

Doing Business with the Illinois Tollway

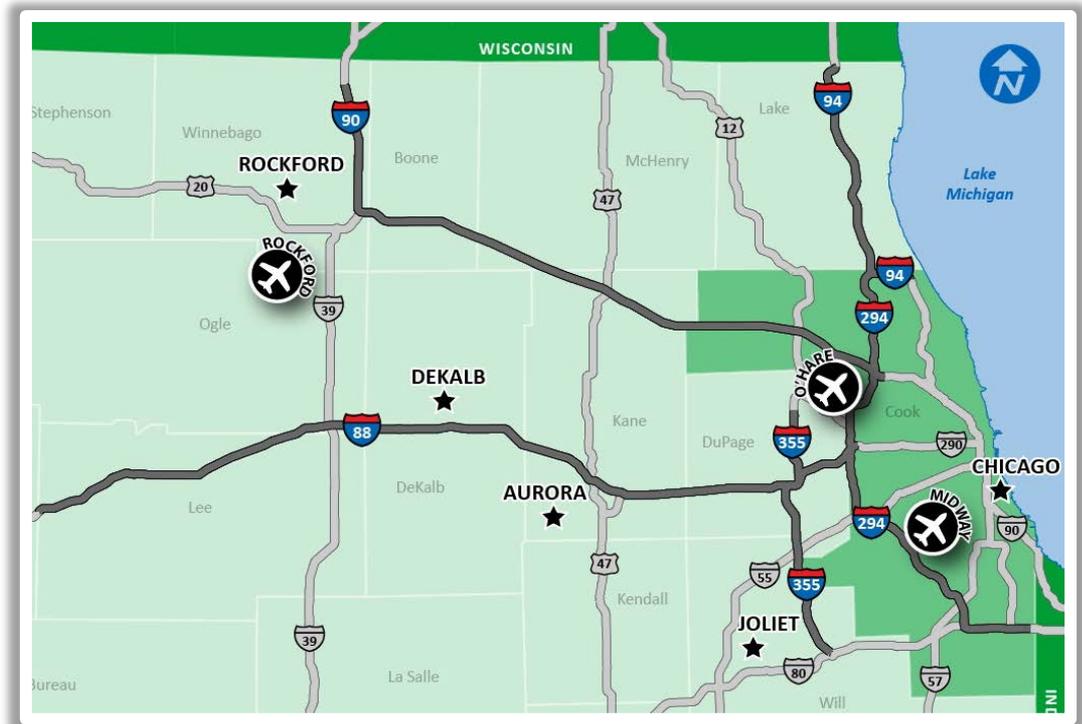
April 10, 2015

Agenda

- ▶ **About the Tollway**
- ▶ **Diversity programs**
- ▶ ***Move Illinois* Program overview**
- ▶ **Upcoming opportunities**
 - ▶ Construction
 - ▶ Professional services
 - ▶ Goods and services
- ▶ **How to do business with the Tollway**

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 1.5 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
\$2.5 billion

