

Construction Networking

Doing Business with the Illinois Tollway

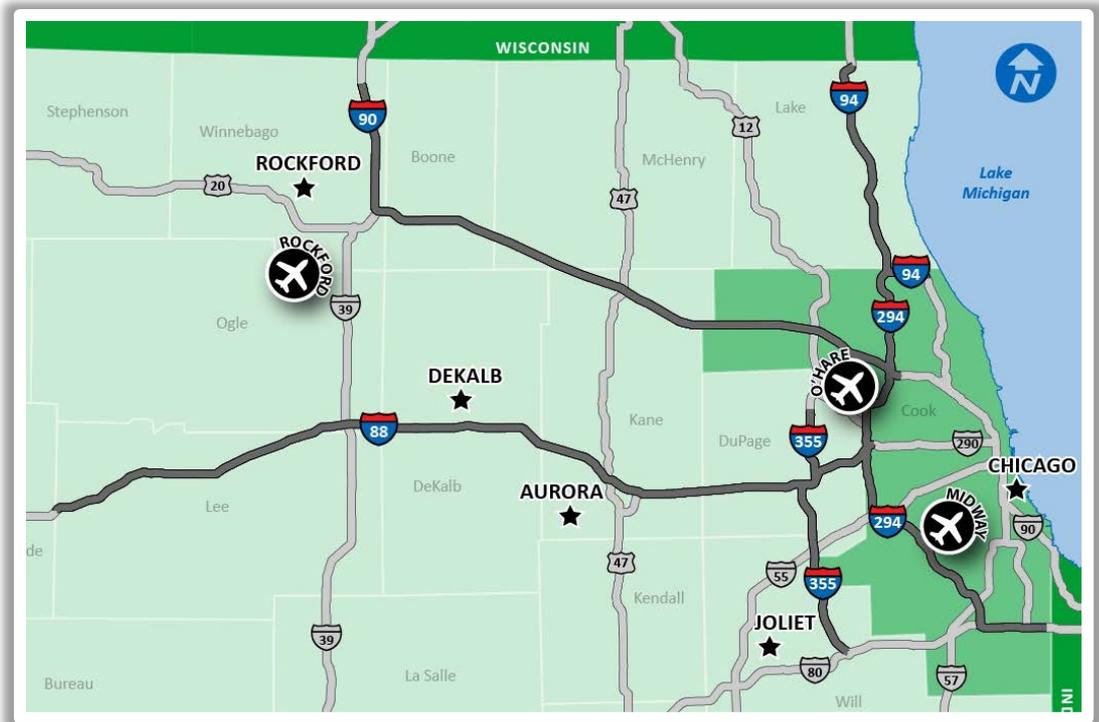
January 9, 2014

Agenda

- ▶ **About the Tollway**
- ▶ ***Move Illinois* Program overview**
- ▶ **Construction bid-letting process**
- ▶ **Upcoming construction opportunities**
- ▶ **Diversity programs**

Illinois Tollway – Key Statistics

- ▶ 286-mile system comprised of four tollways
- ▶ Opened in 1958 as a bypass around Chicago to connect Indiana and Wisconsin
- ▶ Carries more than 1.4 million vehicles per day
- ▶ User-fee system – no state or federal gas tax dollars used for maintenance and operations



