# BUILDING FOR SUCCESS WEBINAR SERIES

## November 16, 2026

Illinois Tollway



# REMINDERS

**Please remain muted for the duration of the webinar**

**Questions can be submitted via the chat box and will be answered during the Q&A portion**

Illinois Tollway DIVERSITY
*Driving Economic Opportunities*
BUILDING FOR SUCCESS
Webinar Series




Illinois Tollway



# SMALL BUSINESS INITIATIVE - MID SIZE

Kristen Bennett, General Manager of Diversity

November 16, 2026

# AGENDA

- SBI Overview
  - Initial SBI Launch
  - SBI Accomplishments
  - SBI-M Launch
- SBI-M Registration
- Timeline
  - Register Today!
  - SBI-M Contract Advertisement



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# SMALL BUSINESS INITIATIVE (SBI) OVERVIEW



# SMALL BUSINESS INITIATIVE

## *Initial Launch in 2021*

- Identifies select construction contracts in which only small businesses can perform as prime contractors or subcontractors
- Establishes diversity goals for select construction contracts
- IDOT prequalification requirement is typically waived

### REQUIREMENTS

- Registered as Illinois small businesses
- Annual gross revenue of $14 million or less
- Complete Illinois Tollway application and be registered in the Tollway's Small Business Initiative to bid on contracts

SMALL BUSINESS INITIATIVE
POWERED BY THE ILLINOIS TOLLWAY
*Creating Opportunities for Inclusion*

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# SBI Overview

*Accomplishments*

## Achievements

- Awarded nearly $100 million in contracts
- Awarded nearly 70 contracts in a variety of scopes tailored to small contractors
- Nearly 200 firms registered as of 2026

## Next step: SBI-M



# SMALL BUSINESS INITIATIVE

*Mid-Size Pilot Program*

## Mid-Size Firms

### Widens the net for SBI firms

- Illinois Statutes Chapter 30. Finance § 500/45-46
- Annual revenues from above $14 million to under $45 million

## Mid-Size Contracts

### New Tier 4 contracts

- Contracts valued above $5 million and below $7.5 million
- Scopes of work will include electrical work, earthwork, paving, demolition and more
- Will include DBE and VET goals

**Register today!**

# SBI CONTRACT TIERS

| | Tier 1 | Tier 2 | Tier 3 | Tier 4 |
|---|---|---|---|---|
| | $1 million or less | $1-3 million | $3-5 million | $5-7.5 million |
| **Small Business Initiative – Small (SBI-S) Eligible** | Yes | Yes | Yes | Yes |
| **Small Business Initiative – Medium (SBI-M) Eligible** | Determined by Tollway | Determined by Tollway | Determined by Tollway | Yes |
| **DBE & Veteran Goals** | No | Yes | Yes | Yes |
| **Contract Types** | Scopes include non-mainline roadway construction opportunities | | | |