PHASE ONE COMPLETED in 2014

ELGIN O'HARE WESTERN ACCESS
\$3.4 billion

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

PHASE ONE COMPLETED in 2014

ILLINOIS ROUTE 53/120 PROJECT

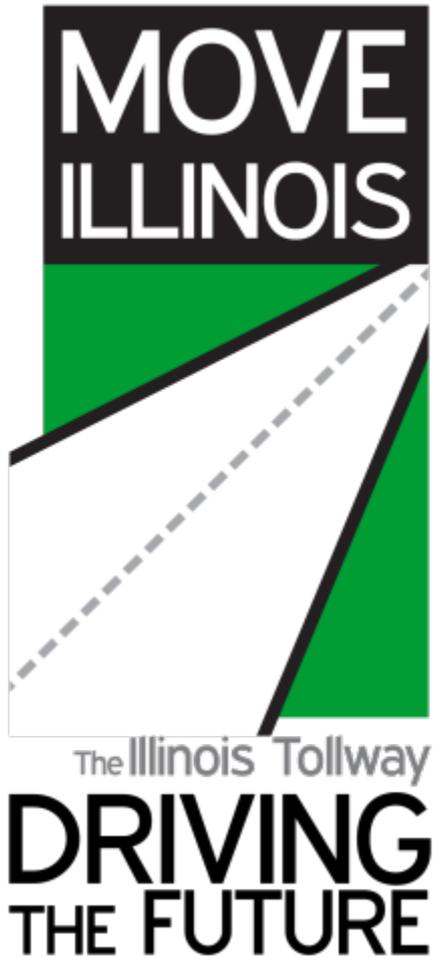
OTHER EMERGING PROJECTS





2015 Capital Program Highlights

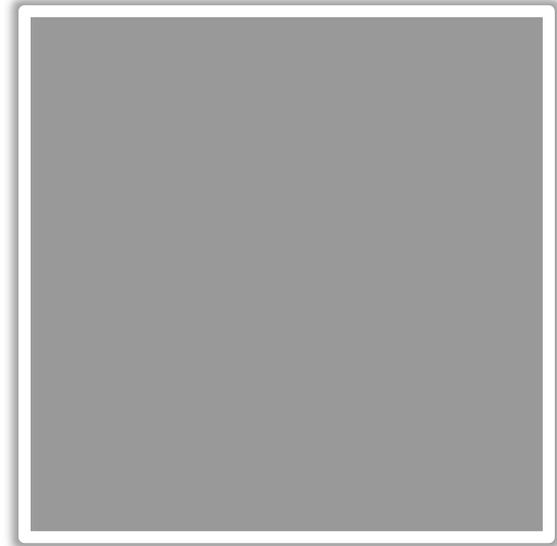
- ▶ **Largest year in the Tollway's history**
- ▶ **Anticipate \$1.63 billion in spending**
 - ▶ Rebuild 310 lane miles of roads
 - ▶ Repair 122 bridges
 - ▶ Build or improve 20 interchanges
 - ▶ Create or sustain as many as 17,000 total jobs
- ▶ **Enhance customer service**
- ▶ **Continue to build green**



Diversity Programs

Diversity History and Mission

- ▶ ***Move Illinois* and the creation of the Department of Diversity and Strategic Development**
 - ▶ Mission: to increase access to economic opportunities for disadvantaged, minority- and women-owned businesses, as well as underemployed individuals



Goal Programs

- ▶ **Disadvantaged Business Enterprise (DBE) Program**
 - ▶ Illinois Unified Certification Program (IL-UCP) – DBE Certifications (includes Illinois Department of Transportation (IDOT), Chicago Transit Authority (CTA), Metra, Pace and city of Chicago)
 - ▶ City of Chicago Minority Business Enterprise (MBE) and Women-Owned Business Enterprise (WBE) Certification
 - ▶ Cook County MBE/WBE Certification
 - ▶ Small Business Administration SBA 8(a) Certification
- ▶ **Veterans Business Program**
 - ▶ Veteran-owned small business (VOSB)
 - ▶ Service-disabled, veteran-owned small business (SDVOSB)

Small Business Initiative

- ▶ **Puts small construction businesses in a position to succeed and grow as prime contractors by**
 - ▶ Identifying select construction contracts, generally with values of approximately \$1 million, that can be set aside specifically for small businesses
 - ▶ Establishing small business goals for select construction contracts on a project-by-project basis
- ▶ **To qualify for participation in the Small Business Initiative, firms must meet the following criteria**
 - ▶ Gross revenues of \$14 million or less annually
 - ▶ Register in the state's Small Business Set-Aside Program through the Illinois Procurement Gateway

Mentor/Protégé Program

- ▶ **Encourages professional service consultants (mentors) to assist D/M/WBE firms (protégés)**
- ▶ **Provides meaningful instruction and resources to protégés including**
 - ▶ Overall guidance and oversight of project work
 - ▶ Assistance with the development of a comprehensive project management plan
 - ▶ Assistance with the development of a quality assurance/quality control plan
 - ▶ Instruction on applicable laws, regulations and rules



Providing Technical Assistance

- ▶ **Construction Business Development Center (CBDC)**
 - ▶ Partnership with the Illinois Community College Board
 - ▶ Offers one-on-one support for small businesses
 - ▶ Develops flexible, customized training and technical assistance
- ▶ **Construction Coaching for Growth Program (CC4G)**
 - ▶ Partnership with the Illinois Hispanic Chamber of Commerce and the Illinois Department of Commerce and Economic Opportunity
 - ▶ Structured, three-month, course-based intensive training program
 - ▶ Specific eligibility requirements
- ▶ **Small Contractor Bridge Program**
 - ▶ Partnership with the Illinois Finance Authority and the Chicago Community Loan Fund
 - ▶ Provides access to bonding and capital loans for small contractors