Move Illinois Program

TAKE CARE OF EXISTING SYSTEM NEEDS

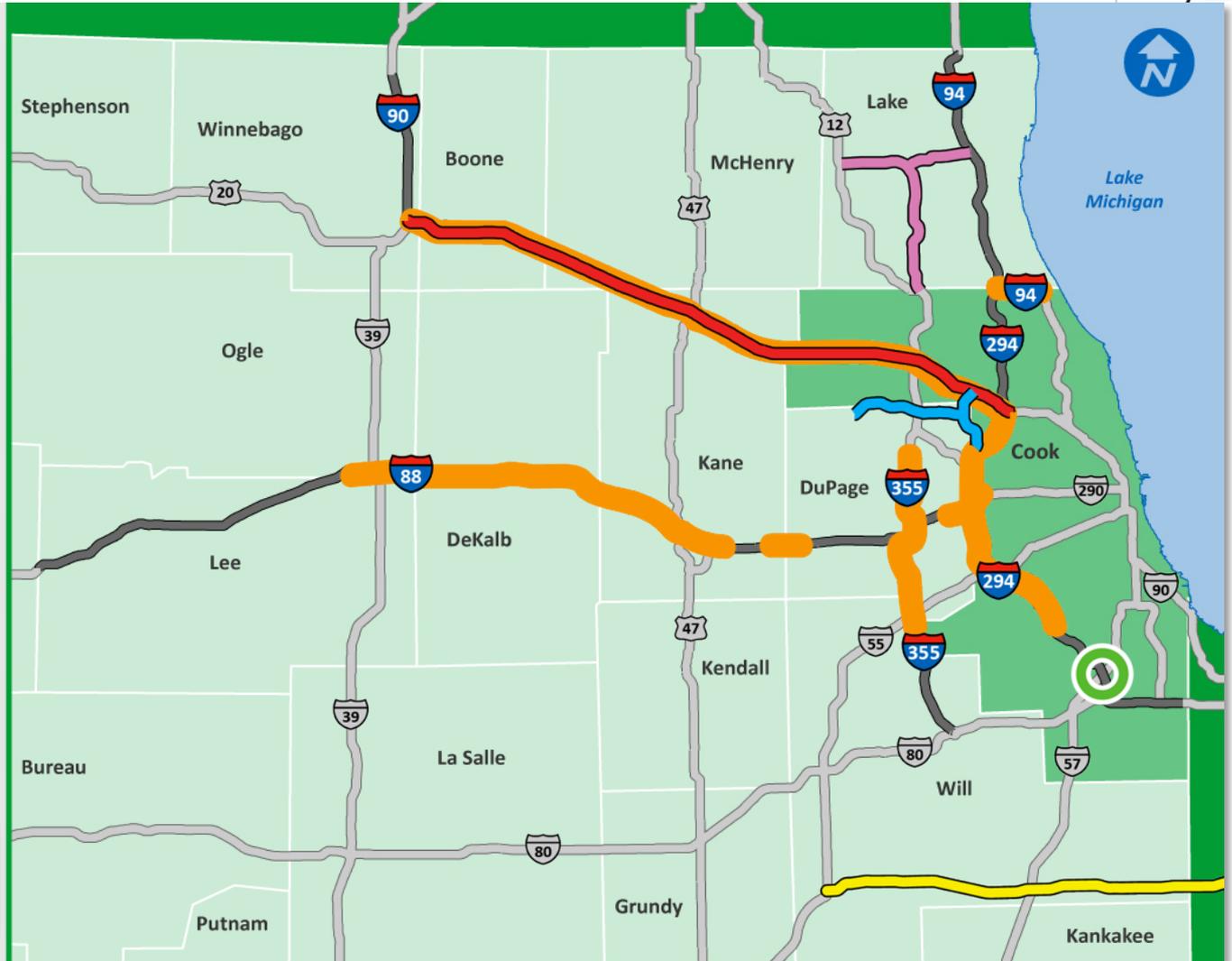
JANE ADDAMS MEMORIAL TOLLWAY
\$2.2 billion

ELGIN O'HARE WESTERN ACCESS
\$3.4 billion

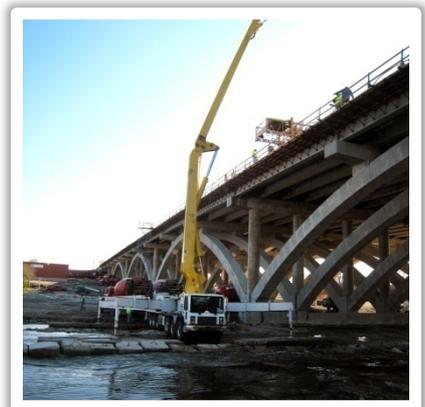
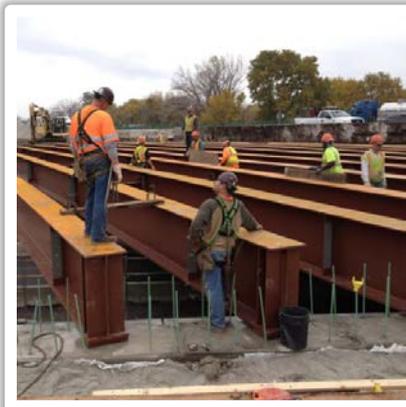
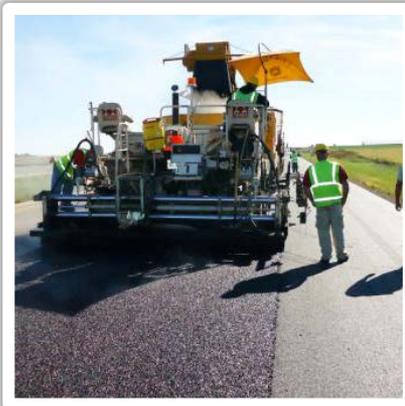
I-294/I-57 INTERCHANGE
\$719 million

