

# THE DBE REPORTER

AN E-NEWSLETTER FROM THE WISCONSIN DEPARTMENT OF TRANSPORTATION

Volume 1, Issue 1 January— March 2010

## DISADVANTAGED BUSINESS ENTERPRISE SUPPORT SERVICES PROGRAM OFFICE

### SMALL BUSINESS NETWORK : Free Online Quoting for WisDOT DBEs

In November 2009 the Disadvantaged Business Enterprise Support Services Program Office launched a test pilot of Info Tech's Bid Express (on-line bidding exchange system) Small Business Network (SBN).

Small Business Network is a web-based communications/networking system designed for:

- (1) Primes to post solicitations for quotes from subcontractors, and
- (2) Subcontractors/DBEs to create sub quotes in response to those solicitations and securely submit them to primes through SBN in a timely and efficient manner.

The purpose of the WisDOT SBN Pilot was to field test the existing functions and features, and identify strengths and weaknesses of SBN, as well as to track the number of solicitations posted by primes and quotes submitted by DBEs relative to good faith effort data. One of the DBE SBN pilot participants, Craig Clements, president of Pro Electric, Inc. commented, *"We really appreciate the opportunity to field test the SBN program and provide our critique and requests for improved features. Generally it seems that we are just told to start using a new system, but this way we actually have input to getting the system designed to best meet our needs!"*

Craig Anderson, AICCW president stated, *"... we are convinced that this system is the preferred future method for DBE/subs to communicate with and submit their quotes to primes in terms of efficiency and security."*

The pilot ran from November to December 2009 and included 12 DBEs and seven prime contractors who tested the existing features and procedures of SBN.

Given the quality and quantity of the feedback generated from the WisDOT SBN Pilot, SBN management

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**The DBE Reporter** is a publication of the Wisconsin Department of Transportation, Bureau of Equity and Environmental Services, Civil Rights & Compliance Section



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*It is the policy of the Wisconsin Department of Transportation to ensure compliance with Title VI of the Civil Rights Act of the 1964, 49 CFR, Part 26; related statutes and regulations to the end that no person shall be excluded from participation in or be denied the benefits of, or be subjected to discrimination under any program or activity receiving federal financial assistance from the U.S. Department of Transportation on the grounds of race, color, sex age, disability or national origin.*



Tom Burse, President of the NAMC, Deputy Secretary Ruben Anthony, and Brian Mitchell of Choice Construction at a WisDOT DBE Networking Event.

The Wisconsin Department of Transportation kicked off the 2010 construction season with the closure and demolition of the Layton Avenue bridge

(**Milwaukee County**) at a time when most people may not think of road construction: mid- February.

The work at Layton Avenue is just one part of the project's construction happening in Milwaukee County this year; construction is also planned on the eastbound Airport Spur and I-94 West (NB) exit to the Airport Spur, Ramsey Avenue, Edgerton Avenue, and the I-94 freeway lanes from College Avenue to Layton Avenue and 13<sup>th</sup> Street to Howard Avenue.



## DBE CONTRACTING OPPORTUNITIES ON I-94 2010 CONSTRUCTION PROJECTS

Walsh Construction was awarded the contract for the Mitchell Interchange Collector Distributor Lanes, with a winning bid of \$81.5 million. The DBE goal on this project is 21%. Choice Construction, a DBE firm, owned and operated by Brian Mitchell, will subcontract with Walsh to supply and install rebar and noise barriers for \$11.7 million. Other work areas where DBEs will perform work on this project include: concrete pavement, trucking, landscaping, signage, installing electrical equipment and pavement marking.

Thus far DBE participation on the entire I-94 North-South Freeway Project is 28.2%. The remaining 2010 Milwaukee County construction contracts will be let and awarded throughout the spring. 2010 will also provide bidding opportunities for DBEs in Racine and Kenosha counties:

### Racine County

- ⇒ County G interchange (east side)
- ⇒ I-94 Freeway (west side) at County G

### Kenosha County

- ⇒ County C ramps
- ⇒ WIS 165 northbound ramps
- ⇒ WIS 50 east frontage road
- ⇒ WIS 142 west and frontage road
- ⇒ I-94 Freeway from the Illinois state line to south of WIS 50

The I-94 North-South Freeway Team is available via the project hotline at (262) 548-8721 or online at [www.plan94.org](http://www.plan94.org), where you can send a comment to the project team or find the latest information about scheduled closures and traffic impacts.

