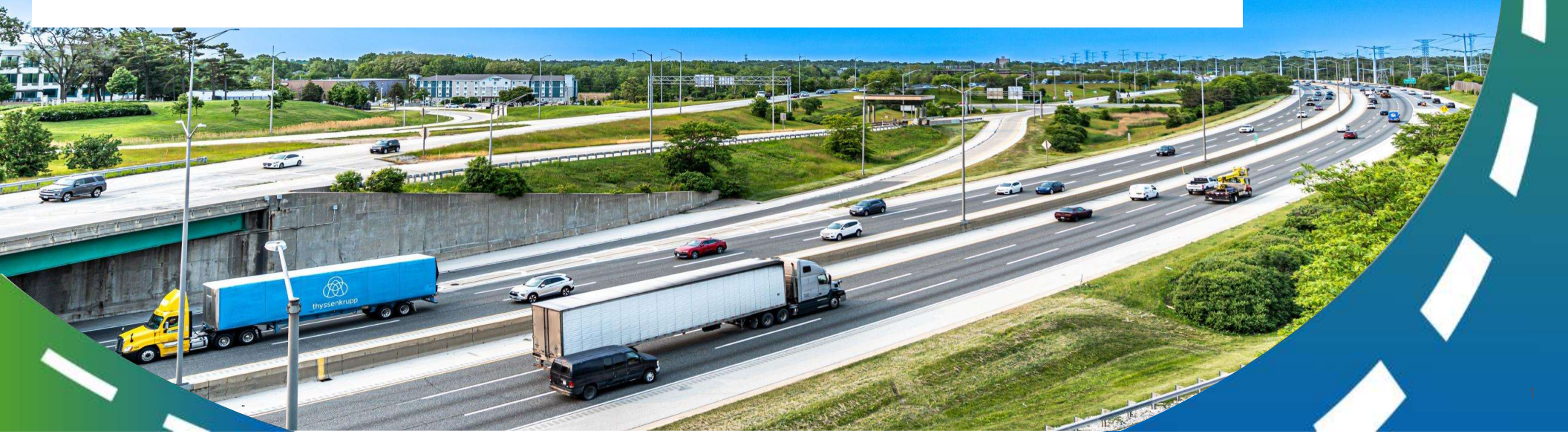
BUILDING FOR SUCCESS WEBINAR SERIES

October 26, 2026



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



PARTNERING FOR GROWTH FOR CONSTRUCTION

Tim Coleman, DBE Program Manager,
Diversity & Strategic Development

October 26, 2026

PARTNERING FOR GROWTH



PARTNERING FOR GROWTH: OVERVIEW, REQUIREMENTS

Encourages contractors to assist small, diverse and veteran-owned businesses in remaining self-sufficient, competitive and profitable.

- Flexible agreements allow firms to work together without a contract
- Illinois Tollway and Technical Assistance providers available to support participating firms

PARTNERING for GROWTH
POWERED BY THE ILLINOIS TOLLWAY
Taking your Business to the Next Level

CONSTRUCTION

How It Works

- Contractors work together for 12 - 60 months
- Expands subcontractors' existing capabilities and/or develops new skills
- Areas of emphasis: bidding/estimating, prequalification and project management

Benefits

- Term-based agreements without contracts
- Both primes and subcontractors receive bid credits for use on future Tollway bids
- Subcontractors market bid credits to potential primes pursuing Tollway bids

