3/17 DBE WORKSHOP & SECRETARY'S & SECRETARY'

Diversifying



Design and

Construction



THE STRUGGLE IS REAL:

KNOWN CHALLENGES

(AND SOLUTIONS) EVERY BUSINESS WOULD BE FOOLISH TO IGNORE



TOPICS

- > CHALLENGES
 - > CONTRACTORS
 - > Consultants
- > SOLUTIONS
 - ▶ DBE OFFICE CAPACITY BUILDING BUSINESS ASSESSMENT (CBBA)
 PROCESS
 - ➤ MENTOR-PROTÉGÉ PROGRAM











CHALLENGES

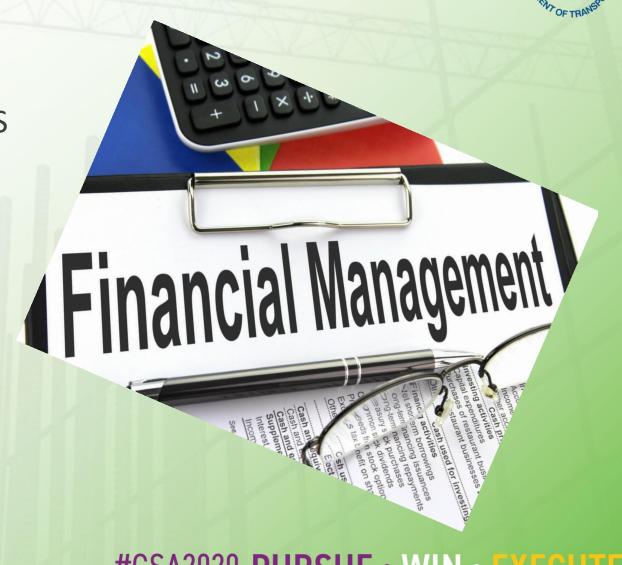
- FINANCIAL MANAGEMENT
- Marketing Management
- **ESTIMATING**
- > PROJECT FIELD MANAGEMENT
- > SAFETY
- > LEGAL





FINANACIAL MANAGEMENT

- **ELECTRONIC ACCOUNTING SYSTEMS**
- > ANNUAL FINANCIAL STATEMENTS
- > Cash Flow
- > TAXES
- **Bonding**
- > JOB COSTING SYSTEMS
- DEBT & LOANS







MARKETING MANAGEMENT

- DOCUMENTED MARKETING PLAN
- MARKETING TOOLS
- > Know your Competition
- > ON-LINE/SOCIAL MEDIA



ESTIMATING

- > OBTAINING, REVIEWING & COMPLETING BID DOCUMENTS
- > ON-SITE REVIEW
- > BID PRICING DETERMINATION
- QUANTITY TAKE-OFFS
- > QUOTES
- > ELECTRONIC BIDDING











PROJECT FIELD MANAGEMENT

- > ADMINISTERING CONTRACTS
- > SCHEDULES
 - > LABOR
 - > MATERIALS
 - **EQUIPMENT**
- > PRODUCTION
- DOCUMENTATION
- ➤ DATA STORAGE ELECTRONIC



SAFETY

- COMPANY SAFETY PLAN
- > EMPLOYEE TRAINING
- > JOB SITE SAFETY MEETINGS
- > SAFETY EQUIPMENT







LEGAL

- > SUBCONTRACTS ATTORNEY REVIEWS
- PREVAILING WAGES
- > UNION CONTRACTS
- > Access to Legal Assistance



SOLUTIONS

- > WISDOT CAPACITY BUILDING BUSINESS ASSESSMENT
 - (CBBA)
 - > Assess
 - > IDENTIFY
 - > PLAN
 - > IMPLEMENT
- > MENTOR- PROTÉGÉ
 - > FORMAL
 - > INFORMAL





WISDOT CAPACITY BUILDING BUSINESS ASSESSMENT (CBBA)

- ASSESSMENT
 - BY OWNER
 - WITH WISDOT DBE SUPPORT CONSULTANT
- AREAS OF NEED
 - IDENTIFY
 - AGREE
 - PRIORITIZE

- DEVELOP PLAN/STRATEGY
 - ADDRESSES NEEDS
- IMPLEMENT PLAN
 - TRAINING
 - DBE SUPPORT CONSULTANTS
 - Mentor-Protégé Program
- FOLLOW UP ON EFFECTIVENESS
 - Monitor Process & Progress
 - ALLOW FOR MODIFICATIONS



MENTOR – PROTÉGÉ PROGRAM

- > FORMAL
 - > MENTOR-PROTÉGÉ MOU AGREEMENT
- > INFORMAL
 - > Business Relationships





CONTACTS

Rosalind Roberson, WisDOT DBE Office Urban Outreach Strategist

Roslaind.Roberson@dot.wi.gov

414.438.2154

Don Miller, Oneida Engineering Solutions (OES), DBE Support Consultant

dmiller@oesllc.com

414.331.9374

Benjie Hayek, Oneida Engineering Solutions (OES), DBE Support Consultant

bhayek@oesllc.com

414.750.1023









Don't forget to fill out the evaluation for this session.

These evaluations help shape future events,

Thank You.