ILLINOIS ROUTE 53/120 PROJECT

ILLIANA EXPRESSWAY



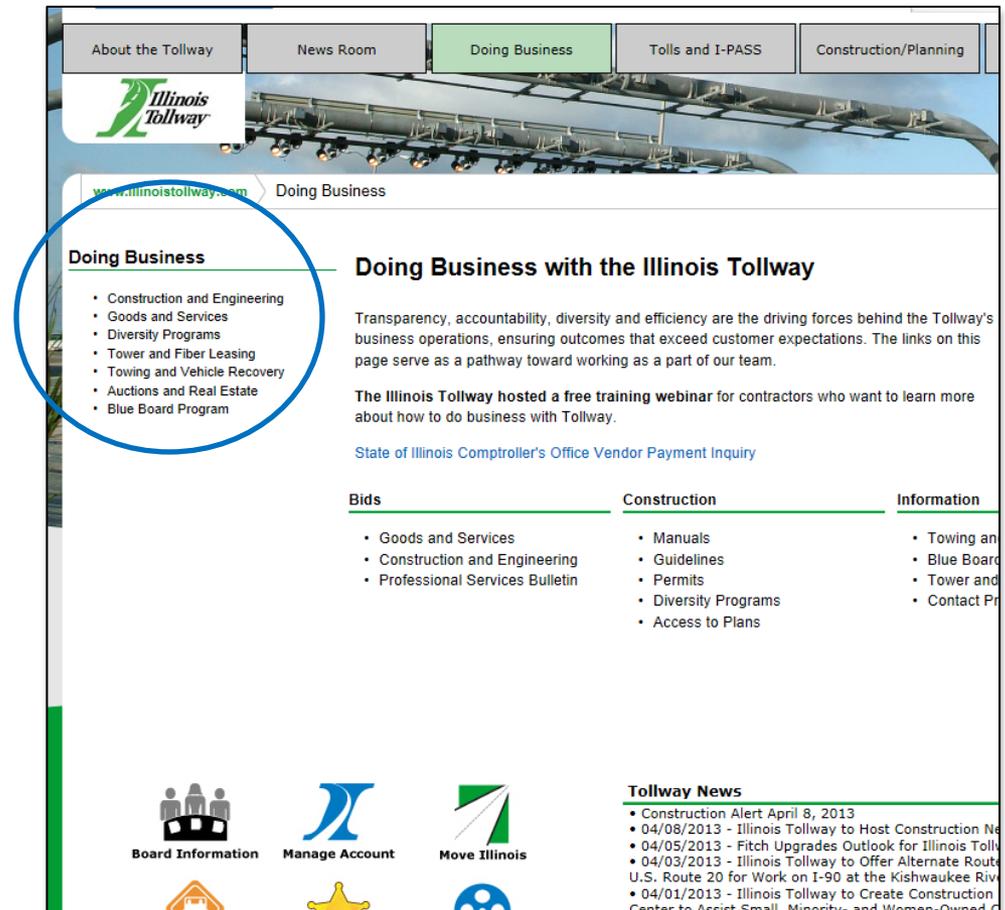
Doing Business – Construction



Getting Information

How do you find out about construction contracts?

- ▶ **www.illinoistollway.com**
 - ▶ View bid-letting schedule (updated weekly)
 - ▶ Visit the Online Plan Room
 - ▶ Confirm documentation
 - ▶ Prequalification forms
 - ▶ Certifications
- ▶ **Central Management Services resources**
 - ▶ Notices of bid opportunities
 - ▶ www.purchase.state.il.us