Workforce Development Programs

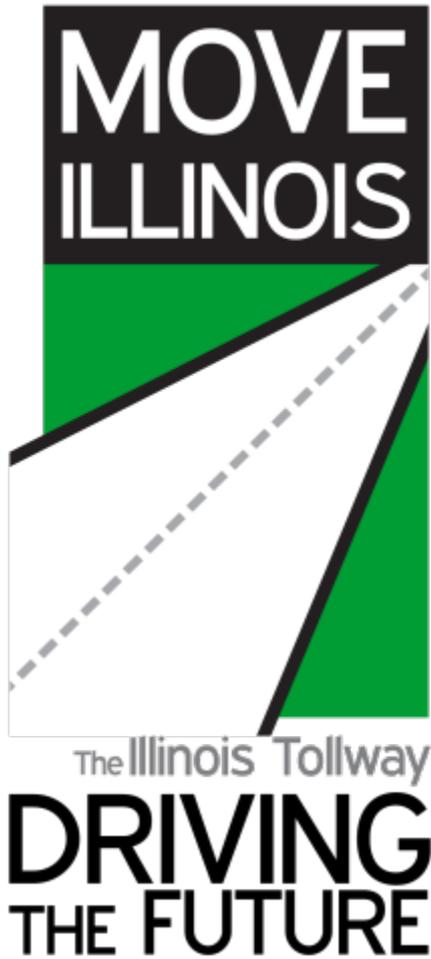
▶ **Earned Credit Program (ECP)**

- ▶ Earn bid credits toward future Tollway construction bids
- ▶ Participate by hiring from a pool of pre-screened job candidates



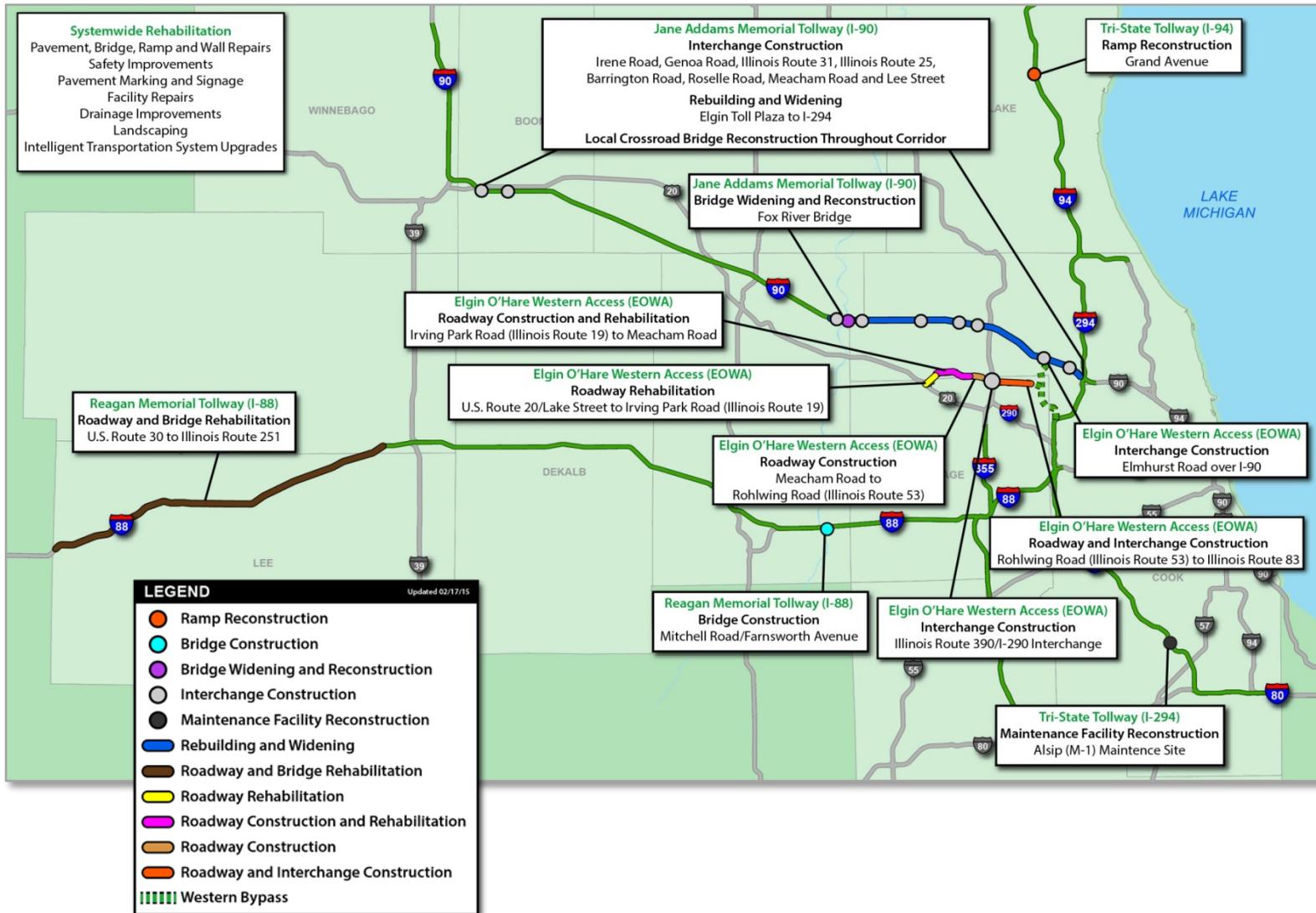
▶ **Transportation Construction Apprenticeship Readiness Training Program (TCART)**

