



Illinois Tollway
DIVERSITY

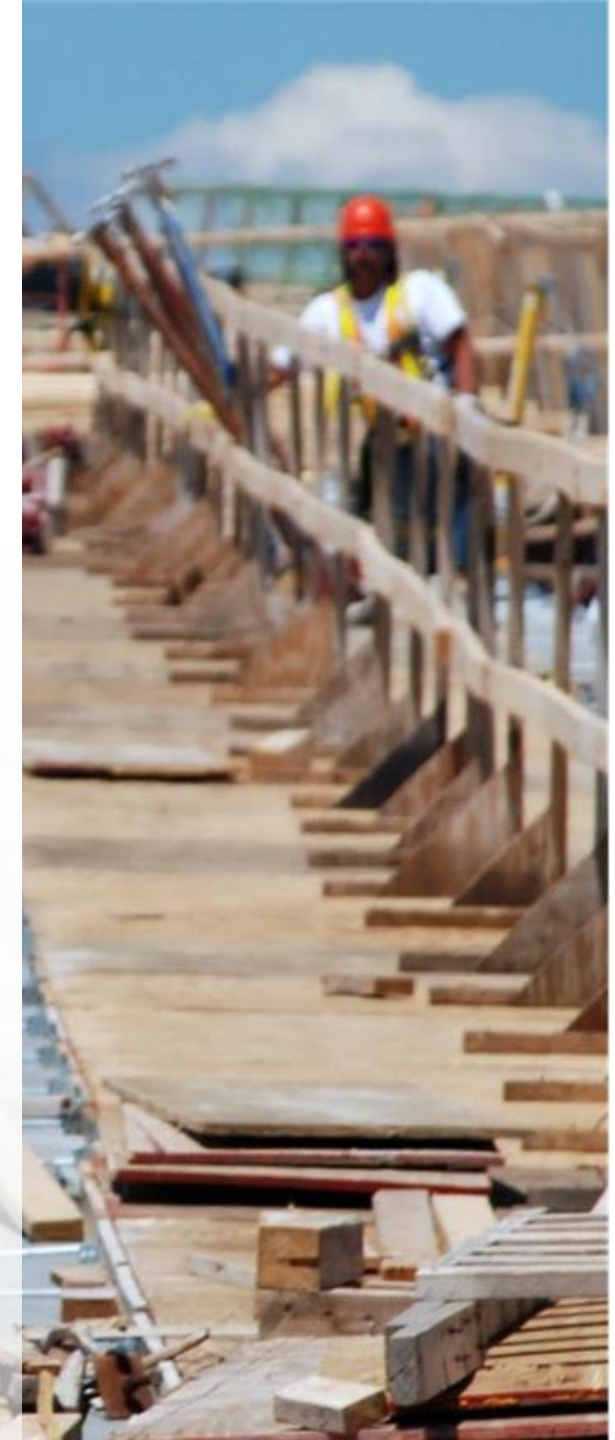
Driving Economic Opportunities

BUILDING FOR SUCCESS

Illinois Tollway

**Job Order Contracting Program
and How to Register as a
Small Business Initiative Participant**

March 17, 2025



HOUSEKEEPING RULES



Housekeeping Rules



WELCOME & INTRODUCTIONS

Illinois Tollway Job Order Contracting Program and How to Register a Small Business Initiative Participant

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The JOC Small Business Initiative (SBI) Program at the Illinois Tollway

The Illinois Tollway's JOC Facilities Programs help support **107 facilities**, each fulfilling a unique need.



- 12 Maintenance Facilities, or “M-Sites”
- 20 central and specialty facilities
- 24 mainline & 52 ramp toll plazas
- Radio towers
- IPDC buildings






The JOC Program provides the Tollway with value while providing a fair, beneficial opportunity to local vendors.