Construction Bid-Letting Process

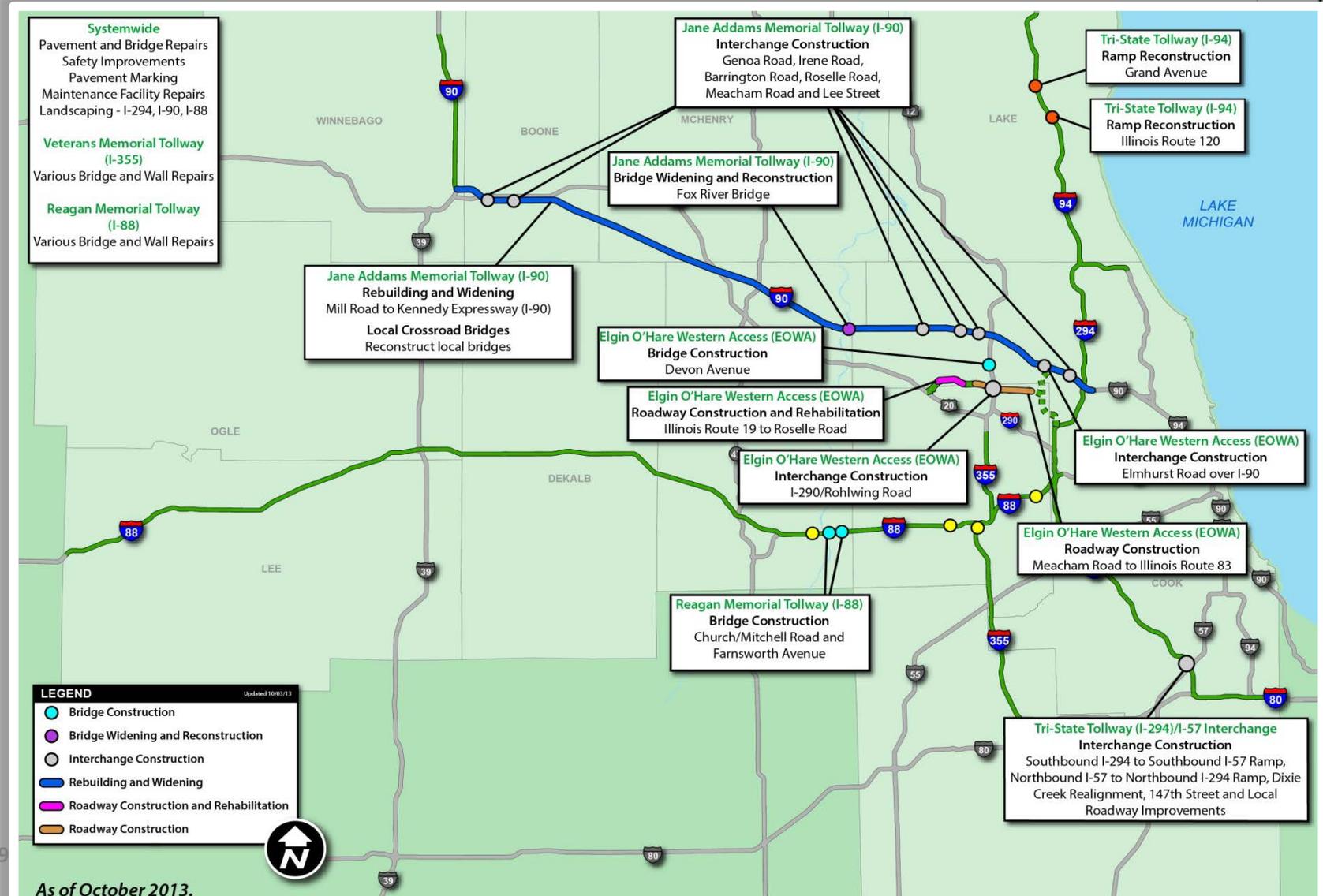
Steps in the Process	Information/Assistance Available
<ul style="list-style-type: none"> • Identify upcoming projects • Seek plans and forms 	<ul style="list-style-type: none"> • Bid-letting schedule • Online Plan Room
<ul style="list-style-type: none"> • Compile bid • Submit COMPLETE bid (to prime or Tollway) 	<ul style="list-style-type: none"> • Construction Contracts 101 Webinar
<ul style="list-style-type: none"> • Bid opening/apparent low bidder • Review paperwork 	<ul style="list-style-type: none"> • Public bid opening (webcast)
<ul style="list-style-type: none"> • Tollway Board approval • Receive Notice to Proceed 	

2014 Construction Preview

- ▶ **Anticipate nearly \$1.4 billion of work**
- ▶ **Expect as many as 100 contracts**
- ▶ **More than 40 contracts will be unbundled, including three set-aside projects**
- ▶ **Commitment to customer service**
- ▶ **Commitment to “building green”**

Corridor	Expected Construction Contracts
I-90	43
Elgin O’Hare Western Access	16
I-294/I-57 Interchange	3
I-88	3
Systemwide	36
TOTAL	101

2014 Capital Program Map



Jane Addams Memorial Tollway (I-90)

Western Segment – Rockford to Elgin

- ▶ Rebuild and widen westbound lanes
- ▶ Continue work on mainline bridges
- ▶ Local crossroad bridges

Eastern Segment – Elgin to the Kennedy Expressway

- ▶ Advance retaining and noisewall work
- ▶ Begin local crossroad bridges and interchange construction

