



WISCONSIN  
WISDOT

# DBE REPORTER

2015 WINTER ISSUE

A NEWSLETTER FROM THE WISCONSIN DEPARTMENT OF TRANSPORTATION  
OFFICE OF BUSINESS OPPORTUNITY AND EQUITY COMPLIANCE

## 29th ANNUAL DBE WORKSHOP & SECRETARY'S GOLDEN SHOVEL AWARDS



2015 Golden Shovel Honorees

"Strategies to Start, Survive and Succeed" was the theme of this year's 29th Annual DBE Workshop and Secretary's Golden Shovel Awards on Wednesday, February 18, 2015. This event was sponsored by the Wisconsin Department of Transportation Office of Business Opportunity and Equity Compliance lead by Director E. Aggo Agyea for the purpose of sharing information with small, minority and female disadvantaged business firms on how to do business with WisDOT.

The Secretary's Golden Shovel Awards was initiated in 1985, one year following the inception of Wisconsin's Disadvantaged Business Enterprise (DBE) Programs. The purpose and concept for the awards recognition is to recognize DBE firms for their outstanding contract and project performances during the year; and to distinguish individuals, organizations, and groups instrumental to the success and progress of the DBE Program's concept and ideals. Those concepts and ideals remain true today to assist certified DBE firms compete on WisDOT projects, to graduate and compete in the marketplace outside of the DBE Program.

Over 200 contractors, government officials, and industry stakeholders attended this year's event. The day began with a morning session with presentations by the Statewide Bureaus Consultant Service Chief and Regional Mega Project Managers who gave detailed Power Point Presentations on the three Megaprojects in the State of Wisconsin: I-39/90 and Verona Road in the SW Region, Zoo Interchange in SE Region, and US 41/551 in the NE Region. These [Power Point Presentations](#) are available for review and download on the WisDOT DBE website.

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**Mission Statement:** The Office of Business Opportunity and Equity Compliance (OBOEC) is dedicated to the assurance of civil rights and labor compliance, affirmative action, equal employment opportunity, and services for disadvantaged business enterprises for the Wisconsin Department of Transportation (WisDOT). It is the policy of WisDOT to support the fullest possible participation of firms owned and controlled by disadvantaged individuals in federal aid and state highway contracts within the state of Wisconsin. This includes assisting disadvantaged business enterprises throughout the life of contracts in which they participate.

## SECRETARY'S GOLDEN SHOVEL AWARDS

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DBE Workshops were grouped according to business type (*consultant or construction*) and status (*novice or experience*). Construction firms attended workshops titled 'The Roles and Rights of DBE Certified Firm in Contacting' and "Putting Good Faith into Action on WisDOT Contracts." Consultant firms attended workshops such as "Everything you need to know about CFR and Audits and Contract Specifications and Consultant Requirements for Typical DBE Work Area." Firms new to WisDOT contracting attended workshops titled "What's on the WisDOT Website for me: Tools & Treasures, Where Do I Fit In, and Make your Money Work for you: SBA Lending and Bonding."

### Secretary's Golden Shovel Nominations

This year an effort was made to accommodate those firms mandated by FHWA to attend labor compliance or Partnering for Employment Workshops (PFEW), and network with TRANS graduates from the WisDOT labor development programs. *Compliance Strategies for Workforce* workshops were attended by more than 25 individuals and over 20 prime and DBE firms. At each workshop session, attendees had the opportunity to provide immediate feedback to the presenters by completing workshop evaluations. All comments were duly noted and appreciated.

During the luncheon, Secretary Mark Gottlieb gave his annual keynote address and then presented the Golden Shovel awards to worthy companies deserving of recognition. The DBE office solicited nominees for Golden Shovel awards from stakeholder groups, community leaders and WisDOT Project Managers. Recommenders were asked to base their selections on the following categories: Achievement, Commitment, Performance/Service, Quality and Retirement.

