



ILLINOIS TOLLWAY: MAKING A CONNECTION

Meet and Greet
September 29, 2016

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AGENDA

- Welcome
- About the Illinois Black Chamber of Commerce (ILBCC)
- Illinois Tollway Technical Assistance Program

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ABOUT ILBCC

HISTORY AND MISSION

- History

- Founded in 1997 to help promote job creation and growth among African American businesses
- Promote economic empowerment through entrepreneurship

- Mission

- Help small businesses achieve success by developing strategies to increase capacity
- Work with businesses and government agencies to craft solutions to help reduce economic disparities for communities
- Operate at the highest levels in public and private sectors to help create sustainable opportunities for disadvantaged businesses

MEMBERSHIP AND PARTNERSHIPS

- Membership
 - 23 member chambers in Illinois from Waukegan to Cairo
 - Membership from industries including information technology, retail, health care and construction
- Partnerships
 - Supportive services agency for the Illinois Department of Transportation
 - Partnership with the Greater Peoria Development Corporation to provide assistance to contractors
 - Advocate for fair policies with both state and local agencies

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ILLINOIS TOLLWAY PARTNERSHIP

- ILBCC has worked closely with the Illinois Tollway for years on increasing both contracting and workforce diversity
- Partnership with the Illinois Tollway through the Technical Assistance Program
- ILBCC believes in the Illinois Tollway's vision and diversity mission and hopes to have a significant impact on the progress of minorities in Illinois



ILLINOIS TOLLWAY TECHNICAL ASSISTANCE PROGRAM

GOAL AND SERVICES

- Goal
 - Prepare established firms including disadvantaged, minority- and women-owned business enterprise firms, veteran-owned small businesses as well as small businesses to participate as prime contractors on heavy highway and vertical construction contracts
- Services offered include
 - Facilitating access to capital and guidance in financing and bonding assistance options
 - IDOT prequalification application assistance
 - Accounting system assistance, including certified payroll reports, change orders and project close-outs
 - Proactive community, government relations and construction industry outreach
 - One-on-one coaching

QUALIFICATIONS

- Experience in construction-related industry including heavy highway and vertical projects
- Licensed to do business in the State of Illinois
- Federal employer identification number
- Unemployment tax identification number
- Basic bookkeeping
- Computer access and possess basic computer skills

APPLICATION PROCESS

- Complete a contractor assessment form at <http://www.illinoisblackchamberofcommerce.org/technical-assistance-program>
- Firms will be contacted to schedule a meeting for assessment and review further needs
- ILBCC does not turn away any firms
 - Referrals to sister program agencies for firms that are not accepted
 - Firms may return to ILBCC upon completion of sister programs

PARTICIPATING IN THE PROGRAM

- ILBCC develops a custom service plan
 - Outline capabilities, strengths and needs
 - Includes a schedule of services, service providers and completion dates
- ILBCC monitors progress of firms on service plans and provides assistance, guidance and support where needed
- Firms are reassessed upon completion of the service plan
- Successful firms are introduced to prime contractors to build relationships and bid on Tollway or other agency contracts as prime contractors

RESOURCES

- Workshops
 - Accessing Capital to Build Your Business, Certified Payroll and Advanced Bidding and Estimating
- Networking events
 - Help build relationships with firms already doing business with the Illinois Tollway
 - Meet-and-greets with primes, elevator pitch events and other agency events
- Mentoring opportunities available

TERMS OF PARTICIPATION

- Clients should expect to spend eight to 10 hours per month working on service plans
- Clients are expected to maintain service plan schedules
- Attendance at scheduled meetings is monitored and reviewed regularly
- Service plans may be placed as "inactive" if firms stops progress at any point

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PROGRAM BENEFITS

- Weaknesses identified in service plans reduced or eliminated
- Improves relations with other firms already doing business with the Illinois Tollway
- Prepares firms to participate not only on Illinois Tollway work but also work with other agencies or entities throughout Illinois

A stylized graphic of a road network. It features several grey lines representing roads, some of which are dashed to indicate lane markings. The roads are interconnected at various points, forming a grid-like structure with some diagonal connections. Small colored circles (orange, purple, blue, green, red, pink, yellow) are placed at some of the intersection points, possibly representing toll plazas or specific locations. The overall style is clean and modern, with a focus on connectivity.

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THANK YOU