- Cost-effective
- New vendors can participate in Tollway projects
- Facilitates partnerships with BEP, Veteran, and Small Business Initiative vendors





The Tollway's Small Business Initiative (SBI) JOC program allows the Tollway to partner with small local vendors as an opportunity to gain to broaden their stake in the contracting community.

- JOC training for SBI Primes their subcontractors
- Supports the goal of increasing Small Business participation



This program provides an access to working with a large regional client for Small Business General Contractors who may be limited in their capacity



- 80% of Tollway JOC job orders were valued at less than \$100,000
- Tollway JOC work encompasses all trades, and is heavy in mechanical, electrical, plumbing, and general improvement work



The JOC SBI Program is active and engaged with small businesses across all trades.

JOC Project Category	Value	Portion of Total Work
General Interior Improvements	\$ 1,980,000.00	13%
Electrical	\$ 1,245,000.00	8%
Mechanical	\$ 2,715,000.00	18%
Plumbing	\$ 900,000.00	6%
Fire Protection	\$ 250,000.00	2%
Roofing	\$ 1,795,000.00	12%
Exterior Improvements	\$ 2,010,000.00	13%
Canopy Repairs	\$ 400,000.00	1%
Structural & Buildouts	\$ 650,000.00	4%



The JOC Small Business Initiative Program is an innovative investment in small business contractors' success.

- The JOC program helps the Tollway offer as much opportunity to as many new firms as possible
- The JOC SBI program can be a **dynamic, exceptional** way to level up an interested firm's skillset while participating in an active contract with one of the region's largest agencies.





SMALL BUSINESS INITIATIVE

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Creating Opportunities for Inclusion

Tollway Small Business Initiative (SBI)



SMALL BUSINESS INITIATIVE (SBI)

Overview and requirements

Requirements

- ✓ Primes need to be Registered as Illinois small businesses at the time of bid
- ✓ Any subcontractors identified at the time of bid or during the course of the contract must be registered SBI

To Qualify:

- ✓ Annual gross revenue of \$14 million or less
- ✓ Register in the Illinois Tollway's Small Business Initiative (SBI)



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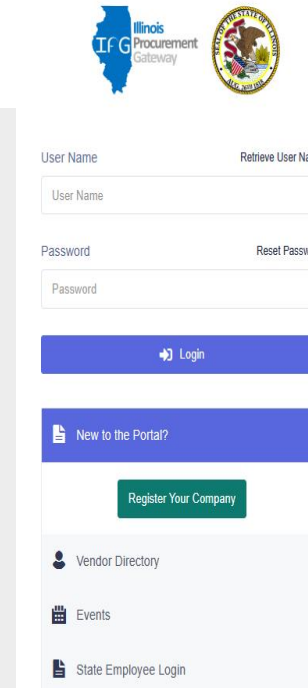
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Driving Economic Opportunities