# SBI-M Registration



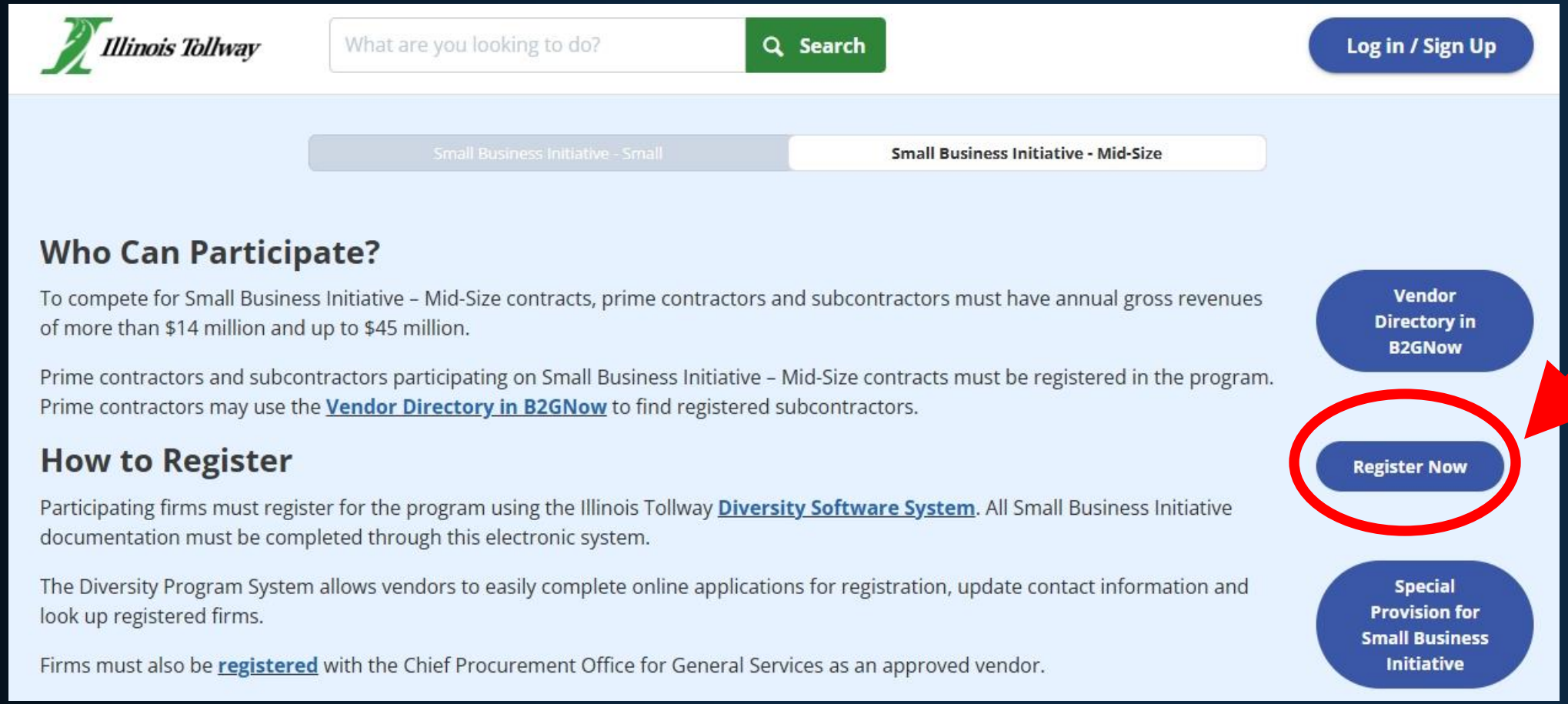
# SBI REQUIREMENTS

*Eligibility and Registration Overview*

| Program Name | Revenue Eligibility | Illinois Tollway Diversity Program System | Illinois Procurement Gateway |
|---|---|---|---|
| **SBI-S** | Up to $14 million | Yes | SBSP registration |
| **SBI-M** | >$14M - $45 million | Yes | IPG registration |