- ▶ Get reimbursed a portion of the hourly wages paid to eligible employees
- ▶ TCART candidates have received pre-apprenticeship training
- ▶ Many TCART candidates are also ECP eligible



Upcoming Opportunities

2015 Construction Overview





I-90 Upcoming Opportunities

- ▶ **Year three of the Jane Addams Memorial Tollway (I-90) Rebuilding and Widening Project**
- ▶ **Major mainline contracts on I-90 eastern segment awarded so work can begin as soon as weather permits**
- ▶ **Additional mainline contracts, bridge work and possibly landscaping anticipated this fall**

Contract Location	Type of Work	Cost Magnitude (<i>millions</i>)
Various along I-90	Intelligent transportation systems (ITS)	\$35 to \$40

Elgin O’Hare Western Access Project

- ▶ **Reconstructing mainline roadway and improving various interchanges**
- ▶ **Unbundled building demolition to create four small contracts, additional opportunities forthcoming**

Contract Location	Type of Work	Cost Magnitude (millions)
Various locations near I-390	Building demolition	Less than \$5
Park Boulevard to Arlington Heights Road	Interchange and retaining/noisewall construction	\$50 to \$75
Lively Boulevard to Illinois Route 83	Mainline paving and interchange construction	\$50 to 75

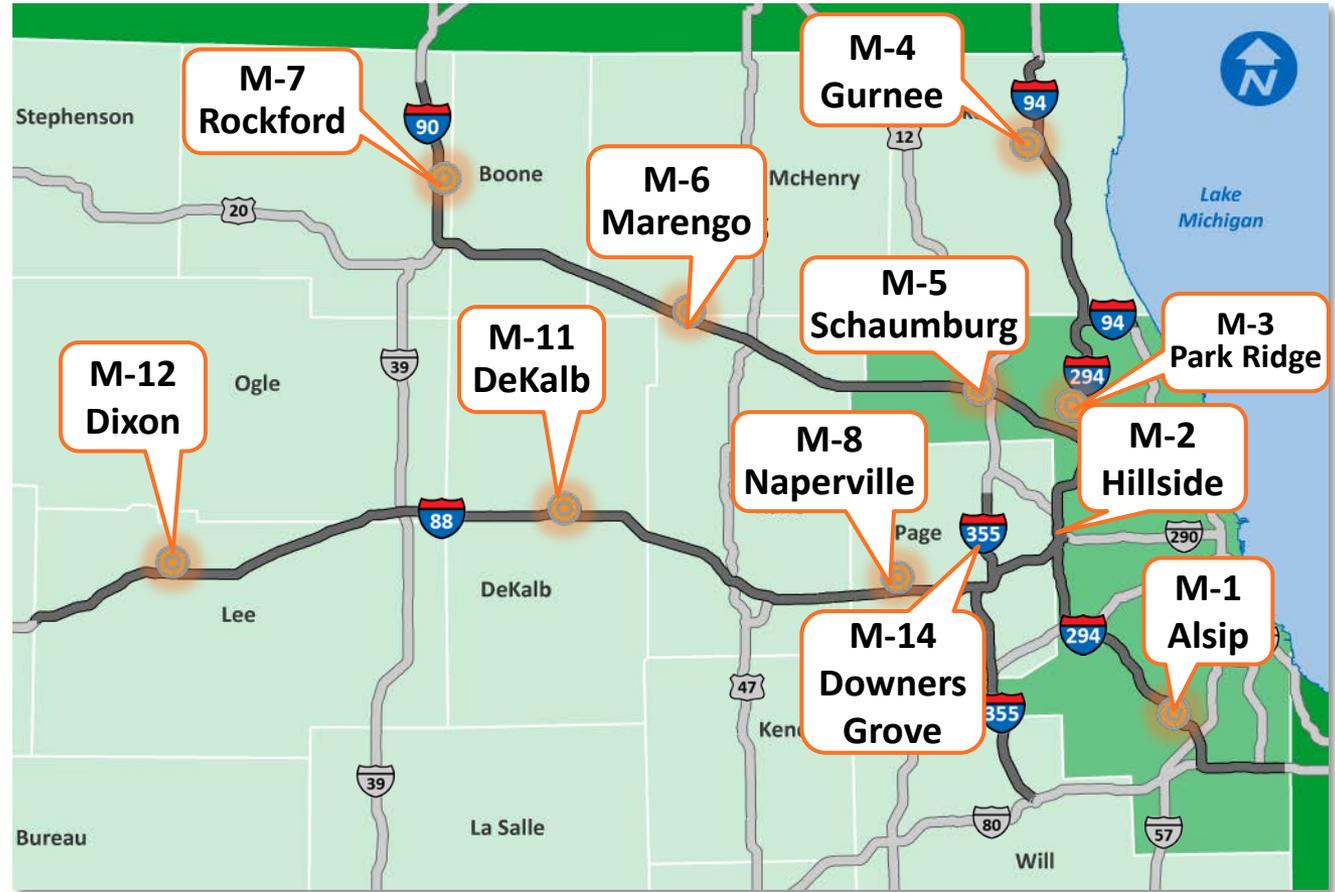
Improvements Across the System