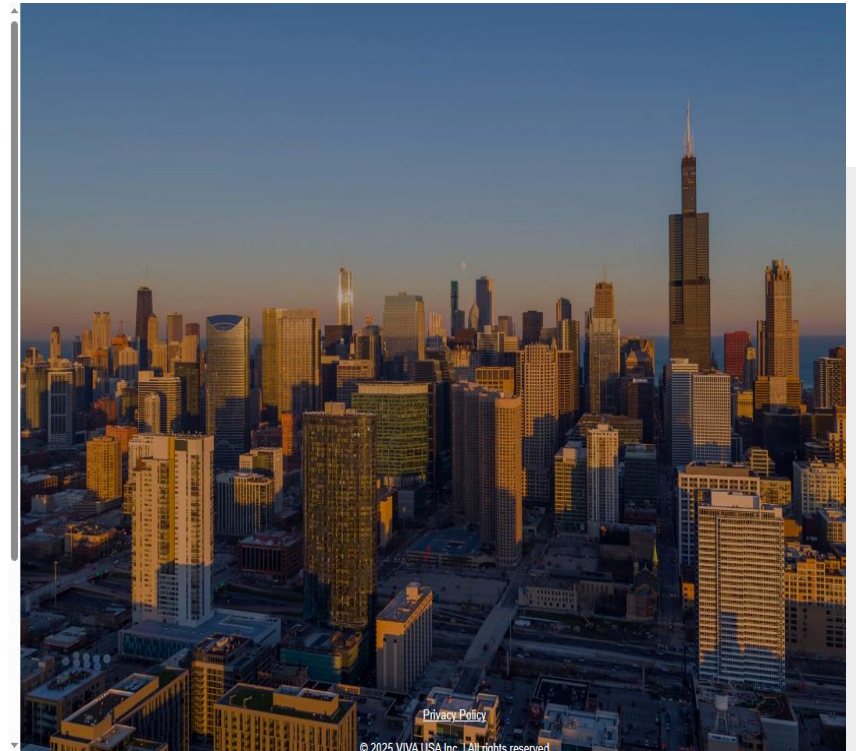
HOW TO GET REGISTERED IN SBI

First, make sure you are registered with the State

- ✓ Firms must meet the eligibility criteria and register within the Illinois Procurement Gateway as a small business to be able to bid on Tollway SBI contracts
- ✓ Information regarding registration can be found on the Illinois Procurement Gateway at <https://ipg.illinois.gov/>



The screenshot shows the login interface for the Illinois Procurement Gateway. At the top left is the IPG logo, and at the top right is the official seal of the State of Illinois. Below the logos are two columns of input fields: 'User Name' with a 'Retrieve User Name' link, and 'Password' with a 'Reset Password' link. A blue 'Login' button is positioned below the password field. A blue banner below the login button asks 'New to the Portal?' and contains a green 'Register Your Company' button. At the bottom of the page, there are three links: 'Vendor Directory', 'Events', and 'State Employee Login'. A 'Privacy Policy' link is also visible in the bottom right corner of the page.

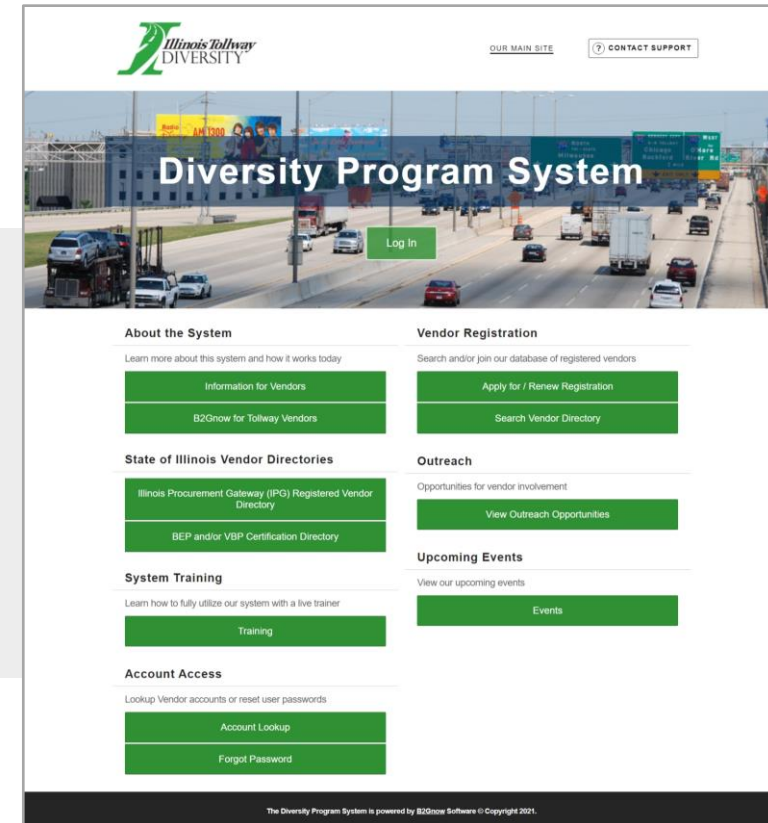


HOW TO GET REGISTERED IN SBI

Next, register in the Tollway SBI

- ✓ Complete Tollway application that confirms SBSP registration status with Illinois Procurement Gateway