# SBI-M Registration

*Firms must register directly with the Tollway*



# SBI-M Registration




### About the System

Learn more about this system and how it works today

- Information for Vendors
- B2Gnow for Tollway Vendors

### Account Access

Lookup Vendor accounts or reset user passwords

- Account Lookup
- Forgot Password

### State of Illinois Vendor Directories

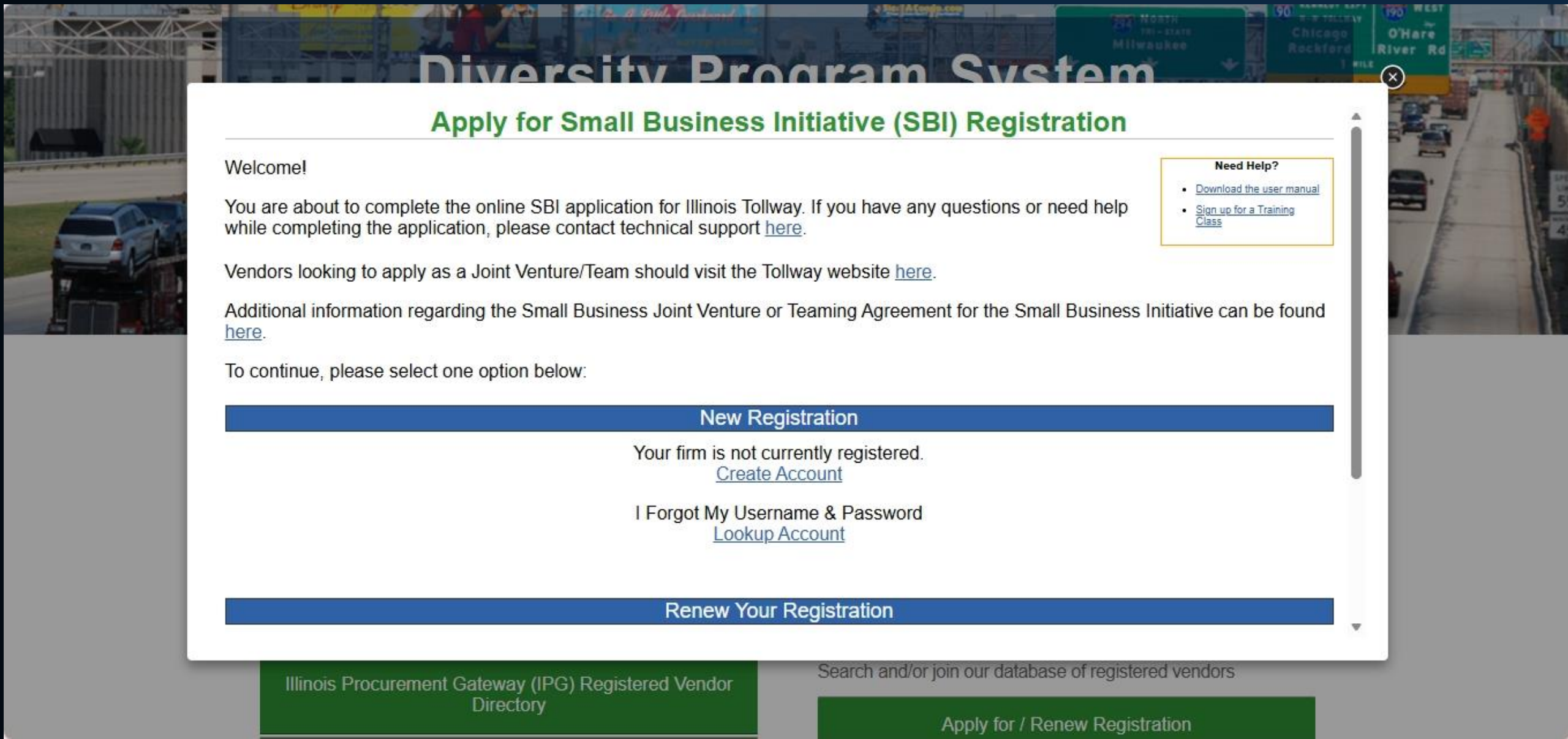
- Illinois Procurement Gateway (IPG) Registered Vendor Directory
- BEP and/or VBP Certification Directory

### Vendor Registration

Search and/or join our database of registered vendors

- Apply for / Renew Registration
- Search Vendor Directory

# SBI-M Registration



# SBI-M Registration

**Select an Option**

Your firm is currently registered by Illinois Tollway.

Your firm is **NOT** currently registered by Illinois Tollway.

Your firm is a Joint Venture.

Your firm is **NOT** a Joint Venture.

Your firm's annual revenue does **NOT** exceed 14 million.

Your firm's annual revenue exceeds 14 million.

Your firm is currently registered in the State of Illinois Procurement Gateway (IPG).

Submit a **Small Business Initiative MidSize (SBI-M) Application**.

Your firm is NOT registered in the State of Illinois Procurement Gateway (IPG).