- ▶ **Alsip (M-1) maintenance facility reconstruction**
- ▶ **Various repairs along the Tri-State Tollway (I-294) corridor**
- ▶ **Majority of contracts less than \$5 million**

Contract Location	Type of Work	Cost Magnitude <i>(millions)</i>
I-294	Clean and televiser drainage	Less than \$5
I-88	Lighting upgrade and LED retrofit	Less than \$5
Systemwide	Pavement marking	Less than to \$5

Maintenance Site Improvements

- ▶ 2013-2026
- ▶ \$506 million
- ▶ Designed to meet LEED standards
- ▶ **Overview**
 - ▶ Five reconstructions
 - ▶ Two reconstruction/relocation
 - ▶ One new Elgin O'Hare Western Access site
 - ▶ Four rehabilitations



Maintenance and Facility Work

- ▶ **Maintaining facilities leads to efficient operations**
- ▶ **Majority of contracts less than \$5 million**

Contract Location	Type of Work	Cost Magnitude (millions)
M-11 and M-12	Pavement repairs	Less than \$1
All m-sites and plaza 99	Liquid chloride storage tanks	Less than \$5
I-88	Parking lot pavement repairs near Illinois Route 47 salt dome and DeKalb Data Center	Less than \$1 (SB/SA contract)
M-14	Storage building repairs	Less than \$5
Various plaza locations	Replace/upgrade HVAC (two contracts)	Less than \$1 (two SB/SA contracts)
M-2 and M-14	Pavement and weigh station	Less than \$5
Central Administration	Building improvements (HVAC, elevator loading dock and skylight)	Less than \$5