Visit iltollway.diversitysoftware.com to begin the registration process



SMALL BUSINESS INITIATIVE



I-PASS | PAY-BY-PLATE ✓



[Doing Business](#) > [Diversity](#) > [Small Business Initiative](#)

Small Business Initiative

Program Goal

The Illinois Tollway Small Business Initiative is intended to increase opportunities for small construction companies to participate on Tollway construction contracts.

Program Overview

The Small Business Initiative puts small businesses in a position to succeed and grow by:

- Identifying select construction contracts, generally with values of approximately \$5 million or less, specifically for small businesses to perform as prime contractors
- Establishing diversity goals for select construction contracts on a project-by-project basis

Who Can Participate?

Firms must be registered with the [State of Illinois](#) as a small business and meet the following criteria:

- Gross revenues of \$14 million or less annually
- Meet specifications that may include prequalification with either the [Illinois Department of Transportation \(IDOT\)](#) or [Illinois Capital Development Board \(CBD\)](#), which will be determined on a project-by-project basis



SMALL BUSINESS INITIATIVE

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Creating Opportunities for Inclusion

**Vendor Directory in
B2GNow**

ADDITIONAL SMALL BUSINESS RESOURCE

Technical Assistance Program

- ✓ Participants receive customized business development assistance
 - ✓ Providers available to assist firms interested in bidding as primes
-

TECHNICAL ASSISTANCE PROVIDERS

Inner City Underwriting

Elise Roper: ERoper@icutechassist.net

Illinois Hispanic Chamber of Commerce

Michael Mendez Silva: MMendez@ihccbbusiness.net



TECHNICAL ASSISTANCE

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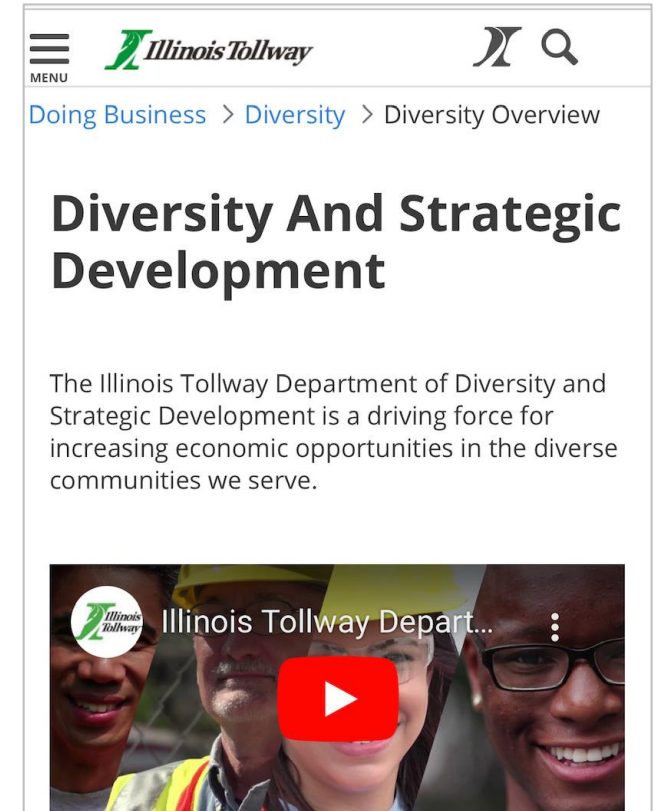
Equipping Businesses for Success



QUESTION & ANSWER SESSION

- 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

Visit illinoistollway.com to get started





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SOCIAL MEDIA



THANK YOU