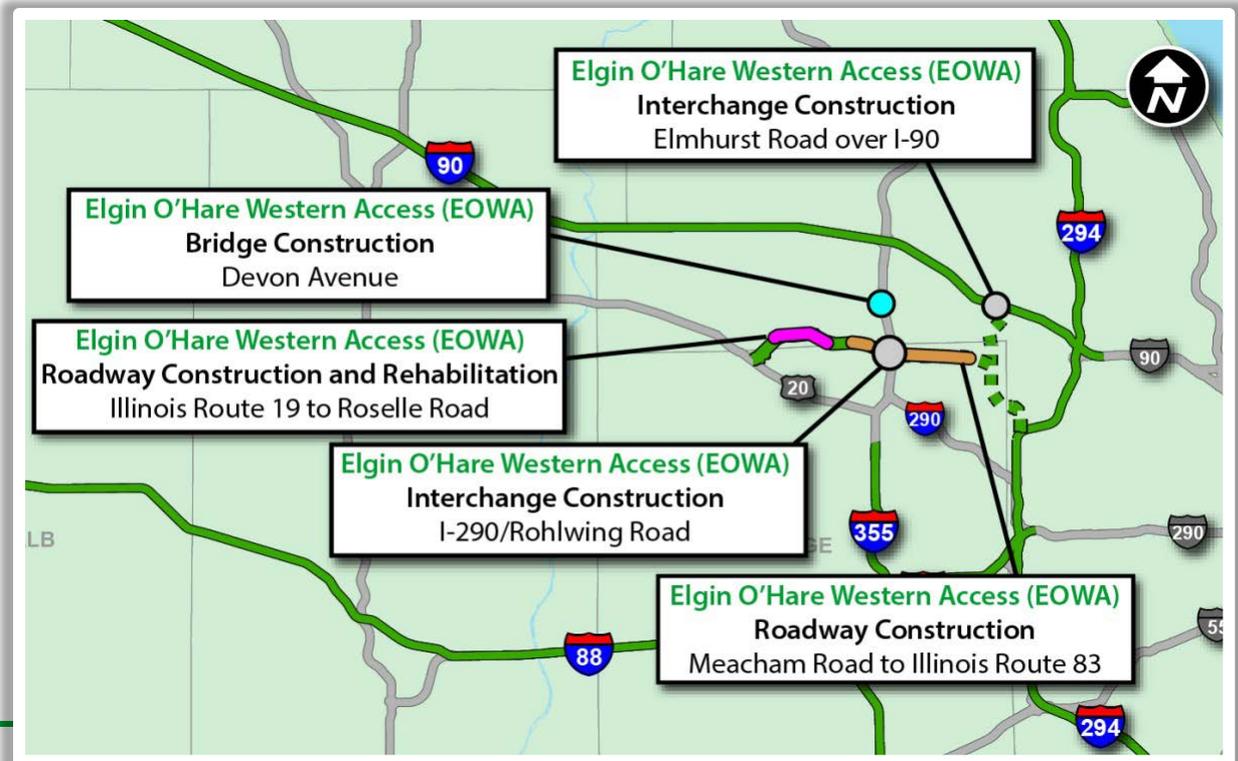
Ancillary Contracts (ITS, water main relocations, fiber optics, etc.)



Elgin O'Hare Western Access Project

First big construction year

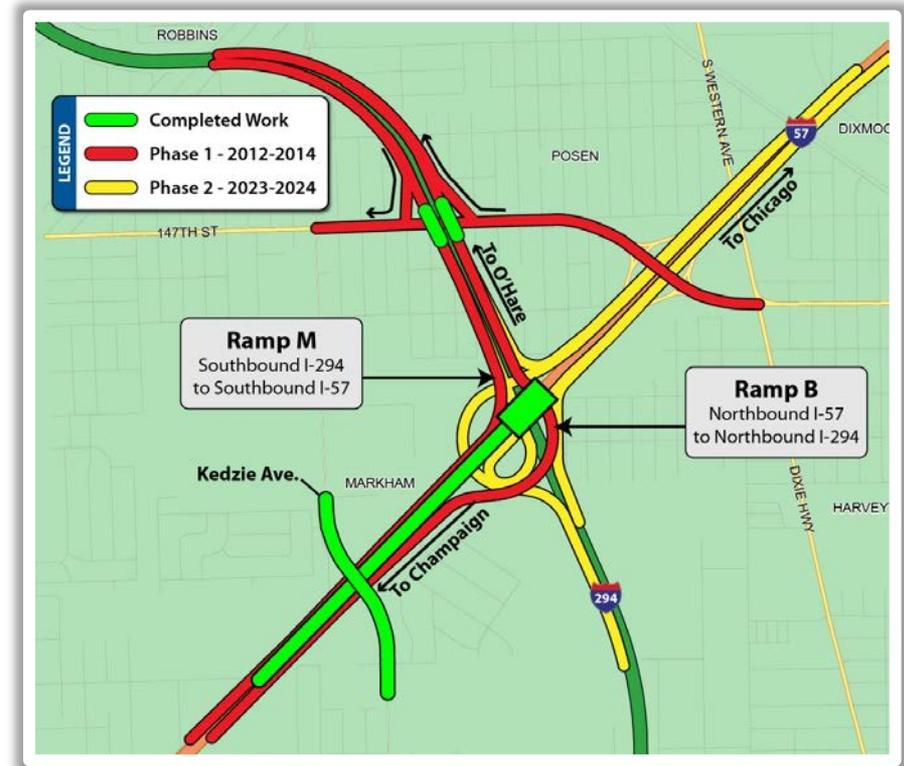
- ▶ Roadway widening, reconstruction and rehabilitation
- ▶ Bridge reconstruction
- ▶ Interchange reconstruction
- ▶ Advance construction of select elements
- ▶ Wetland mitigation



Tri-State Tollway (I-294)/I-57 Interchange

Major ramp work continues

- ▶ Connecting southbound I-294 to southbound I-57 ramp
- ▶ Connecting northbound I-57 to northbound I-294
- ▶ Future landscaping contract



