

JULY 28, 2025

2025 Q2 UPDATE

Diversity & Inclusion Committee

Marlene Vick, Acting Chief of Diversity & Strategic Development

AGENDA

- Overall Participation
- Program Updates
- Meetings and Outreach
- Contracting with Government Event
- Small Contractor Survey and Focus Groups
- Upcoming Events
- Current Environment

OVERALL PARTICIPATION

January-May 2025



Nearly 32 percent of dollars spent in construction, professional services and goods and services went to DBE/VET firms



Diverse firm participation increased 6% compared to same time period in 2024



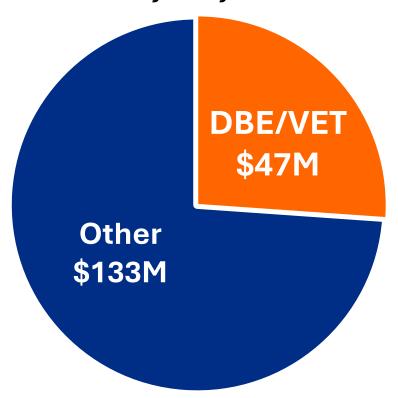
Biggest gains were made by:

- African Americans and women in construction
- Veteran participation in both construction and professional services



CONSTRUCTION SPEND

2025 DBE/VET SPEND January-May 2025



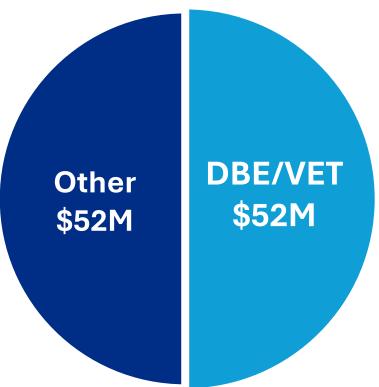
Of the \$180 million paid in 2025, \$47 million was paid to DBE/VET firms



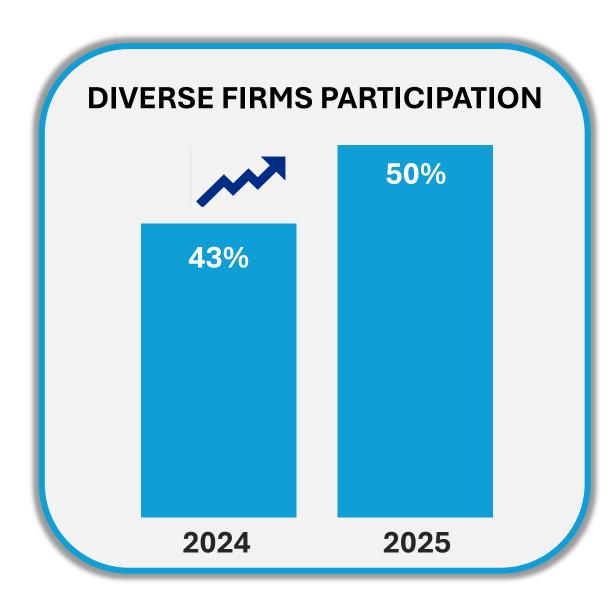


PROFESSIONAL SERVICES SPEND





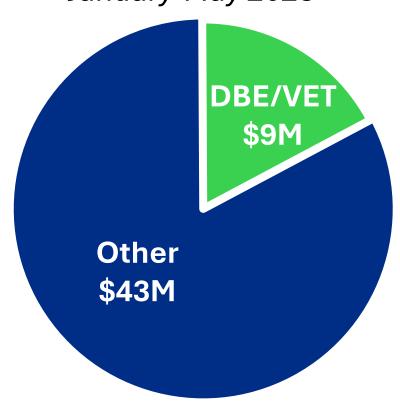
Of the \$104 million paid in 2025, \$52 million was paid to DBE/VET firms