## 2015 SECRETARY'S GOLDEN SHOVEL AWARD NOMINEES

- ◇ 4N Consultants
- ◇ Central Painting, Inc.
- ◇ Brett Swenson of Community Engineering & Building Services, LLC
- ◇ Con Cor Company, Inc.
- ◇ Corre, Inc.
- ◇ Crowley Construction Corp.
- ◇ Cynthia Devor Of Dixon & Company, Inc.
- ◇ Dolson, Inc.
- ◇ Gestra Engineering, Inc.
- ◇ Himalayan Consultants, LLC
- ◇ HNTB, Milwaukee Office
- ◇ KJohnson Engineers, Inc.
- ◇ Kramer, Inc.
- ◇ Mega Rentals, Inc.
- ◇ Pro Electric, Inc.
- ◇ Rock Road Companies, Inc.
- ◇ South Star Logistics
- ◇ Transmart Technologies, Inc.
- ◇ Zenith Tech, Inc.
- ◇ Zignego Company, Inc.

## PERFORMANCE AND SERVICE HONOREES



### **Brett Swenson of Community Engineering and Building Services LLC**

For recognition of your talents as a project leader and commitment to delivering quality projects under difficult circumstances consistently.

*Left to Right:  
Brett Swenson of Community Engineering and Building Service, Secretary Mark Gottlieb and DTSD Administrator Dan Grasser*



### **Cynthia DeVor of Dixon & Company**

In recognition of your knowledge, conflict resolution, and cheerful attitude in the delivery of services on the WIS 20 Interchange Project.

*Left to Right:  
DTSD Administrator Dan Grasser, Cynthia DeVor of Dixon and Company Inc, and Secretary Mark Gottlieb*



### **Himalayan Consultants**

For Outstanding Performance and Service on the Final Design of the Zoo Interchange Design.

*Left to Right:  
DTSD Administrator Dan Grasser, Gopal Adhikary of Himalayan Consultants and Secretary Mark Gottlieb*

## 2015 SECRETARY'S GOLDEN SHOVEL AWARD WINNERS



### CORRE INC.

For exemplary performance as a DBE consultant for DBE utilization of DBE expertise and exceeding the DBE goal.



Left to Right: DTSD Administrator Najim Heidari of CORRE Inc. and Secretary Mark Gottlieb

### CENTRAL PAINTING INC.

For commendable performance on the Zoo Interchange final design and exemplary performance as a DBE contractor for DBE utilization of DBE expertise and exceeding the DBE Goal.



Left to Right: DTSD Administrator Dan Grasser, Fotis Vardaros of Central Painting and Secretary Mark Gottlieb

## 2015 SECRETARY'S GOLDEN SHOVEL AWARD WINNERS



### GESTRA ENGINEERING

For exemplary performance and service on the Zoo Interchange Design.



Left to Right: DTSD Administrator Dan Grasser, Doug Bath of GESTRA Engineering Inc, and Secretary Mark Gottlieb

### KIMBERLY JOHNSON OF KJOHNSON ENGINEERS

Exemplary DBE Entrepreneur in attitude, achievement and accomplishments as a DBE consultant in WisDOT contracting.



Left to Right: DTSD Administrator Dan Grasser, Stacy Johnson of Kjohnson Engineers, and Secretary Mark Gottlieb

## 2015 SECRETARY'S GOLDEN SHOVEL AWARD WINNER



### ROCK ROADS COMPANIES INC.

For collaboration with I-39/90 Corridor Project Management, the Office of Business Opportunity and Equity Compliance and Forward Services Corporation and commitment to the WisDOT TrANS Program.



Left to Right: DTSD Administrator Dan Grasser, Sue Jersild of Rock Road Companies and Secretary Mark Gottlieb

## 2015 DBE CHAMPION AWARD WINNER

A DBE Champion is a DBE firm noted for their performance, sustainability in WisDOT contracting and advocacy efforts. The firm must come highly recommended by industry partners (excluding the DBE Office) such as WisDOT, ACEC, NAMC, AICTA, and WTBA. The 2015 DBE Champion is:

### SOUTH STAR LOGISTICS

For exemplary commitment to a diverse workforce and contribution to the DBE trucking certification and utilization.



Left to Right: DTSD Administrator Dan Grasser, Secretary Mark Gottlieb and Eric Johnson of South Star Logistics

# WISCONSIN DEPARTMENT OF TRANSPORTATION GOLDEN SHOVEL HALL OF FAME INDUCTEES

Dolson, Inc.

Mega Rentals, Inc.

Zignego Company, Inc.

KJohnson Engineers

TranSmart Technologies, Inc.