Overall Systemwide Improvements

Taking care of existing system needs

- ▶ **In 2014, the Tollway will invest nearly \$250 million on existing system needs**
- ▶ **Estimated 25 contracts available, with a majority to be advertised in the first quarter**
- ▶ **The majority are unbundled contracts**
- ▶ **Projects anticipated include:**
 - ▶ Ramp reconstruction on the Tri-State Tollway (I-94/I-294)
 - ▶ Bridge and wall repairs on the Reagan Memorial Tollway (I-88)
 - ▶ Bridge and wall repairs on the Veterans Memorial Tollway (I-355)
 - ▶ Systemwide pavement and bridge repairs, safety improvements, pavement markings and landscaping

Oases Parking Lot Rehabilitation

- ▶ Six oases parking lots to be reconstructed
- ▶ Oases are located on the Tri-State Tollway (I-94/I-294/I-80), the Jane Addams Memorial Tollway (I-90) and the Reagan Memorial Tollway (I-88)
- ▶ **Work includes**
 - ▶ Pavement patching
 - ▶ Crack routing and sealing
 - ▶ Hot-mix asphalt (HMA)
 - ▶ Portland cement concrete pavement
 - ▶ Roller compacted concrete pavement
 - ▶ Minor drainage improvements



2013 Diversity Outreach Efforts

- ▶ **Outreach and networking**
 - ▶ 188+ meetings with industry and community stakeholders
 - ▶ Hosted or co-hosted 16 networking events
- ▶ **Completed community outreach for Disparity Study**



Goal: Make it easier to do business with the Tollway

Unbundling and Small Business Initiative

Goal – increase opportunities for small and minority contractors

- ▶ **Unbundling**
 - ▶ Range of job sizes and types
 - ▶ Increased opportunities for prime role
- ▶ **Small Business Initiative**
 - ▶ Small Business set-asides
 - ▶ Small Business goals on large contracts
- ▶ **Mainly focused on construction**
- ▶ **Guided by safety and efficient delivery/administration**
- ▶ **Programwide commitment**
 - ▶ Corridor managers actively defining small contract opportunities

Earned Credit Program

- ▶ **Workforce Development Program**
 - ▶ Rewards initiative program that encourages contractors and subcontractors to hire from a pool of historically underemployed job candidates
 - ▶ In 2013, seven major construction contracts were decided by the use of ECP credits.
 - ▶ To learn more on how ECP participation may benefit your business, please visit our brief ECP breakout session following this presentation



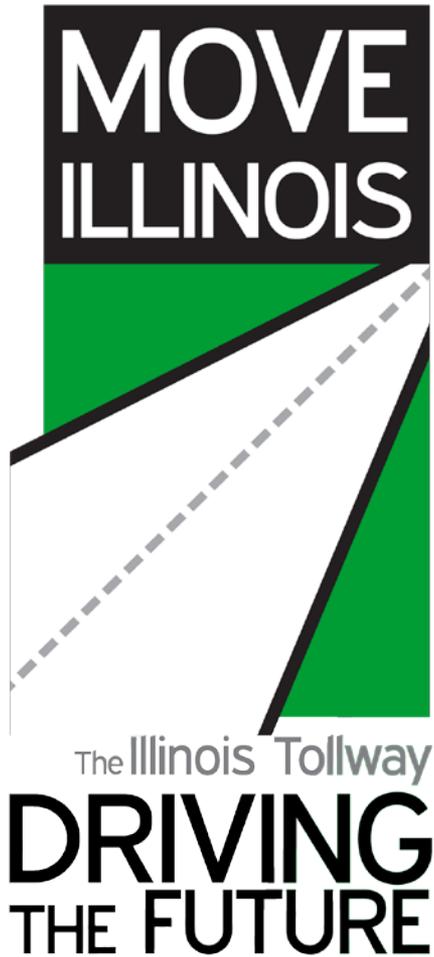


Providing Technical Assistance Programs

- ▶ **Construction Business Development Center**
 - ▶ Partnership with the Illinois Community College Board

- ▶ **Construction Coaching for Growth Program**
 - ▶ Partnership with the Illinois Hispanic Chamber of Commerce and the Illinois Department of Commerce and Economic Opportunity

- ▶ **Small Contractor Bridge Program**
 - ▶ Partnership with the Illinois Finance Authority and the Chicago Community Loan Fund



Construction Business Development Center (CBDC)

What is the CBDC?

- ▶ Partnership between the Illinois Tollway and the Illinois Community College Board
- ▶ The project is designed to increase opportunities for small, minority, veteran and women-owned businesses
- ▶ Flexible, customized training provided for small firms



Illinois Community College Board
www.iccb.org

**CONSTRUCTION
BUSINESS DEVELOPMENT
CENTER** **CBDC**

How Does CBDC Work?