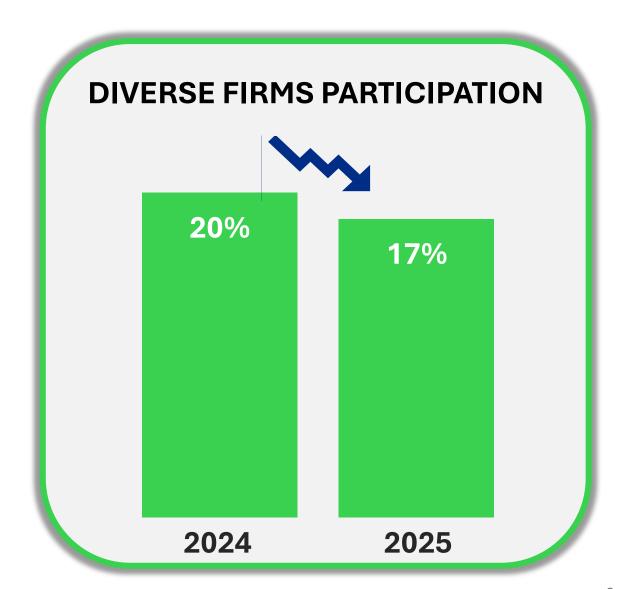


GOODS AND SERVICES SPEND

2025 DBE/VET SPEND *January-May 2025*



Of the **\$52 million** paid in 2025, **\$9 million** was paid to **DBE/VET firms**





Small Business Initiative

- Two contracts awarded worth nearly \$5.8 million
- First-time Emerging Technology Initiative partnership on small business contract (Martinez Frogs and Foundation Mechanics 3D grading)
- Surpassed \$100 million in small business contracts since program launch in January 2021
- More than 220 contractors remain enrolled in the Tollway Small Business Initiative







PARTNERING FOR GROWTH Professional Services

PARTNERING FOR GROWTH Construction

- 11 new agreements approved
- ► Two Reverse Partnering for Growth agreements approved
- Two firms went from protégé to prime: OSEH, Inc. and Lakeshore Engineering







PARTNERING FOR GROWTH Construction

PARTNERING FOR GROWTH Professional Services

- One new agreement
- One extension of existing agreements
- > \$1.2 million in bid credits accrued by contractors





Technical Assistance Program

- More than 110 new certifications received by clients
- More than 70 bids submitted on Tollway construction and professional services opportunities
- More than \$15.3 million awarded to TA Program clients





ConstructionWorks/ Bid Credit Program

- Nearly 40 participants completed training
- More than 30 ConstructionWorks participants entered employment
- Nearly \$210,000 in bid credits earned b contractors hiring/ retaining participants



BUILDING FOR SUCCESS WEBINAR SERIES

8 webinars, more than 500 attendees

PREVIOUS TOPICS

- Cybersecurity for small businesses
- Mastering the elevator pitch
- In-Road electric vehicle charging and the Tollway
- Design-Build alternative delivery program update
- DBE certifications with PACE Bus
- How to register as a small business
- ► LCP Tracker Tollway contract compliance
- Diversity Connect the vendor community



UPCOMING TOPICS

- Doing Business with the Tollway Goods and Services
- Illinois Tollway hiring portal for construction
- LCP Tracker
- DBE certification

MEETINGS AND OUTREACH

Be a part of the action

Hosted/attended more than 70 events

- Eight webinars
- Technical Assistance Program meet and greets and cohort graduations
- Warm-mix asphalt best practices training
- Diversity Advisory Council
- Stakeholder events (panel discussions, networking)





Sent nearly 50 email blasts regarding Tollway opportunities

Agency meetings to discuss Tollway DBE programs

- State of Illinois Commission on Equity and Inclusion
- ACEC Illinois
- IRTBA
- Southeast Pennsylvania Transportation Authority
- City of Philadelphia Mayor's Office



ROCKFORD - MAY 13, 2025

VIDEO PLACEHOLDER

CONSTRUCTION CONTRACTOR SURVEY



SURVEY PARTICIPANTS

- Approximately 65% of contractors had annual revenues under \$5 million
- Nearly 65% of contractors bid on both prime and sub work
- Approximately 80% of contractors were certified small, DBE, veteran or other

SURVEY HIGHLIGHTS

Approximately 140 firms completed the entire survey

Largest barriers to participation identified by small contractors include:

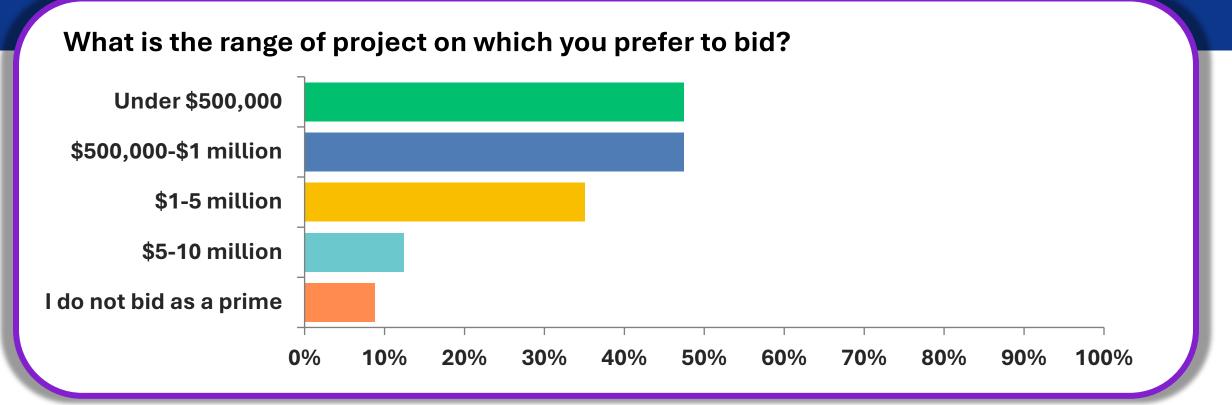
- Access to capital
- Union requirements
- Awareness of opportunities and contract sizes
- Learning how to do business with the Tollway
- Timely payments by primes