To learn more about upcoming DBE contracting opportunities on the I-94 N-S Project, DBEs and community stakeholders are invited to attend I-94 N-S Freeway Business Development Committee meetings on the third Thursday of each month from 4:30 PM to 6:00 PM.

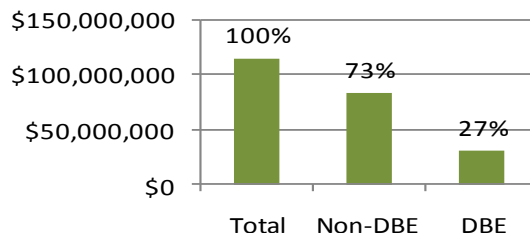
Contact the DBE office at (414) 438-4583 for meeting locations.

## DBE Contracting Update

### I-94 North-South Freeway Project (Milwaukee, Racine, and Kenosha Counties)

|                           |                |
|---------------------------|----------------|
| Total Contracted Amount   | \$111, 435,238 |
| DBE Contracted Amount     | \$30,555,982   |
| DBE Share                 | 27%            |
| Total Paid Amounts        | \$72,497,175   |
| DBE Paid Amounts          | \$18,844,507   |
| DBE Share                 | 26%            |
| Total Labor Hours Worked  | 519,138.2      |
| Total Minority Work Hours | 88,118.1       |
| Minority Share            | 16.97%         |
| Total Female Work Hours   | 23,474.6       |
| Female Share              | 4.52%          |

**I-94 N-S Freeway Construction Contracted Dollars**



## BIG HORN TRUCKING ON THE MOVE

The US41 Project Outreach Branch in Green Bay has become a “shining star” in the Northeast and has measured successes that other offices dream to live up to. The office has been more successful than anyone had hoped when it opened its doors just over one year ago.

The successes have been felt the most within the American Indian DBE population. When the Outreach branch opened, there were only nine American Indian DBEs in the construction and trade areas, now there are almost 70 and these businesses have seen a 588% increase in their contracts! The American Indian DBEs have also expanded beyond construction into management, consultant and engineering fields.

One of the biggest success stories that came from the US41 project outreach initiative is the DBE Big Horn Trucking, LLC. The business opened in September of 2008 with only a

\$6,000 line of credit and a 1989 International dump truck. Its owners, Bart Cornelius and Leida Wesolaski decided that they could combine their backgrounds and be a successful business duo – Wesolaski had all of the contacts from her construction history, and Cornelius had a dump truck and plenty of experience to accompany it.

At the end of 2009, Big Horn Trucking, LLC was just shy of \$1 million in revenue and had expanded its fleet to include access to 50 leased vehicles and another truck. Wesolaski attributes their success to the business’s faithful clients and her emphasis on customer satisfaction. Her advice to DBEs? Build relationships and grow a history of great work, “So many DBEs think, ‘they have to use me, I’m a DBE’ but that’s the wrong mentality. If you want it, go get it. Go out there and get the general contractors to know you... It’s all about building a rapport.”

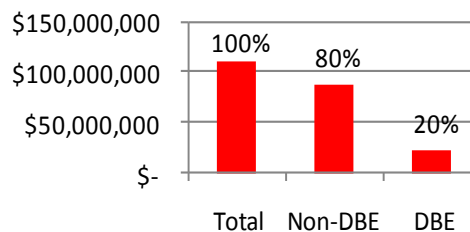
Big Horn Trucking has been heavily involved with the US41 Project. It has won several contracts to take care of the wet concrete needs of several contractors as well as providing the dump trucks to contractors for hauling materials. Cornelius and Wesolaski utilized the US41 Project Outreach Branch along with the American Indian Chamber of Commerce as they started building their business. Craig Anderson helped them attain their DBE status and they referenced the 41 Outreach Branch to find projects. Big Horn Trucking has obtained so many large contracts that they have been able to partner with two new DBE trucking firms and help them get started.



