directory

BEP and/or VBP Certification Directory

### Vendor Registration

Search and/or join our database of registered vendors

Apply for / Renew Registration

Search Vendor Directory

### Outreach

Opportunities for vendor involvement

View Outreach Opportunities



# PROGRAM UPDATES

# SBI FORM 2028-A REVISIONS

Documents commitment for prime and subcontractors on Small Business contracts

Submitted by the prime at time of bid

Primes must provide details including scope of work, amount and percentage of work performed and SBI enrollment status

Prime bidders must be enrolled in the Tollway SBI at the time of bid



ILLINOIS STATE TOLL HIGHWAY  
AUTHORITY  
Small Business Form 2028-A  
Small Business Plan

CONTRACT NUMBER: \_\_\_\_\_

PRIME CONTRACTOR: \_\_\_\_\_  
CONTACT NAME: \_\_\_\_\_  
CONTACT PHONE: \_\_\_\_\_  
CONTACT EMAIL: \_\_\_\_\_

**Instructions to vendors:**

1. Primes may only utilize SBI Vendors as subcontractors. All subcontractors (including those fulfilling goals) must be listed below.
2. Contractors are required to comply with the Special Provision.
3. This SBE Form 2028-A must:
  - be submitted at the time of bid
  - be an accurate representation of work and pricing agreed upon between the prime and the subcontractor
4. Each company listed on the Small Business Plan must be listed in the Tollway SBI directory or be in the process of application as stipulated in the Special Provision.
5. In no case should a Contractor remove, replace or reduce the participation of a firm listed in the initial Small Business Small Business Plan without prior written consent of ISTHA. Any changes that may affect the DBE/VOSB participation shall be requested in accordance with the DBE and VOSB Special Provisions.

Prime participation

Scope of Work	Amount (\$)	Amount (%)	SBSP (Yes/No)	SBI (Yes/No)	Included in the DBE/VET Plan (Yes/No)

# SBI FORM 2028-A REVISIONS

Required subcontractor information on Form 2028A, regardless of whether they count toward the DBE/Vet goal

Subcontractors are subject to approval by the Tollway prior to performing work

Subcontractors cannot be changed without Tollway approval

Small Business subcontractor plan

Firm Name	Scope of Work (Brief description of overall work to be performed)	Indicate if supplier only	Subcontract Amount (\$)	Subcontract Amount (%)	SBSP (Yes/No)	SBI (Yes/No)	Is this firm included in the DBE/VET Plan (Yes/No)
TOTAL							

Print Name: \_\_\_\_\_

Phone contact: \_\_\_\_\_

Position: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Revised 3.16.2022

# SMALL BUSINESS PROGRAM

## Special Provision Updates

- ▶ Updated to clarify exceptions
- ▶ Sets penalties for non-compliance, up to and including debarment
  - ▶ (e.g., failing to meet contractual terms)

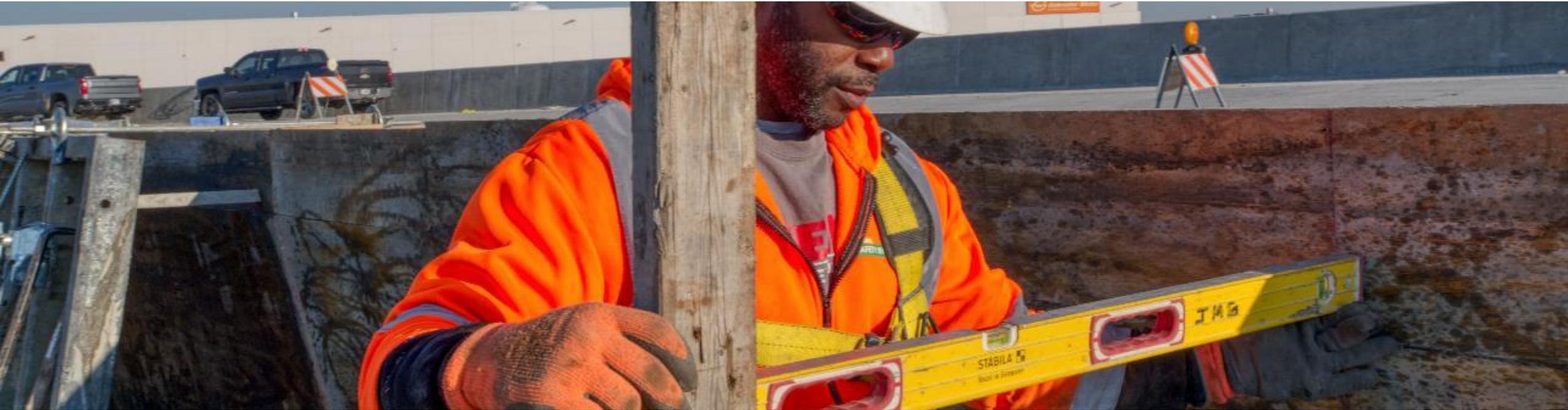




# ENSURING PARTICIPATION



# TOLLWAY EXPECTATIONS



Prime contractors must actively and aggressively try to subcontract with small businesses