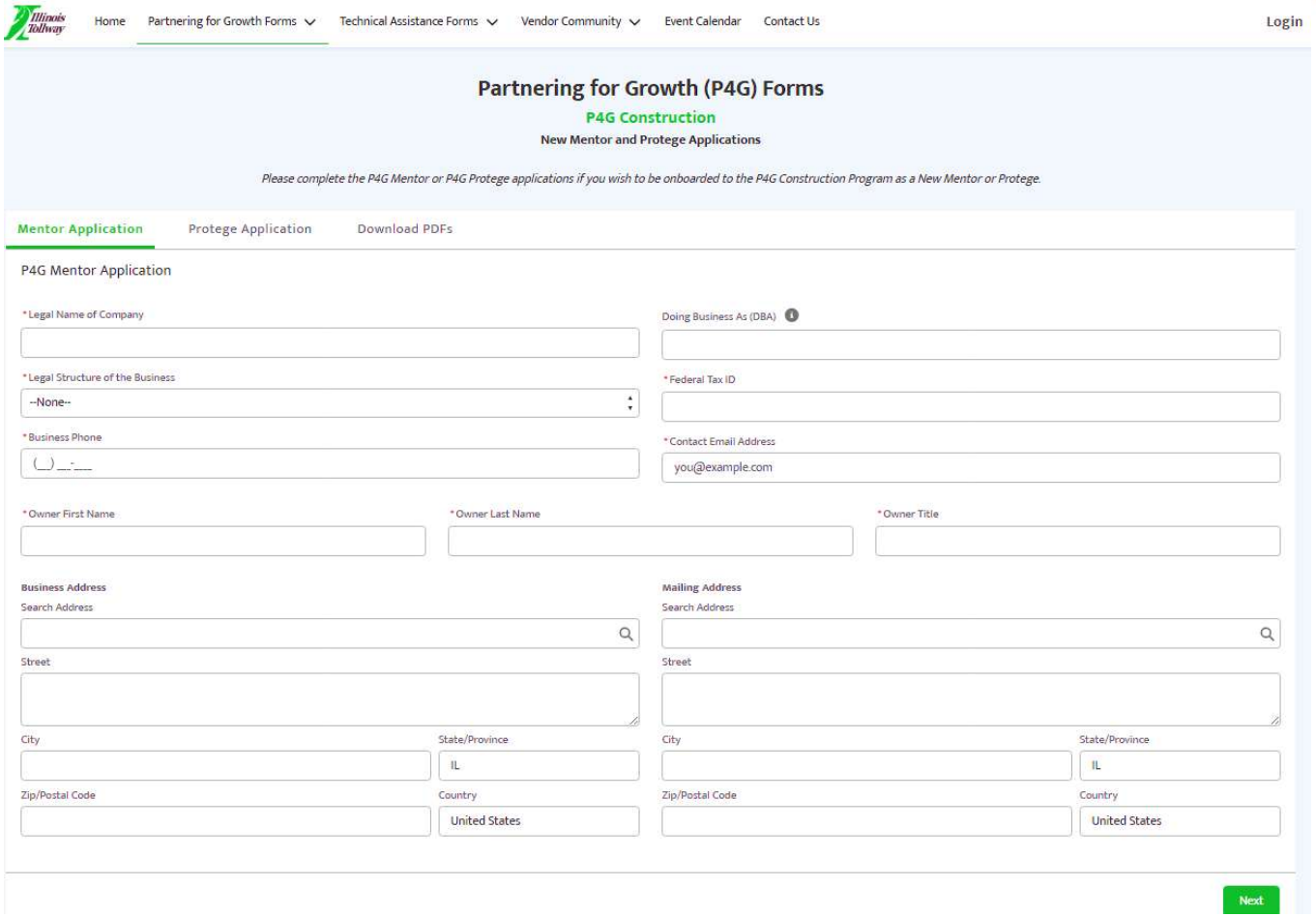
Legacy of Success

- **Nearly 40 agreements** between prime and subconsultants executed
- **More than $9 million in bid credits** have been awarded

HOW TO PARTICIPATE

Mentors

1. Complete a P4G Mentor Application
2. Gain access to the pool of protégés
3. Enter Partnering for Growth relationship with a protégé
4. Begin earning bid credits