Left to Right: Secretary Mark Gottlieb; Gregory Dolson of Dolson Inc; Dan Zignego of Zignego Construction; Megan Decker of Mega Rentals; Connie Li of TranSmart; Stacy Johnson of KJohnson Engineers, and DTSD Administrator Dan Grasser

Additional photos from the 29th Annual DBE Workshop & Secretary's Golden Shovel Awards are available [here](#).



## WisDOT DBE Construction Summary Report Federal Contracts DBE Overall Annual Goal 13% September 2014 to January 2015

Estimated Federal Fiscal Year (FFY) 2015 Federal Funds	\$500,000,000
FFY 2015 DBE Projection	\$65,000,000
Awarded Contracts Amount (Sept '14-Jan '15)	\$235,581,733
Federal Contract Amount (Sept '13-Jan '15)	\$172,348,393
Total DBE Committed	\$15,919,663
Total DBE Percent Committed (DBE/Federal)	9.24%



Oluyemi (Yemi) Falomo  
DBE Engineer/Technical Advisor  
[Oluyemi.Falomo@dot.wi.gov](mailto:Oluyemi.Falomo@dot.wi.gov)

## WisDOT Labor Development Program - TrANS



The Wisconsin Department of Transportation (WisDOT) contracts with community-based organizations to implement **Transportation Alliance for New Solutions (TrANS)**. Forward Services Inc. and WRTP/BIG STEP are committed to recruiting, screening, and preparing people for employment as laborers on Wisconsin's road construction projects, especially for its labor intense megaprojects.

**Forward Service Corporation** is the TrANS Provider for the Interstate 39/90 Expansion Megaproject in the southwest region and the US 41 Corridor Expansion Megaproject in the north central region. Forward Service has implemented TrANS programs throughout the State since 2000, and is responsible for recruiting, training, placement, and retention services for WisDOT. They service residents in five counties: Brown County, Dane County, Rock County and Forest County. If you are interested in applying for TrANS in the SW or NC regions contact Brian Covey of Forward Service Corporation at (608) 268-2257. Forward Service's main office location is 1402 Pankratz St., Suite 101, Madison, WI 53704.

**WRTP/BIG STEP** is the TrANS Provider for the Interstate 94 North-South Freeway and the Zoo Interchange Megaprojects. WRTP/BIG STEP has implemented TrANS in the southeast region since the early 1990's, and is the premier agency for preapprenticeship tutoring and entry-level construction training for the city of Milwaukee. In 2005, they opened the Center of Excellence for Skilled Trades and Industry located at 3841 W. Wisconsin Ave, Milwaukee, WI 53208. The Center of Excellence is a 30,000 square foot central clearinghouse for the assessment, preparation, and placement of job-ready candidates for careers in construction and other industries. They offer a [road building certificate training](#) for people interested in working on WisDOT's highway construction projects. To learn more about this training to go the [WRTP/BIG STEP website](#). The office number is (414) 342-9787.



Center of Excellence for Skilled Trades and Industry

# DBE PROFILE - Construction Services

## GSS (Global Special Services ) Holdings



Isaac Uchendu  
Owner

The expertise of GSS Holdings, an affiliate of Global Janitors, Inc., extends beyond the quality landscaping, janitorial and restoration services it provides. Isaac Uchendu, a graduate of Northeast Technical College, is the owner and founder of GSS Holdings and Global Janitors, Inc. Mr. Uchendu uses his landscape and horticulture experience to ensure both companies provide quality services to their customers in an efficient, unobtrusive manner.

The partnership between the two companies allows customers access to a one-stop shop that provides building maintenance, high-rise window washing, construction cleaning and landscape services. No project is too big or small. GSS Holdings and Global Janitor's past projects have included Lambeau Field redevelopment, Resch Center and many more.

BEFORE



AFTER



BEFORE



AFTER



To have your company featured in the DBE Reporter newsletter fill out a [DBE Profile Request](#) or call 414.847-0990 x108.

# WisDOT DBE Support Services and Technical Trainings

### How to Register for DBESS Training

To register for any of the trainings listed below go to the [DBESS registration form](#) or call 414-847-0990 x108.

### What's on the WisDOT Website for me: Tools & Treasures

Panelists will walk through the contents of the "How to Do Business with WisDOT Matrix" highlighting the websites links for finding opportunities. Sites reviewed include HCCI site for bid letting information, Consultant Extranet for bi-monthly solicitations, searching Vendor Net for opportunities, and using Small Business Network to quote and find average bid prices. SE Region will highlight its small contracts and the Plans, Studies and Projects Page.