Tentative 2015 PSB Schedule

▶ Bulletins anticipated in 2015

Season	Anticipated Items
Spring	<ul style="list-style-type: none"> • Traffic Engineer
Spring	<ul style="list-style-type: none"> • Consulting Engineer
Spring/ Summer	<ul style="list-style-type: none"> • Construction management upon request contracts for Jane Addams Memorial Tollway (I-90) and EOWA • Construction management contract for EOWA from Arlington Heights Road to Lively Boulevard • Materials engineering services contract • Design contract for EOWA from I-294 to Franklin Avenue/Green Street • Design contract for EOWA Bensenville Yard underpass • Contract for the EOWA advanced earthwork



2015 Procurement Opportunities

Several opportunities available in the second quarter

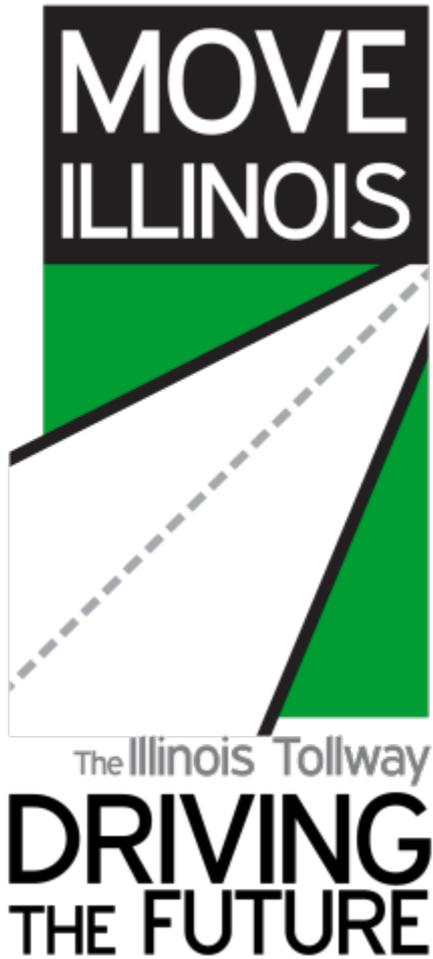
Description	Estimated Award	Procurement Method
Asphalt cold mix	\$50,000 - \$250,000	IFB
Building glass replacement and repair services	\$10,000 - \$50,000	IFB
Ceratech fast-setting cement	\$50,000 - \$250,000	IFB
Chains, hooks and links	\$10,000 - \$50,000	IFB
Electronic parts, miscellaneous	\$50,000 - \$250,000	IFB
Equipment trailers	\$50,000 - \$250,000	IFB
Hazardous waste characterization and disposal services	\$10,000 - \$50,000	IFB
Internal audit management system	\$50,000 - \$250,000	RFP
Landfill services	\$50,000 - \$250,000	IFB



2015 Procurement Opportunities

Several opportunities available in the second quarter

Description	Estimated Award	Procurement Method
Medium and heavy duty trucks	\$1,000,000+	IFB
Overhead door repair services	\$50,000 - \$250,000	IFB
Parts cleaning unit rental services	\$50,000 - \$250,000	IFB
Plumbing supplies, miscellaneous	\$10,000 - \$50,000	IFB
Preventative maintenance and repair of boilers and hot water heaters	\$10,000 - \$50,000	IFB
Small business technical assistance	\$250,000 - \$500,000	RFP
Tingley rainwear	\$10,000 - \$50,000	IFB
Towing services	\$250,000 - \$500,000	IFB



How to Do Business with the Tollway

Procurement Processes

- ▶ **Invitation for Bid (IFB)**
 - ▶ Award to lowest, responsible bidder
- ▶ **RFP Professional and Artistic (RFP P and A)**
 - ▶ Qualified by education, experience and technical ability
- ▶ **Request for Proposal (RFP)**
 - ▶ Award to vendor that provides the best value
- ▶ **Small Purchases**
 - ▶ Procurements less than \$50,000

IPG Vendor Portal

- ▶ Open and accepting disclosures and certifications
- ▶ Minimizes risk of vendor disqualification for administrative errors at the time of bid opening
- ▶ Creates an electronic company record that may be updated at any time
- ▶ Visit <https://ipg.vendorreg.com/>



Illinois Procurement Bulletin

Register at www.purchase.state.il.us

CHIEF PROCUREMENT OFFICE
Matt Brown, General Services

- Home
- IllinoisBID
- Registration
- Master Contracts
- IllinoisSOURCE
- FAQ
- Reference Library
- Other Links

Illinois Procurement Bulletin

Supplies and Services

State of Illinois Vendor Payment Program

The State of Illinois is pleased to introduce its new Vendor Payment Program. This program is designed to assist our vendors and service providers with working capital during these challenging fiscal times. For more information on how to participate in the program, please visit payments.illinois.gov.