- ▶ **Conduct a business assessment**
- ▶ **Create an individual technical assistance plan:**
 - ▶ Outline components of your needs and identify technical assistance needs
 - ▶ Map your progress toward submitting bids
- ▶ **Customized technical assistance:**
 - ▶ Personal assistance with expert consultants
 - ▶ Seminars/workshops (classroom and online)
 - ▶ Access to experts in particular fields/trades
 - ▶ Assistance with D/M/WBE certification

Technical Assistance Offered

- ▶ **Finance**
- ▶ **Accounting**
- ▶ **Insurance**
- ▶ **Bonding**
- ▶ **Estimating**
- ▶ **Bidding**
- ▶ **Business and marketing plan development**
- ▶ **Doing business with the Illinois Tollway**
- ▶ **How to become a prime contractor**
- ▶ **How to be a successful subcontractor**
- ▶ **Tools for technology**
- ▶ **Project management**
- ▶ **Surety and field operations**

Benefits of Working with the CBDC

- ▶ **Collaborate with other agencies to ensure all the assistance you need**
- ▶ **Skills learned are transferrable to all government projects (city, county, state and federal)**
- ▶ **Ensure your application for certification is complete**
- ▶ **Fast-tracking the certification process**

Contacts

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Prairie State College

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LaTasha Binder

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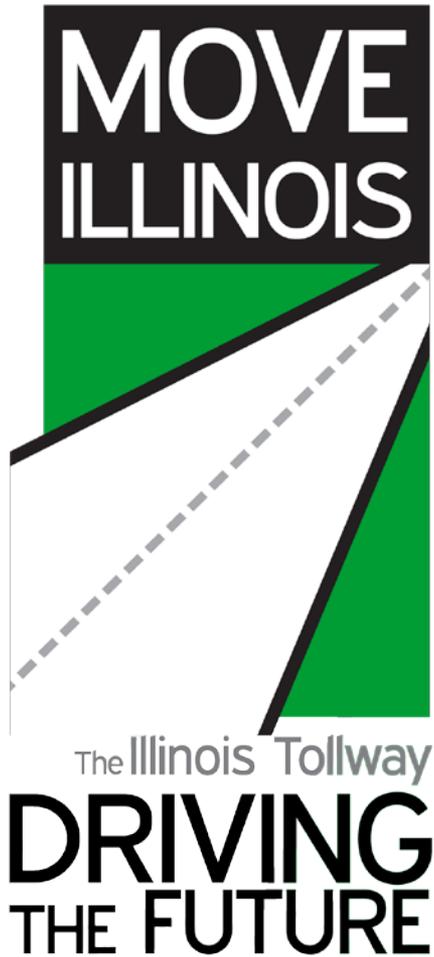
Waubonsee Community College

William Grau

wgrau@waubonsee.edu

630-966-4679





Construction Coaching for Growth (CC4G)

Construction Coaching for Growth Program (CC4G)



▶ Program Goal

- ▶ Help small, minority and women-owned construction businesses with increasing their capacity, competitiveness and contracting opportunities with the Tollway



▶ Strategy

- ▶ Provide entrepreneurs and business owners with targeted training and direct, strategic one-on-one business counseling in an effort to support and promote business growth and ensuing job creation



Illinois
Department of Commerce
& Economic Opportunity
Pat Quinn, Governor



Program Eligibility and Application Process

- ▶ **Program eligibility requirements:**
 - ▶ Three years in business
 - ▶ Minimum of \$250,000 in revenue
- ▶ **Contributing elements to a company's acceptance into the program:**
 - ▶ Credit rating
 - ▶ Bonding, if any
 - ▶ Prequalification interest or status with IDOT or CDB
 - ▶ Certifications, if any
 - ▶ Union affiliation, if any
- ▶ **Applications are being accepted for Cohort 2 until January 31, 2014**
 - ▶ Visit www.ihccbusiness.net/construction-c4g/

Cohort 2 Schedule and Roadmap

- ▶ Each cohort lasts four months and includes 38 hours of technical assistance through individual coaching and group conferences
- ▶ Coaching has been framed by the three levels below to address the individual needs of each company.

Activity
3 individual coaching sessions - 1.5 hours each
3 all-day group conferences
1 LaunchPad showcase event

Base	Base+	Advanced
<ul style="list-style-type: none"> • Capability statements • Developing processes for sourcing, scoring and submitting RFPs • Pricing for profitability 	<ul style="list-style-type: none"> • Financial analysis and forecasting • Capital planning 	<ul style="list-style-type: none"> • Valuation driven modules

