



Illinois Tollway  
**DIVERSITY**

*Driving Economic Opportunities*

**BUILDING FOR SUCCESS**

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*Partnering for Growth Mentor  
Round Table Discussion*

February 28, 2023



# AGENDA

Welcome and Introductions

Illinois Tollway's Commitment to Diversity

Partnering for Growth (P4G) Overview

Program Enhancements

Successful P4G Relationships

Roundtable Discussion

Looking Ahead

Next Steps



WELCOME

**Mike Sturino**

*President, Illinois Road and Transportation Builders Association*

# INCLUSION IS THE FOUNDATION

Tollway programs and initiatives provide opportunities for diverse businesses and individuals through:



**Greater access** opens doors for individuals and firms interested in doing business

**Increased participation** creates economic opportunities and jobs by setting aspirational goals

**Opportunities for advancement** achieve next level of success through business assistance and training



# COLLABORATION FOR SUCCESS



# PARTNERING FOR GROWTH PROGRAM

## Overview

- ✓ Encourages contractors and consultants to assist small, diverse and veteran-owned businesses in remaining **self-sufficient, competitive and profitable**
- ✓ Flexible agreements allow firms to **gain experience** on active contracts (professional services) or work together without a contract
- ✓ Tollway and Technical Assistance providers are available to **support** participating firms



**PARTNERING for GROWTH**

POWERED BY THE ILLINOIS TOLLWAY

*Taking your Business to the Next Level*

# PARTNERING FOR GROWTH PROGRAM

## *How it Works*

- Contractors can work together for 12 to 60 months
- Expands subcontractor's existing capabilities and/or develops new skills
- Areas of emphasis include bidding/estimating, IDOT/CDB prequalification, project management



# PARTNERING FOR GROWTH PROGRAM

## *Enhancements*



**Protégé bid credits**



**Emerging technologies**



**Access training**



**Expanded eligibility to include SBI registered firms**



**Streamlined paperwork/Virtual quarterly report meetings**



# PARTNERING FOR GROWTH PROGRAM

## *Accomplishments*

**25**

Total agreements  
to date



**\$3.1 million**

Bid credits awarded to P4G  
participants to date



**54**

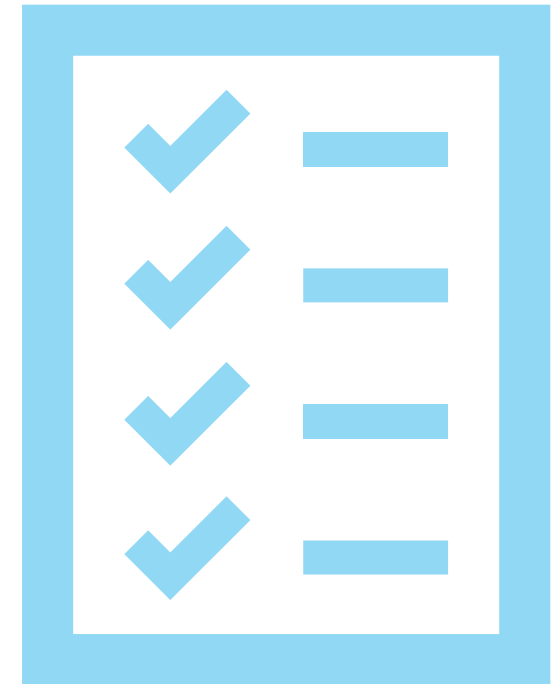
Construction bids overturned  
using bid credits earned by  
contractors



# PARTNERING FOR GROWTH PROGRAM

## *Documentation Process*

- ✓ Mentor completes application and is accepted into the program
- ✓ Mentor and protégé collaborate on a Tollway-approved development plan
- ✓ Mentors must complete Attachment C
- ✓ Mentors and protégés submit quarterly reports to Tollway and attend virtual quarterly report meetings
- ✓ Mentors must submit monthly meeting notes to Technical Assistance providers