### Where Do I Fit In: Recommendations for Suppliers, Truckers, Vendors

WisDOT overwhelmingly contracts for transportation-related services and DBE goals are only applicable to those federally funded contract opportunities. This session will offer alternative contract opportunities, marketing opportunities and resources for DBE certified firms whose expertise and services are outside WisDOT's scope. Presenters will engage the audience in strategies and resources for finding contracts and clients that match their expertise or services.

### Labor Compliance Overview

Labor Compliance is uniformity of compliance for the protection of workers and the administration of standards, regulations, and procedures to govern enforcement activities on contracts assisted by State and Federal funding. Presenter will review the role of the labor compliance function and instill why proactive measures are best.

### Evaluating Your Marketing Practices & Customer Strategy

This session is designed for engineers, designers, planners and non-marketing executives. It will make the case for having a marketing budget and explain how to make the most of the precious time and dollars available to increase sales and build customer loyalty.

### Materials Compliance 101

WisDOT requires any material being used on its contracts to meet the specifications outlined in the Construction & Materials Manual. The complexities of these expectations range from the approved products through quality control to certified reports. Presenters for this session are experienced project managers for WisDOT's local program and the US41 megaproject who will use case studies to demonstrate the ideal resources and practices for managing materials compliance.

### Roles & Rights of DBE Certified Firms in Contracting

Session will help experienced DBE firms fill in the gaps between prime, subcontract and supplier roles & expectations; clarify appropriate WisDOT resources and review benefits of DBE certification. Presenters will share resources and best practices to stabilize profits.

*For more information about WisDOT DBESS Consultants go to [DBESS consultants profiles](#).*

# MEGAPROJECT DBE CONTRACTING UPDATE



## Zoo Interchange Project

Contract Execution to Completion: 2014 to 2017  
(Milwaukee County)

January 2015 Report	Construction Contracts	Design Engineering	Construction Engineering
Total Contracted	\$450,115,973.38	\$100,882,277.99	\$30,402,377.64
DBE Contracted	\$54,752,082.90	\$16,402,021.55	\$2,757,121.32
DBE Share	12.16%	16.3%	N/A
Total Paid Amounts	\$268,370,908.53	\$91,852,254.08	\$15,269,256.08
DBE Paid Amounts	\$38,183,690.71	\$12,950,424.10	\$1,561,187.63
DBE Share Paid	14.2%	14.1%	N/A



## US 41 Corridor Expansion Project

Contract Execution to Completion: 2009 to 2017  
(Brown County and Winnebago County)

January 2015 Report	Construction Contracts	Design Engineering	Construction Engineering
Total Contracted	\$888,319,956	\$86,301,980	\$93,547,619
DBE Contracted	\$70,956,287	\$18,417,477	\$41,055,017
DBE Share	8.0%	21.3%	43.9%
Total Paid Amounts	\$799,398,153	\$83,565,308	\$69,187,176
DBE Paid Amounts	\$68,567,279	\$17,498,853	\$30,950,681
DBE Share Paid	8.6%	20.9%	44.7%



## I-94 North-South Freeway Reconstruction Project

Contract Execution to Completion: 2008 to 2021  
(Milwaukee County)

January 2015 Report	Construction Contracts	Design Engineering	Construction Engineering
Total Contracted Amount	\$689,360,798	\$103,068,475	\$62,327,196
DBE Contracted Amount	\$126,009,991	\$29,655,106	\$15,453,929
DBE Share	18%	29%	25%
Total Paid Amounts	\$670,751,434	100,546,764	\$54,334,145
DBE Paid Amounts	\$124,403,911	\$28,691,808	\$14,044,683
DBE Share Paid	19%	29%	26%

# MEGAPROJECT DBE CONTRACTING UPDATE



## [I-39/90 Expansion Project](#)

Contract Execution to Completion: 2015 to 2021  
(Dane County and Rock County)

January 2015 Report	Construction Contracts	Design Engineering
Total Contracted Amount	\$27,767,714	\$60,493,470
DBE Contracted Amount	\$1,301,692	\$10,609,140
DBE Share	4.69%	18%
Total Paid Amounts	\$27,231,055	\$45,532,876
DBE Paid Amounts	\$611,007	\$7,207,176
DBE Share Paid	2.24%	16%