NOTICE OF PROHIBITION ON POLITICAL CONTRIBUTIONS FOR VENDORS

With the approaching election season, the Chief Procurement Office reminds vendors of the prohibition on political contributions found in Section 50-37 of the Illinois Procurement Code (30 ILCS 500/50-37). We encourage every vendor to be familiar with this section of the Code and to seek legal advice as to how this section affects your company. The first day candidates may file nominating petitions with the State Board of Elections is November 25, 2013. As such, please check the up-to-date listing of declared candidates available on the Board of Elections website at <http://www.elections.il.gov/ElectionInformation/CandFiling.aspx>.

Please note, in most cases contributions to the Governor and Lieutenant Governor as well as all other declared candidates for those offices are prohibited. In addition, contributions made by entities and persons affiliated with your business are also prohibited. For more information about which entities and persons are considered "affiliated" with your business, please see the Business Registration FAQ available on the State Board of Elections website at <http://www.elections.il.gov/ElectionInformation/CandFiling.aspx>.

For more information, please visit

<http://www.illinoistollway.com/doing-business/diversity-programs>

The screenshot shows the Illinois Tollway website's navigation menu with 'Doing Business' selected. The breadcrumb trail is 'www.illinoistollway.com > Doing Business > Diversity Programs'. The page is divided into two main columns. The left column, titled 'Doing Business', contains a list of categories: Construction and Engineering, Goods and Services, and Diversity Programs (which is highlighted). Under 'Diversity Programs', there is a list of sub-programs including CMS Programs, Disadvantaged Business Enterprise Program, Earned Credit Program, Mentor/Protégé Program, Small Business Initiative, Small Contractor Bridge Program, Chief Procurement Office Program, Equal Employment Opportunity Program, Events Gallery, Technical Assistance Programs, Veterans Business Program, Tower and Fiber Leasing, Towing and Vehicle Recovery, Auctions and Real Estate, Information Signage Guidelines, and Enterprise Resource Planning. The right column, titled 'Diversity and Strategic Development', features a sub-menu with buttons for 'Diversity Programs', 'Outreach and Networking Events', 'DBE/EEO Capture Application', 'Related Links', and 'Studies'. Below this is a paragraph explaining the department's mission: 'In 2011, the Illinois Tollway created the Department of Diversity and Strategic Development to increase access to economic opportunities for disadvantaged, minority- and women-owned businesses (D/M/WBEs), as well as underemployed individuals. The Tollway remains focused on promoting, assisting and ensuring diverse participation in the Move Illinois Program and all aspects of its operations, including contracting, consulting and the supply of goods and services.' This is followed by a 'Department Objectives' section with a list of goals: 'Increase access to contract opportunities for certified D/M/WBEs through diversity outreach efforts', 'Effectively communicate the Tollway's diversity programs and initiatives', 'Level the playing field for all businesses through growing competition', 'Help to diversify skilled and construction trades', and 'Monitor Tollway contracts to maximize economic benefit and ensure prompt payment and diversity compliance'. A 'Diversity Programs' section follows, stating: 'The Illinois Tollway provides opportunities for small businesses, D/M/WBEs and underemployed individuals through the following programs:'. Under this, there is a 'Goal Programs' section with a bullet point for 'Disadvantaged Business Enterprise (DBE) Program'.

Getting Information

How do you find out about upcoming opportunities?