### DBE Contracting Update: US 41 Corridor Expansion Project (Brown and Winnebago Counties)

|                           |               |
|---------------------------|---------------|
| Total Contracted Amount   | \$113,049,224 |
| DBE Contracted Amount     | \$22,829,164  |
| DBE Share                 | 20.2%         |
| Total Paid Amounts        | \$56,536,681  |
| DBE Paid Amounts          | \$8,503,574   |
| DBE Share                 | 15%           |
| Total Hours Worked        | 107,311       |
| Total Minority Work Hours | 10,699,10     |
| Minority Share            | 9.97%         |
| Total Female Work Hours   | 6,128.9       |
| Female Share              | 5.71%         |

US 41 Corridor Construction Contracted Dollars





## American Recovery & Reinvestment Act of 2009

### Going Green in Green Bay Conference & ARRA Projects on Megas

At the 2010 Transportation Improvement Conference in Green Bay, Wisconsin, Jason Spilak, ARRA Engineer for the Federal Highway Administration Wisconsin Division gave a presentation on *ARRA Perspectives*.

In 2009 Jason visited 68 of the 72 counties in Wisconsin and conducted 111 inspections. His presentation is the results of his visits as he takes a look back on the successes of ARRA 2009 and the challenges of 2010.

His presentation gives a snapshot on FHWA expectations that included enforcing contract provisions, Areas for Improvement in 2010 to include DBE and contract compliance, fraud prevention and the 2009 Wisconsin statistics on ARRA projects.

Mr. Spilak listed the ARRA projects by regions:

|    |    |       |     |
|----|----|-------|-----|
| NW | 25 | NC    | 38  |
| NE | 26 | SW    | 32  |
| SE | 15 | Total | 136 |

Of the 136 ARRA projects let in 2009, 52 were resurfacing projects, and 62 were bridges.

Michele Carter, the DBE Manager of the Civil Rights and Compliance Section, is responsible for ensuring DBE goals are set on federal WisDOT highway construction projects to include ARRA projects.

The statewide annual DBE goal for FFY 2009 is 11.1% or \$55,500,000, post ARRA, the DBE share raises to \$88,890,000.

To compete on WisDOT projects, Ms. Carter encourages DBE Firms to seek out assistance from the DBESS Office, attend WisDOT Business Development Committee meetings, submit electronic bids, and attend WisDOT sponsored networking events.

DBEs should also consider logical partnering and or/expansions opportunities with other DBEs. For more information call the DBE office at (414) 438-4583

DBE participation on ARRA mega projects are as follows:



#### US 41 State HWY – 4 ARRA Projects

|                        |             |
|------------------------|-------------|
| ARRA Program Total     | \$4,479,104 |
| ARRA DBE Program Total | \$2,468,707 |
| ARRA DBE Share         | 55.1%       |



#### I-94 North-South Freeway – 4 ARRA Projects

|                        |             |
|------------------------|-------------|
| ARRA Program Total     | \$6,082,645 |
| ARRA DBE Program Total | \$1,275,460 |
| ARRA DBE Share         | 21%         |



First Choice Pre-Apprenticeship is the I-94 North/South Corridor Project TrANS Provider established to ensure minority and female residents participation on this project.

Celia Griffin (46), is a local resident of Racine county and a 2009 TrANS Graduate. In 2008 she completed her apprenticeship with the Operating Engineers Local 139. However, due to the economic recession she was unable to secure employment. She thought if she enrolled in the First

## First Choice, Best Choice

Choice Pre-Apprenticeship Training Program she would have greater opportunities of securing employment as an operator on the I-94 Project using Ola Baiyewu's contacts and knowledge of the highway construction industry.

Her hunch paid off after attending an I-94 contractors workshop and participating in the speed networking session in April 2009.

She met representatives from Walsh Construction who later hired her in July 2009 as an operating engineer.

Celia completed her training in May 2009 with her three sons, Jamaal (laborer), Trevon (military masonry carpenter), and Felix (mason).

She said, "First Choice was the best decision I could have made for me

and my sons.

She stated, "The First Choice family is caring, patient, understanding and demanding. I like they way they force students to communicate." "Their training forced me to open up to others to get the job I needed to support my family."

Celia and her boys attended evening classes from 5PM to 9PM February thru May 2009 in Racine, Wisconsin.