## [Verona Road \(US 41/151\) Project](#)

Contract Execution to Completion: 2014 to 2021  
(Dane County)

January 2015 Report	Construction Contracts	Construction Engineering
Total Contracted Amount	\$81,164,381	\$3,306,287
DBE Contracted Amount	\$4,267,846	\$1,041,086
DBE Share	5.26%	31%
Total Paid Amounts	28,073,629	\$1,899,572
DBE Paid Amounts	\$1,797,721	\$615,906
DBE Share Paid	6.40%	32%

# MEGAPROJECT WORKFORCE HOURS

Regions:	SE Region		NE Region	SW Region	
As of January 2015	ZOO IC	1-94 NS	US 41	I 39/90	VERONA RD
Total Hours Worked	1,185,891	3,238,343	3,189,134	117,592	138,716
Total Minority Hours	218,797	587,070	198,651	6,344	8,885
Minority Share	18.45%	18.13%	6.23%	5.39%	6.41%
Total Female Hours	40,188	86,421	72,867	3,029	4,297
Female Share	3.39%	2.67%	2.28%	2.58%	3.10%

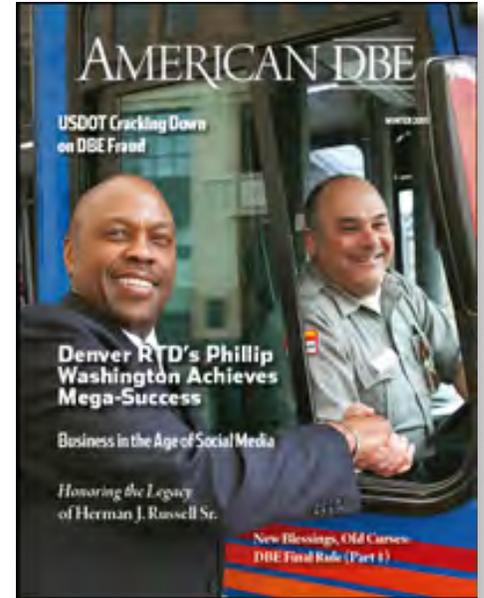
# BUSINESS MANAGEMENT RESOURCES

## American DBE Magazine

The American DBE Magazine is the nation's premier publication providing DBE firms, leaders and professionals with business insight to enhance transportation industry success. American DBE Magazine provides news, opportunities and information to connect and inspire over 40,000 DBE certified businesses and other stakeholders in the DBE program.

The winter 2015 issue of the [American DBE Magazine](#) has several articles that are sure to help you grow your business, including:

- USDOT Cracks Down on DBE Fraud P. 20
- Surety Bonding: Public-Private Partnerships (P3) Opportunities P. 24
- Getting Started in your Business for Long Term Success P. 28
- Financial Strategies for your Business Six Tax Tips P. 32
- Business in the Social Media P. 28



## NAMC 46th National Conference

### CONTACT THE NAMC WISCONSIN CHAPTER



[www.namcwi.com](http://www.namcwi.com)