- ▶ **www.illinoistollway.com**
 - ▶ View construction bid-letting schedule (updated bi-weekly)
 - ▶ Visit the Online Plan Room
 - ▶ View the Professional Services Bulletins (PSBs)
 - ▶ View Goods and Services
- ▶ **Chief Procurement Office resources**
 - ▶ Notices of bid opportunities
 - ▶ www.purchase.state.il.us

The screenshot shows the Illinois Tollway website's 'Doing Business' page. At the top, there are navigation tabs: 'About the Tollway', 'News Room', 'Doing Business' (highlighted), 'Tolls and I-PASS', and 'Construction/Planning'. Below the navigation is the Illinois Tollway logo and a banner image of a highway interchange. The main content area is titled 'Doing Business with the Illinois Tollway' and includes a paragraph about transparency and efficiency, a link to a free training webinar, and a link to the State of Illinois Comptroller's Office Vendor Payment Inquiry. Below this is a table with three columns: 'Bids', 'Construction', and 'Information'. The 'Bids' column lists 'Goods and Services', 'Construction and Engineering', and 'Professional Services Bulletin'. The 'Construction' column lists 'Manuals', 'Guidelines', 'Permits', 'Diversity Programs', and 'Access to Plans'. The 'Information' column lists 'Towing and', 'Blue Board', 'Tower and', and 'Contact Pr'. At the bottom, there are icons for 'Board Information', 'Manage Account', and 'Move Illinois', along with a 'Tollway News' section listing recent news items.

Construction Bid-Letting Process

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



Professional Services Bulletin (PSB)

- ▶ **PSB lists opportunities available**
- ▶ **Interested firms submit a Statement of Interest detailing their team's**
 - ▶ Demonstrated ability of personnel
 - ▶ Past experience, record and performance data
 - ▶ References, reputation and resources
 - ▶ Workload and ability to meet time constraints
- ▶ **PSB available on the Tollway's website under "Doing Business" section**

Comprehensive Selection Process

- ▶ **Qualifications-Based Selection**
 - ▶ Selection based on qualifications, skills and expertise, as opposed to a low bid
 - ▶ Negotiation of a fair and reasonable fee for services
- ▶ **Comprehensive selection process**
 - ▶ Interested firms submit a Statement of Interest
 - ▶ Formal process internally
 - ▶ Tier one: scoring process by Engineering
 - ▶ Tier two: executive engineering review
 - ▶ Tier three: selection committee review and decision
 - ▶ Tollway negotiates fee with top firm
 - ▶ Chief Engineer provides award recommendation to Board of Directors



Tollway Seeks Qualified Firms

- ▶ **Tollway relies heavily on professional services**
 - ▶ More than 240 professional services firms are working on the *Move Illinois* Program
- ▶ **Tollway values**
 - ▶ Timing and schedule
 - ▶ High degree of independence
 - ▶ Quality designs and quality assurance/quality control process
 - ▶ Working through the design corridor managers and construction corridor managers

Goods and Services Contract Types

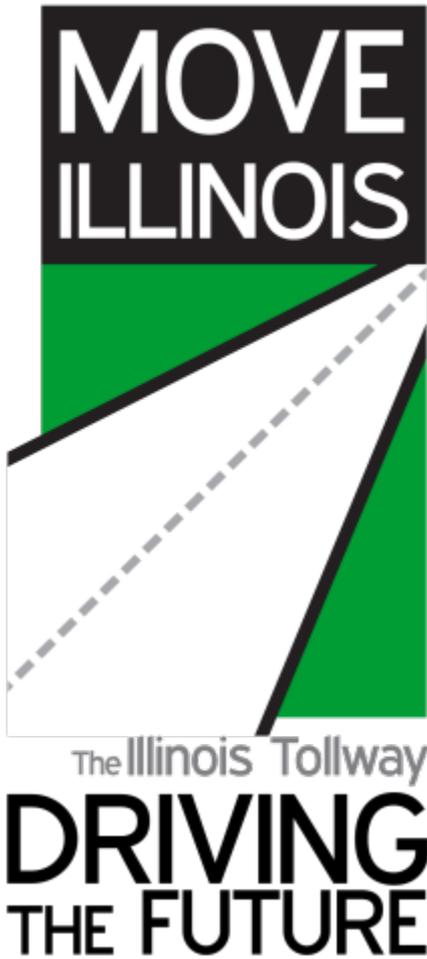
- ▶ **Central Management Services (CMS) master contracts**
 - ▶ Leverage multi-agency use to obtain the lowest cost
 - ▶ Required to utilize master contracts
 - ▶ CMS solicits, evaluates and awards contract
 - ▶ Tollway orders against these contracts

- ▶ **Tollway contracts**
 - ▶ Generally service contracts
 - ▶ Tollway solicits, evaluates and awards contract

<http://www.illinoistollway.com/doing-business/goods-services>

Contact Information

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THANK YOU