For more information on First Choice Pre-Apprenticeship Training contact: Olatoye Baiyewu at (262) 633-3285.

For TrANS Provider in your area contact the DBE Office at (414) 438-4583.





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is using this information to re-formulate SBN features and functions so as to improve users' efficiency and effectiveness. A new release of SBN is expected in April 2010, with more advanced updates in the fourth quarter of this year.

Mr. Joseph Rowland, Ph.D. Info Tech senior manager, ITI Products stated, *"Info Tech is genuinely appreciative of the efforts provided by the Wisconsin SBN Users Focus Group. The honest feedback and opportunity to speak directly with contractors (both primes and DBEs) was a great opening for us to begin improving our system."*

Examples of new SBN features that emerged from the Wisconsin SBN Pilot include:

## SMALL BUSINESS NETWORK : Free Online Quoting for WisDOT DBEs

(l-r) Brad Eberhardt and Jim Hoffman of Hoffman Construction, and Stephen Kamuiru of Community Engineering and Building Services meet and greet at a WisDOT DBE Speed Networking Event.

- ⇒ Allowing subs and DBEs to create sub-quotes and select planholders/eligible bidders as recipients.
- ⇒ Ability to attach documents to sub-quotes, requests and replies.
- ⇒ Sending confirmations to DBEs/subs that their quotes have been received by primes.

According to observations on the potential value of SBN by Mike Hanson, Lunda Construction, *"Time is the biggest savings. It gives us the opportunity to provide a more direct approach to a project driven quote so as not to waste subcontractors' and prime contractors' time by reviewing and responding to emails, faxes, letters, and phone calls."*

More advanced SBN features will be developed latter in the year by Info Tech including the ability to customize

sub-quotes with logos and export/import of CSV/Excel files to facilitate the completion of sub-quotes for DBEs as well as comparative analyses by primes.

If you are a DBE actively quoting on WisDOT projects, you are encouraged to sign up for a no-cost SBN Account by going online to [www.wi.bidx.com](http://www.wi.bidx.com).

Click on **Small Business Network/DBE Account Request Sign Up**. You will be asked to fill in your business contact information to request an account. Once your account is approved you will receive an e-mail with your username and password information.

For more information or to get a copy of the WisDOT SBN Pilot Report contact the American Indian Chamber of Commerce of Wisconsin (AICCW) at (414) 604-2044.

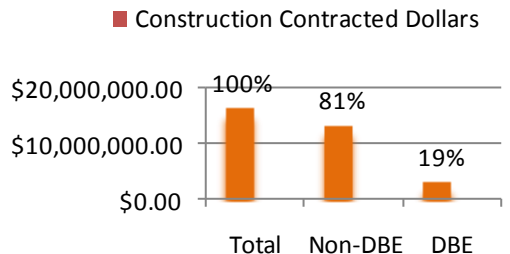


## DBE Contracting Update

### ZOO INTERCHANGE, MILWAUKEE COUNTY

Data from contracted and paid amounts include design consultants, construction and construction administration activities

|                         |              |
|-------------------------|--------------|
| Total Contracted Amount | \$16,250,949 |
| DBE Contracted Amount   | \$3,018,362  |
| DBE Committed           | 19%          |
| Total Paid Amounts      | \$12,989,083 |
| DBE Paid Amounts        | \$2,462,748  |
| DBE Share               | 19%          |



**DBESS Consultants****Legal Services**

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(608) 242-1508

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Lafayette Crump  
(866) 266-7043

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Diana Chamness  
(414) 271-7900

## WisDOT DBE SUPPORT SERVICES

WisDOT offers one-on-one consulting assistance and other support services to certified DBE firms through the contracted consultants. These resources can be used to help DBE firms organize their business, build capacity, develop relationships and more. Services include but are not limited to business plan development, financial package preparation, accounting systems training, bonding assistance, marketing, technical assistance, and mentoring.



SFS Financial Services and Reinhart Boerner Law Firm hosted a Financial & Bonding Workshop in Waukesha, WI for DBEs interested in bidding on WisDOT projects. Presenters were Linda Krysiak of SBA; Sean Berry of SFS Financial Services, Dave Schuppler of Dave Schuppler & Associates; Jackie Gomez, USDOT Small Business Transportation Resource Center, Erbert Johnson (Front L) and Gerald Pace (Front R) of North Milwaukee State Bank.