Out of the 140 firms, 95 were in favor of Tollway focus groups

CONSTRUCTION CONTRACTOR SURVEY – KEY RESULTS

Most small contractors still prefer to bid as primes on contracts less than \$1 million

Approximately 35% of core respondents said they would bid on larger contracts ranging from \$1 to \$5 million

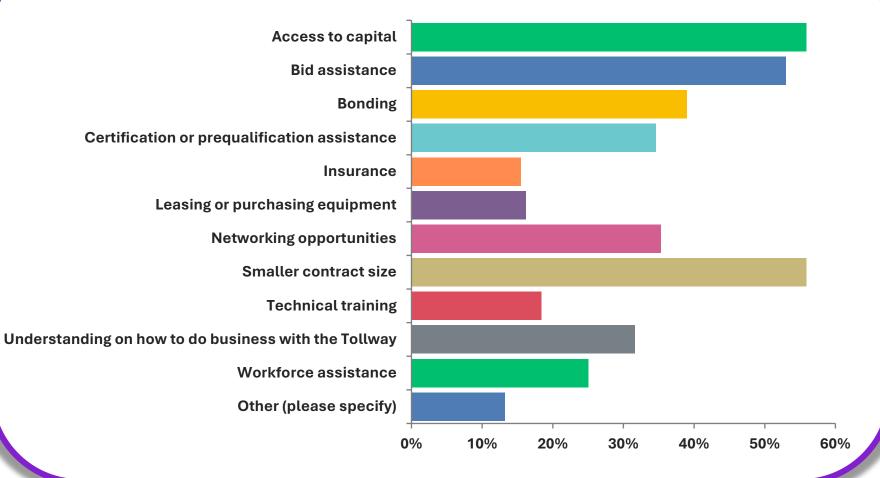


CONSTRUCTION CONTRACTOR SURVEY – KEY RESULTS

Small contractors would like to see the Tollway provide more assistance in the following areas:

- Access to capital
- Smaller contract sizes
- Submitting bids
- Contracting and networking





CONSTRUCTION CONTRACTOR SURVEY – FOCUS GROUPS

Engaging the small contracting community to brainstorm additional ways the Tollway can help small businesses grow and thrive



The need for focus groups was identified via survey responses



Evaluating programs and initiatives to remove barriers to participation

First focus group was held virtually on July 23

UPCOMING EVENTS



Paving the Road Invitational Next Illinois Tollway Quarterly meeting

Diversity Connect Launch *Fall 2025*

- Contest between two teams led by a Tollway Technical Assistance provider
- Teams compete in the following categories:
 - Best Elevator Pitch
 - Best Capabilities Statement
 - Best Social Media Video
 - Best Social Media Post
 - Best Website Layout

Provides participants with the following opportunities:

- Protégés get to network and market business to larger firms
- Victorious team wins free marketing support (video and toolkit) from Tollway Stakeholder Engagement Department

UPCOMING EVENTS

Paving the Road Invitational Next Illinois Tollway Quarterly meeting

Diversity Connect Launch Fall 2025

Vendor community launch of Diversity Connect software platform

- ► Technical Assistance Portal for service providers to track metrics including client management and economic impacts
- P4G participants can input quarterly reports, monthly meeting logs and additional program metrics



UPCOMING EVENTS



Contracting with Government Goods and Services Event October 23, 2025 | Matrix Club in Naperville



FOR THE LATEST INFORMATION, VISIT:
Illinoistollway.com/
ContractingWithGovernment



CURRENT ENVIRONMENT

GOALS

- Stay ahead
- Stay aligned
- Work together
- Think future
- Be supportive of partners
- Anticipate challenges
- Continue to support programming and small business participation

Meeting with advocacy agencies

Attending focus groups

Meetings with state agencies



THANKYOU