Primes are expected to take all necessary and reasonable steps to obtain sufficient Small Business participation and diversity goals when applicable



# ENGAGING SMALL BUSINESSES - EXAMPLES



## Necessary and reasonable actions can include:

- ▶ Soliciting small businesses through all available means
  - ▶ Outreach events, pre-bid conferences, advertising
- ▶ Providing information on plans, specs and contract requirements in a timely manner
- ▶ Negotiating in good faith to determine pricing and capabilities to perform
- ▶ Other relevant actions or activities not listed here

# FORM 2028-B REVIEW PROCESS

Tollway will consider the quality, quantity and intensity of efforts to secure Small Business participation

Tollway will review efforts by ALL bidders on a contract if an exception is requested

Receiving a higher price quote compared to larger, non-SBI firms is NOT a legitimate reason to request a waiver





## AVAILABLE RESOURCES



# SMALL BUSINESS RESOURCES

## Tollway Website



Doing Business > Diversity > Small Business Initiative

### Small Business Initiative

#### Program Goal

The Illinois Tollway Small Business Initiative is intended to increase opportunities for small construction participate on Tollway construction contracts.

#### Program Overview

The Small Business Initiative puts small businesses in a position to succeed and grow by:

- Identifying select construction contracts, generally with values of approximately \$5 million or less, businesses to perform as prime contractors
- Establishing diversity goals for select construction contracts on a project-by-project basis

#### Who Can Participate?

Firms must be registered with the [State of Illinois](#) as a small business and meet the following criteria:

- Gross revenues of \$14 million or less annually
- Meet specifications that may include prequalification with either the [Illinois Department of Transp](#) or [Illinois Capital Development Board \(CBD\)](#), which will be determined on a project-by-project basis

## Technical Assistance Program

Participants receive customized business development assistance to build financial understanding and business plan development for increased business stability and growth in the transportation construction industry

### TECHNICAL ASSISTANCE PROVIDERS

- ▶ Community Insurance Center/Inner City Underwriting
  - ▶ Matt Cooper
  - ▶ [mcooper@communityinscenter.net](mailto:mcooper@communityinscenter.net)
- ▶ Illinois Hispanic Chamber of Commerce
  - ▶ Dana Harder
  - ▶ [dana@indepchi.com](mailto:dana@indepchi.com)

# DIVERSITY AND STRATEGIC DEVELOPMENT

## Programs

- ConstructionWorks
- Diversity Webinar Series
- Earned Credit Program
- Partnering for Growth Program
- ROCIP
- Small Business Initiative
- Technical Assistance Program

## Initiatives

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

## Register for Tollway Diversity alerts!

- [lponce@getipass.com](mailto:lponce@getipass.com)

Visit [illinoistollway.com](http://illinoistollway.com) to get started

[Doing Business](#) > [Diversity](#) > [Diversity Overview](#)

## Diversity And Strategic Development

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



[View Programs](#)

[B2GNow](#)

[2021 Disparity Studies](#)

[Job Order Contracting](#)

[Outreach and Networking](#)

[Reports and Resources](#)

[Strategic Leadership](#)

[Webinar Series](#)

[DBE/BEP Certification](#)

## Inclusion Is The Foundation Of Everything We Do

As an economic engine for the region, the Tollway provides small, diverse and veteran businesses and individuals with opportunities to grow and succeed through our training programs, strategic partnerships and investments in infrastructure.

## Diversity Programs

Our programs support long term success through training and business development opportunities, as well as a multitude of economic opportunities created by investments in infrastructure and the resources to ensure continued growth in a high-demand industry. We are committed to a collaborative effort that provides access, ensures participation and ultimately expands future growth and advancement.

### ACCESS



The Tollway believes in opening the doors for individuals and firms interested in doing business with the Tollway and its contractors. Our access programs provide development opportunities to

### PARTICIPATION



Fostering inclusion at every level is fundamental to our diversity efforts. The Tollway creates economic opportunities and jobs for diverse participants on projects by setting aspirational goals that support

### ADVANCEMENT



The Tollway stands ready to help firms continue to advance and achieve their next level of success through business assistance and training opportunities.



THANK YOU