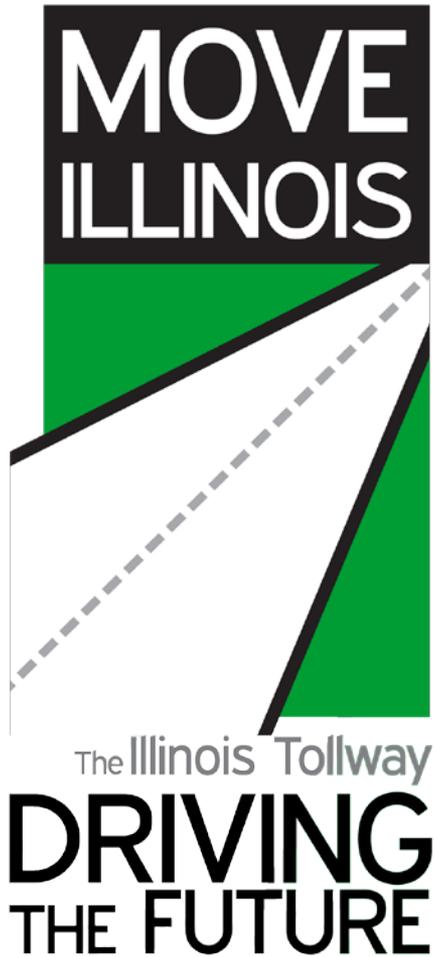
LaunchPad

- ▶ **Final showcase event where participants present about their companies and services**
- ▶ **LaunchPad for Cohort 1 will be taking place on January 22.**
 - ▶ DBE Summit including Cohort 1 LaunchPad
January 22, 2014
Federal Reserve Bank of Chicago
230 S. LaSalle St. Chicago

Contact Information

- ▶ **Call our office at 312-425-9500 to speak with any of the following program staff or send them an email:**
 - ▶ Kelley Sheehan: ksheehan@ihccbusiness.net
 - ▶ Jessica Faus: jfaus@ihccbusiness.net
 - ▶ Gabriela Garcia: ggarcia@ihccbusiness.net
- ▶ **Visit our website at www.ihccbusiness.net/construction-c4g/**





Small Contractor Bridge Program

SCB Basics

▶ What is it and how does it work

- ▶ Loan criteria/structure?
- ▶ Eligibility?
- ▶ More info?

SMALL CONTRACTOR BRIDGE

A graphic of a bridge with three arches, rendered in a light gray color, positioned below the text 'SMALL CONTRACTOR BRIDGE'.

▶ More Info

- ▶ Visit www.cclfchicago.org/lending/smallcontractors
- ▶ Call 312-252-0440 x101
- ▶ E-mail lending@cclfchicago.org



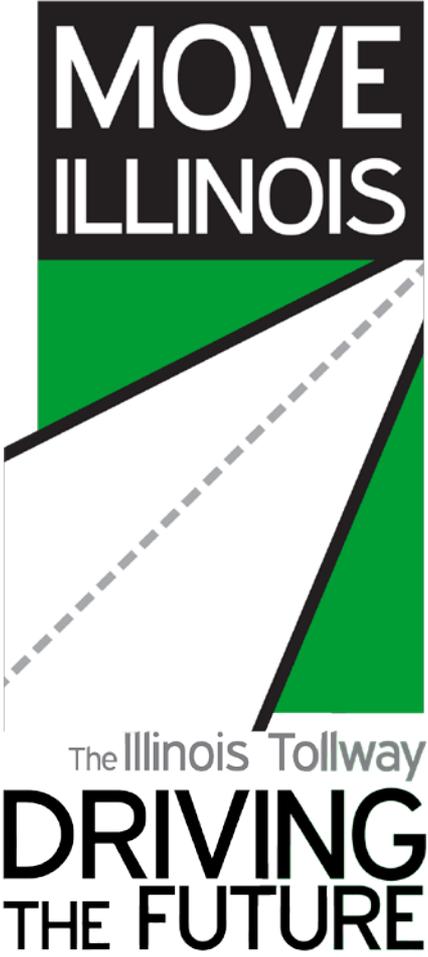


Contact Information

Engineering Department	Diversity and Strategic Development Department
<p>Paul Kovacs, Chief Engineer pkovacs@getipass.com, 630-241-6800 ext. 3901</p>	<p>Gustavo Giraldo, Chief ggiraldo@getipass.com, 630-241-6800 ext. 3226</p>
<p>Pete Foernssler, Deputy Chief <i>Jane Addams Memorial Tollway (I-90) Projects</i> pfoernssler@getipass.com, ext. 3812</p>	<p>Stephanie Stephens, General Manager <i>Diversity contract questions</i> sstephens@getipass.com, ext. 3204</p>
<p>Clarita Lao, Deputy Chief <i>Tri-State Tollway (I-294)/I-57 Interchange Project and Systemwide Projects</i> clao@getipass.com, ext. 2383</p>	<p>Marlene Vick, Senior Manager <i>Earned Credit Program and Other Initiatives</i> mvicks@getipass.com, ext. 2349</p>
<p>Greg Stukel, Deputy Chief <i>Elgin O'Hare Western Access Projects</i> gstukel@getipass.com, ext. 3929</p>	

Networking – Tables

- ▶ **Aldridge Electric Inc.**
- ▶ **Curran Contracting Co.**
- ▶ **F.H. Paschen, S.N. Nielsen & Associates Inc.**
- ▶ **Illinois Constructors Corp. Inc.**
- ▶ **Lorig Construction Co.**
- ▶ **Plote Construction Inc.**
- ▶ **R.W. Dunteman Co.**
- ▶ **William Charles Construction Co. LLC**



THANK YOU