## The 24<sup>th</sup> Annual DBE Conference in Review

The 24<sup>th</sup> Annual DBE Workshop and Golden Shovel Awards was held on December 18, 2009 to recognize primes and DBEs for their exemplary work completed in the past year.

The conference was a full day of activities that included workshops for the DBEs, an awards ceremony and speed networking. The breakout sessions included topics on small business network, cost estimating & scheduling, financial management, overhead rates & audits, safety on the jobsite, and capacity building.

Deputy Secretary Ruben Anthony presented awards to primes, WisDOT staff and DBE firms for their exemplary committed to DBE goal attainment, DBE support, and commitment to WisDOT programs and services.

**Golden Shovel Awardees**

- \* Double D Landscape
- \* Ed Gersek
- \* Hoffman Construction Company
- \* LaLonde Contractors
- \* AON
- \* Belonger
- \* Donald E. Reinbold
- \* Rosie Smith
- \* Quest

**CAM Medallion Awardees**

- \* Pro Electric
- \* Haas Media
- \* James Peterson
- \* M Squared Engineering

**Teamwork Plaques Awardees**

- \* Northeast Asphalt
- \* Vista
- \* BESS Joint Venture

The 25<sup>th</sup> Annual DBE Workshop and Golden Shovel Awards is December 18, 2010.



## Wisconsin Department of Transportation DBE Contracting by Regions

### NORTHEAST REGION

Arbor Green, Inc  
Badger Lighting & Signs Inc  
Big Horn Trucking, Llc  
Choice Construction Companies, Inc  
Cisco Distributing, Llc  
Ed Gersek, Inc.  
Era Valdivia Contractors Inc.  
Ground Effects Of Wi, Inc.  
Hard Rock Sawing And Drilling  
Heider & Bott Company  
Interstate Sealant & Concrete, Inc.  
Mega Rentals, Inc.  
Sommers Construction Co, Inc  
Sweeney Materials Inc  
Twin Lakes Transit, Ltd  
Vista Design And Construction, Llc

### NORTHWEST REGION

A & A Trucking And Excavating Inc  
Cisco Distributing, Llc  
Con-Cor Company, Inc  
Hard Rock Sawing And Drilling  
J & L Steel Erectors  
Karen's Trucking  
Liquid Stone Sawing  
Mega Rentals, Inc.  
Paradise Trucking Corporation  
Steve Park Trucking  
Westaby Trucking Llp

### SOUTHEAST REGION

Adams Crete Llc  
Adaptive Electrical Controls, Inc  
All County Electric Supply, Inc.  
Arbor Green, Inc  
Arrow-Crete Construction, Llc  
Cm Sobczyk Trucking, Inc  
Community Engineering Building Serv  
Con-Cor Company, Inc  
Dk Contractors, Inc.  
Dolson, Inc  
Habermehl Electric, Inc  
Hall Trucking  
Heider & Bott Company  
J & L Steel Erectors  
Kramer, Inc  
Mega Rentals, Inc.  
Ojibwa Ready Mix, Lp  
Patriot Truck Service Inc  
Platt Construction, Inc  
South Star, Inc  
Underground Pipeline, Inc  
Waterford Truck Service, Inc

### SOUTHWEST REGION

A & A Trucking And Excavating Inc  
Arbor Green, Inc  
Badger Lighting & Signs Inc  
Boscobel Excavating, Incorporated  
Bullet Transit Co, Inc  
Cam Construction Company, Inc  
Casso & Sons Trucking  
Fischbach, Inc  
Hairston Trucking Llc  
Hall Trucking  
Hard Rock Sawing And Drilling  
Heider & Bott Company  
Interstate Sealant & Concrete, Inc.  
J & L Steel Erectors  
Jose G Mora Trucking  
Kramer, Inc  
Mega Rentals, Inc.  
Pendleton Industries, Inc  
Pilo's Trucking Llc  
Rlj Trucking  
Sommers Construction Co, Inc  
South Star, Inc  
The Lindberg Company  
Tri-Star Supply, Inc  
Twin Lakes Transit, Ltd  
Vizcaino's Trucking Llc



U.S. Department of Transportation  
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