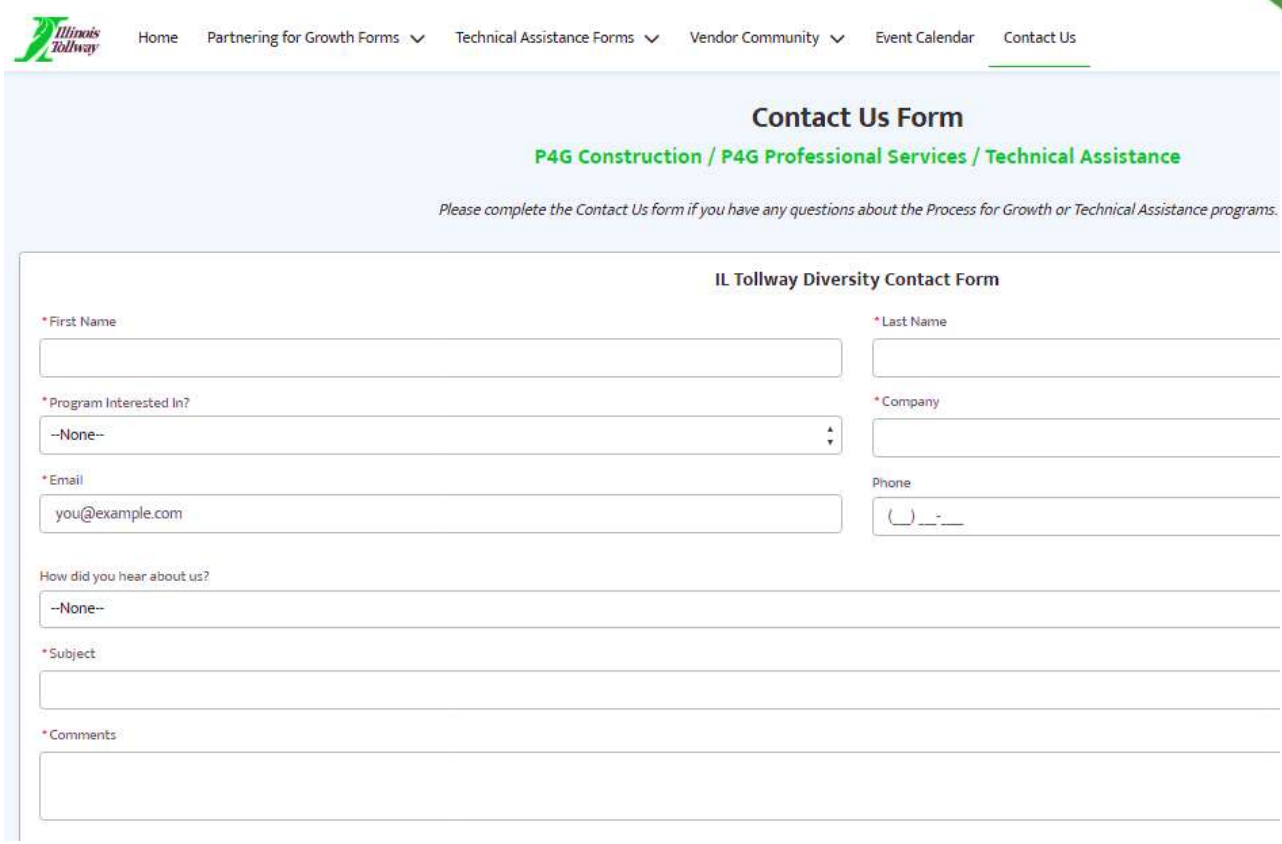


Access all forms and Guidelines at illinoistollway.com -> Doing Business -> Diversity-> Partnering for Growth-> Construction

HOW TO PARTICIPATE

Protégés

1. Contact Illinois Tollway
2. Get connected with Technical Assistance:
   - If eligible, a complete a Partnering for Growth Protégé Application.
   - If ineligible, complete a customized business development plan.
3. Get a mentor and create a plan
4. Begin earning bid credits for use on future Tollway bids



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REPORTING REQUIREMENTS

To keep the agreement on track, the Tollway requires the following:

- Relationship hours entered in Salesforce monthly
- Quarterly report meetings
- Final report at relationship closeout
- Exit surveys



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EMERGING TECHNOLOGIES

Mentors provide training on latest construction equipment and technology

- Examples: 3D modeling for grading, specialized electrical contracts, drone training

Short-term agreements

- 12 months or less
- Non-binding to specific contract

Empowers small, diverse firms

- Provides targeted training needed to compete for prime and subcontracting opportunities



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TECHNICAL ASSISTANCE PROGRAM

Technical Assistance providers support P4G Construction Program agreements with

- Protégé evaluation and assessment of areas of need
- Supplemental training
- Matchmaking potential protégés and primes



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BENEFITS AND INCENTIVES

Everyone wins with P4G!

- Prime and subcontractors earn virtual bid credits
- Small firms gain critical experience to grow and succeed
- Increases pool of experienced contractors ready to perform on Tollway projects
- Supports existing Diversity programs



BID CREDIT INCENTIVES



BID CREDIT INCENTIVES

- Virtual dollar credits to lower base bid amounts on future Tollway construction bids
- Both primes and subcontractors can use bid credits to lower base bids
  - Primes may combine their bid credits with those of the subcontractors on a bid
  - Subcontractors may use bid credits to market themselves for teaming opportunities with prospective primes



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HOW IT WORKS

Contractor A

- Initial base bid: $2,050,000
- Bid credits: -$0

- Total base bid: $2,050,000

Contractor B

- Initial base bid: $2,100,000
- Bid credits: -$51,000

- Total base bid: $2,049,000

CASE STUDY


Hub Group
TEMPERATURE CONTROLLED
53'
TOP LIFT ONLY
MEADE
LARSON
143604

SUCCESS STORY

Veterans Vac Services

- Founded in 2021
- Participated in Technical Assistance, Partnering for Growth and Small Business Set-Aside programs
- Awarded first prime contract in April 2026 for Oasis Parking Lot Demolition



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SUCCESS STORY

Foundation Mechanics

CONTACT US

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QUESTIONS



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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

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THANK YOU