**STOP:** You do not qualify for Illinois Tollway Small Business Initiative Mid-Size Registration. Please obtain registration in the State of Illinois Procurement Gateway (IPG) and then return.

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# MANDATORY DOCUMENTS

## *Tax Return Types*

### Depends on business type

- Sole Proprietor- Form 1040 Schedule C
- Partnership- Form 1065 Schedule K-1
- Limited Liability Company- Form 1040 Schedule C or Form 1065
- S Corporation- Form 1120- S Schedule K1
- C Corporation- Form 1120

### Affiliate tax returns- if applicable



# SBI-M Timeline

## *Get Registered!*

**Register as an SBI-M firm to qualify for SBI-M contracts!**

- First SBI-M contract advertisements slated for early 2027

**Stay connected with the Tollway for contract specific outreach and networking**



# CONTACT US

*Reach out with any questions!*

**Diversity and Strategic Development**

**Small Business Initiative Team**

- Email: SBI@getipass.com

**Information is also available on the Tollway website**

- Website: www.illinoistollway.com
- Doing Business → Diversity → Small Business Initiative




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# QUESTIONS


PUT YOUR
MIND IN DRIVE
Your Attention is Your Most Important Safety Feature
ILLINOIS TOLLWAY
QUARTERLY

# DIVERSITY AND STRATEGIC DEVELOPMENT

## Programs

- Business assistance
- Mentoring and training
- Construction industry training and hiring opportunities

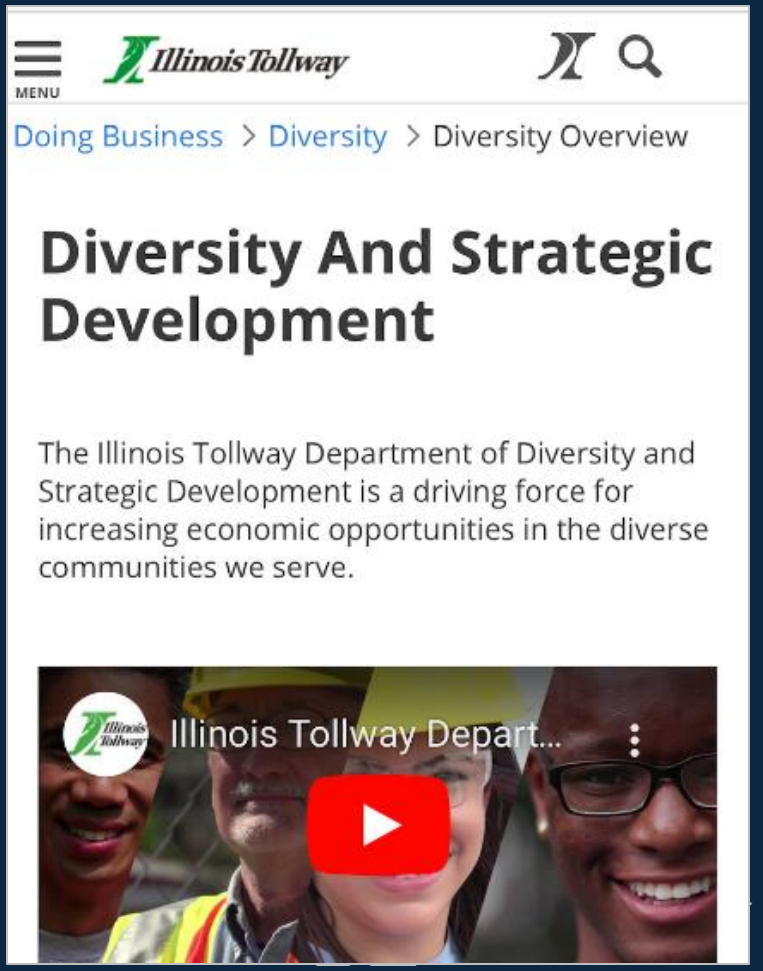
## Initiatives

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

## REGISTER FOR TOLLWAY DIVERSITY ALERTS!

- lperez@getipass.com



# SOCIAL MEDIA

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# THANK YOU