# PARTNERING FOR GROWTH PROGRAM

## *Available Support Services*

**Technical Assistance can help with documentation process and provides support throughout program involvement**

- Mandatory enrollment and readiness assessment of construction protégés
- A comprehensive business development plan preparing them for participation in Partnering for Growth Program
- Monitor relationships and prepare documentation including identification of tasks, milestones and deliverables



*Tollway assists through monthly meeting logs, kick-off meetings, quarterly meetings and cohorts*

# PARTNERING FOR GROWTH PROGRAM

## *Benefits*

- Tollway provides participating mentors and protégés the opportunity to earn \$100,000 per year in bid credits
  - Bid credits give contractors committed to helping smaller and diverse firms succeed, as well as small and diverse firms looking to grow, a bidding advantage on Tollway construction contracts
- Grows the pool of qualified contractors that can work on Tollway projects, either as prime contractors or subcontractors
- Helps grow businesses in communities that otherwise may be overlooked or underserved



*Becoming a mentor allows firms to gain diverse perspectives on project solutions and strengthen ties within the communities they serve*

# SUCCESS STORIES

## Mentor



**Chris McNally**  
*Project Manager*

## Protégé



**Mike Seay**  
*President & CEO*

# DISCUSSION

## *Building the Relationship*

- ▶ Can you share with us how this relationship developed?



# DISCUSSION

## *Building the Relationship*

- ▶ How have you benefitted from this relationship?



# DISCUSSION

## *Building the Relationship*

- ▶ Is there a lot of **time and paperwork** involved in being a part of the P4G Program?





# DISCUSSION

## *Building the Relationship*

- ▶ Can you share with us any **challenges** you faced as a mentor and protégé?



# DISCUSSION

## *Building the Relationship*

- ▶ If you could give advice to a potential mentor, what would it be?





# OPEN DISCUSSION



# LOOKING AHEAD

Diversity Management Software

Design-Build Contracts



# NEXT STEPS



**A pool of protégés**  
are being evaluated by  
Technical Assistance  
providers



## Contact Us

Set up introductions  
to potential protégés you  
are interested in learning  
more about.



## Provide Feedback

Let us know what you  
think about P4G!  
[kbennett@getipass.com](mailto:kbennett@getipass.com)

# VISIT THE PARTNERING FOR GROWTH WEBPAGE

## Partnering for Growth webpage

- Program Overview
- Participation Requirements
- Construction Services
- Professional Services
- Templates & Guidelines

## For more program information

[Diversity@getipass.com](mailto:Diversity@getipass.com)

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

**Illinois Tollway** | I-PASS | PAY-BY-PLATE

Doing Business > Diversity > Partnering For Growth

## Partnering For Growth

### Program Goal

The Illinois Tollway's Partnering for Growth Program (P4G) encourages prime consultants and contractors to assist disadvantaged, minority, and women-owned business enterprise (D/M/WBE) firms and veteran-owned small businesses (VOSBs) in remaining self-sufficient, competitive and profitable.

### Construction

#### GAIN BID CREDITS WITH PARTNERING FOR GROWTH

The Illinois Tollway's Partnering for Growth Program for Construction encourages contractors and subcontractors to assist disadvantaged, minority and women-owned business enterprise (D/M/WBE) firms and veteran-owned small businesses (VOSBs) in remaining self-sufficient, competitive and profitable.


Partnering for Growth for Construction offers participating contractors the opportunity to earn up to \$100,000 per year in bid credits that may be applied toward future Tollway construction bids to lower the bid amount and increase the chances of winning the contract as the low bidder. In a highly competitive industry, bid credits give contractors a bidding advantage on Tollway construction contracts.

#### Flexible Relationships

The Partnering for Growth Construction Program is term-based (12 to 36 months), enabling partnering contractors to continue working on areas of development without being contingent upon contract awards, project milestones or completion dates. Partnering for Growth agreements are possible with current subcontractors on existing projects.

Contractors have the flexibility to determine areas of assistance including business planning, project management,

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THANK YOU