

34TH DBE WORKSHOP & SECRETARY'S GOLDEN SHOVEL AWARDS

Diversifying
Contracts in
Design and
Construction



Introduction to Subcontracting with WisDOT

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Double D Landscape, LLC

Erosion Control
Landscape
Type II Signs
Misc. Construction

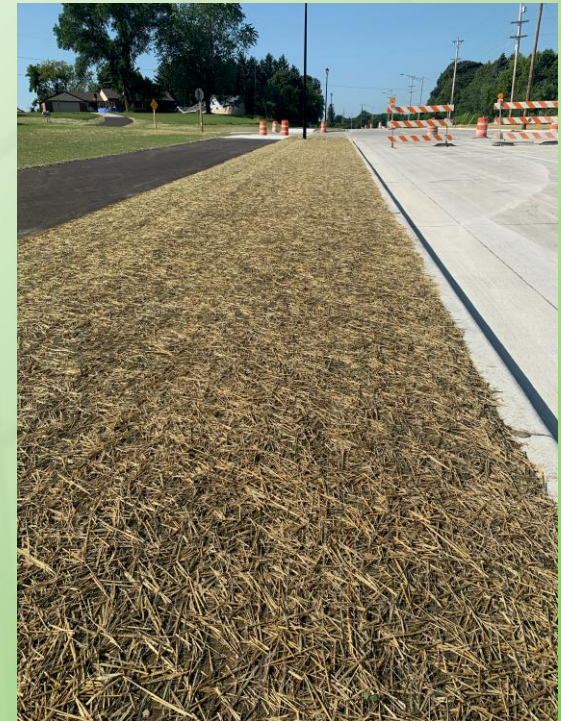


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History

- Started 2000 — 2 employees, 1 truck & trailer, 1 tractor
- LLC 2003 — 4 employees
- DBE Application Started 9/2004 & Submitted 1/2005
- 2020 — 26 employees, 11 trucks, 8 trailers & 4 tractors



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Advantages to Subcontracting: (Specifically DBE & WisDOT)

- **% Variance – 6%**
 - Increases opportunities for available work
 - Volume material purchasing
 - Credit Terms – Suppliers
 - Review Contracts – Due diligence
- **Prompt Payment**
 - Black & White Rules
 - 10-day payment guarantee
- **Resources**
 - Funding – SBA, Joint Check
 - Mentor/Protégé Program
 - FHWA Resource Center
 - Contractor Database, BidX



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Disadvantages to Subcontracting: (Specifically DBE & WisDOT)

- **Label “disadvantaged”**
 - Revenue dropped by 16% from 2004 to 2005
- **Overhead**
 - 2-3 years to see revenue of completed work
- **Payment**
 - Landscaping Specific – warranty deductions; trees, plantings & specialty seed payment process, retainages
- **Customer**
 - The DOT (controlling payment of work, etc.) is your #2 customer, the contractor is your #1 customer. DOT does not give you your work.....



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What to ask yourself before becoming a subcontractor.....

1. Can I afford it? \$\$\$\$\$

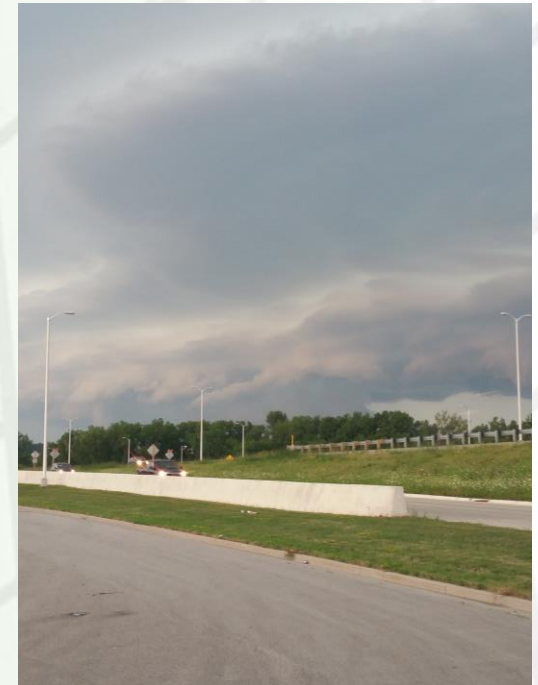
- ❖ Payroll 6-8 weeks
- ❖ Material overhead – “DOT” specific materials
- ❖ Variables affecting sales – Weather, Infrastructure Budget

2. Meet Expectations?

- ❖ Deadlines – Landscape specific ex. Last on project
- ❖ Manpower
- ❖ Equipment

Tips:

- DBE Helps
- Nothing makes it “Easy”
- Know your Specifications
- Have enough but not too much



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**Don't forget to fill out the
evaluation for this session.
These evaluations help shape
future events,
Thank You.**

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