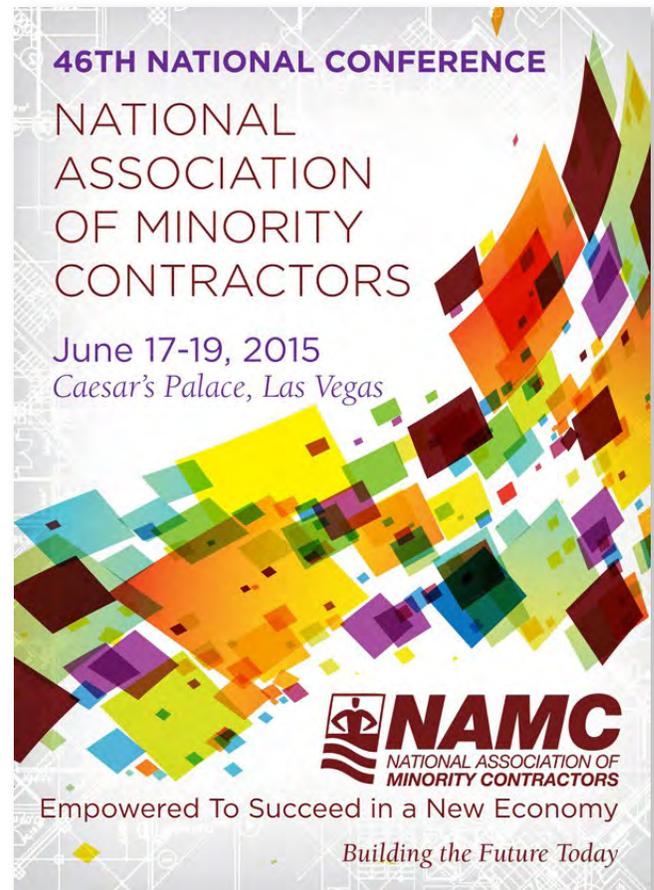
#### Mailing Address

NAMC Wisconsin  
c/o Choice Construction Companies, Inc.  
N59 W14397 Bobolink Avenue  
Menomonee Falls, WI 53051

#### Board President

Brian Mitchell  
[brian@choiceconstruction-wi.com](mailto:brian@choiceconstruction-wi.com)  
(262) 703-5080

[Registration is now open!](#)



## BUSINESS MANAGEMENT RESOURCES

### Wisconsin's Women's Business Initiative Corporation (WWBIC) Your Dream. Your Foundation. Your Growth.

Many entrepreneurs are looking for resources and quality expert advice to help launch and grow their businesses. WWBIC can assist you through their wide variety of over 400 workshops offered each year. For convenience, most are offered on evenings and weekends, online and in dozens of locations throughout the state.

Classes are facilitated by WWBIC dedicated staff and volunteers, who are experts in their field. WWBIC classes range from one-hour entrepreneurial exploration workshops or technology for your small business, to most comprehensive multi-session business planning series, Start Smart. Browse WWBIC's [class calendar](#) to find and register for classes. Printable schedules are also available for each of their markets: **Kenosha, Madison, Milwaukee, Racine, Online, Español.** Visit WWBIC's [Success Stories](#) page to see how their classes have helped entrepreneurs like you!

[TAKE A CLASS](#)

[APPLY FOR A LOAN](#)

### Milwaukee Metropolitan Sewerage District (MMSD) Workforce and Business Development

MMSD, through its Workforce and Business Development Resource Program, works to achieve social responsibility goals to utilize consultants, contractors, vendors, and local workers reflective of the diversity of the District's Sewer Service Area. The program offers pre-apprentice training, internships, business capacity building seminars, and engineering and construction management training.

For more information on each of the programs, please visit their [website](#).



# 29th ANNUAL DBE WORKSHOP & SECRETARY'S GOLDEN SHOVEL AWARD WINNERS



**Back Row L to R:** Secretary Mark Gottlieb, Gregory Dolson of Dolson Inc; Paul Jenswold of Himalayan Consultants Inc; Bret Swenson of CEBS LLC; Megan Decker of Mega Rentals Inc; Dan Zignego of Zignego Company Inc; Doug Bath of GESTRA Engineering; Najim Heidari of CORRE Inc; Fotis Vardaros of Central Painting Inc. and DTSD Administrator Dan Grasser

**Front Row L to R:** Cynthia Devor of Dixon & Company Inc; Gopal Adhikary of Himalayan Consultants LLC; Connie Li of TranSmart Technologies Inc; Eric Johnson of South Star Logistics; Stacy Johnson of Kjohnson Engineers Inc. and Sue Jersild of Rock Road Companies Inc

## SAVE THE DATE: [Marketplace 2015!](#)

October 29-30, 2015  
Potawatomi Hotel and Conference Center  
Milwaukee, Wisconsin

### What is the Marketplace Conference?

[MARKETPLACE](#) is the premier business capacity building conference of the year for minority, women and veteran owned companies to learn how they can do business with state, federal and local agencies as well as corporations. These markets represent billions of dollars of annual purchasing with special programs to include minority, women, veteran and disadvantaged businesses. For over 30 years this conference has provided opportunities for businesses to meet with potential buyers, identify funding sources, connect with business assistance resources and build their capacity.

Visit [www.MarketplaceWisconsin.com](http://www.MarketplaceWisconsin.com) for information on this year's event.

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[www.dot.wisconsin.gov/business/civilrights](http://www.dot.wisconsin.gov/business/civilrights)

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