

Wisconsin Tribes, Wisconsin Department of Transportation and the Federal Highway Administration Joined to Sign the Historic Partnership Agreement



Caption: (from left to right) Russell Barber, Vice Chairman of the Lac Courte Oreilles Lake Superior Band of Chippewa; Laurie Boivin, Chairperson of the Menominee Indian Tribe of Wisconsin; Tom Maulson, President of the Lac du Flambeau Lake Superior Band of Chippewa; Harold Frank, Chairman of the Forest County Potawatomi Community; Secretary Frank Busalacchi, Wisconsin Department of Transportation; George Poirier, Wisconsin Division Administrator of the Federal Highway Administration; Wilfrid Cleveland, President of the Ho-Chunk Nation; and Kevin Chesnik, Administrator of the Division of Transportation System Development, Wisconsin Department of Transportation

Representatives from Wisconsin's eleven federally recognized tribes, Federal Highway Administration and Wisconsin Department of Transportation Secretary Frank Busalacchi joined at the state capitol building in Madison, Wisconsin on Tuesday, October 26 to sign the historic WisDOT Tribal Partnership Agreement. The original agreement, signed in May 2005, has been updated. Although the spirit of the agreement remains focused on partnership and mutual respect, the revised agreement now includes measurable goals and other initiatives designed to strengthen state and tribal economies.

The partnership agreement is an extension of the Governor's Executive Order #39 which is an affirmation of the government-to-government relationship between the state of Wisconsin and Indian tribal governments located in Wisconsin. The agreement promotes partnership between the state and tribes on transportation related issues. Over the past five years, the partnership agreement has resulted in many successful transportation projects such as the Tribal Task

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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.

US 41 Project Partnerships: A Prime Example

The US 41 project is well underway and DBEs across the state are hard at work contributing to the massive construction project in a meaningful way. Two of the prime contractors, HNTB and Kapur & Associates, have been working diligently to ensure that the DBEs they use not only contribute to all portions of plans, specifications and estimates (PS&E), but also teach their DBE partners how to manage projects of this magnitude.

HNTB and Kapur & Associates currently have 23-25% DBE participation on their team. They focus on bringing in smaller DBE firms into the fold, while trying to develop the expertise and skill sets of those partners. The DBEs they are working with perform side-by-side with the prime's employees as part of their team.

Jeff Johnson, owner of J.W. Johnson & Associates said, "Having the US 41 Project Primes work with my company has made a huge difference in my understanding of how WisDOT works."

Both the prime employees and the DBE employees working in partnership have many benefits to

the project team. First, the DBE staff is involved in all aspects of the PS&E process and they learn how a prime company manages a large-scale project. Second, having a cohesive group makes it easier for the team to work together. When the prime and DBE staff are on-site and have weekly meetings, operations run more smoothly and the team can grow accustomed to working together.

Another benefit to having DBEs working side-by-side with prime employees on a daily basis is that the DBE employees can contribute to the project in a more meaningful and assimilated manner. Instead of merely contracting some of the calculations and work out to the DBEs, they are able to contribute on all aspects of the project.

Finally, this strategy works exceptionally well for mentoring and training talent for the future. According to Mark Becherer of HNTB, "We've had contracts where staff worked at various sites and what we've found is that as we were co-locating staff, we got a better mentoring experience."

"We took the experience we had and applied it to our DBEs." The ultimate goal of HNTB and Kapur & Associates is to have more experienced DBE firms for the future so primes can confidently look to them as partners on future projects. The US 41 Project Manager, Brett Wallace, also commented on the success of the team by saying:

"The US 41 project has challenged the HNTB/Kapur & Associates team to take an innovative approach to project management. In order to meet the accelerated design schedule, the HNTB/Kapur & Associates team committed to bringing in a large number of DBE firms and co-located them in their office. This has allowed them optimal opportunities to share ideas, streamline their design delivery, and closely manage the complexities within the project design. The partnership between HNTB/Kapur & Associates and their DBE team has resulted in increased collaboration and mentoring. It is this close-knit team that has been developed that will afford us the most success on the project."

Historic Partnership Agreement

(Continue from page 1)

Force; the Tribal Historic Preservation Project; the Tribal Transportation Conference; the Tribal Transportation Safety Project as well as the Tribal Road Safety Summit held in the fall of 2009. Another integral component of the agreement is the WisDOT Secretary's Tribal Leader annual consultation meetings, which provides a unique opportunity for tribal leaders to continue a dialogue about a shared vision for future tribal initiatives at WisDOT.

This historic event represented a monumental step forward in improving state, federal and tribal relations in the state. For more information regarding the partnership agreement or tribal affairs initiatives within WisDOT contact Kelly Jackson, Statewide Tribal Liaison at (608) 266-3671 or kelly.jackson@dot.wi.gov



Kelly Jackson (left) and Danielle Yancey (right) Statewide Tribal Liaisons for the Wisconsin Department of Transportation Civil Rights and Compliance Section.

WisDOT Financing Options for DBE Firms

In the current economic climate, obtaining funds from a bank can be difficult, demoralizing and time consuming. Many businesses find growth or mobilization so challenging that they simply give up.

As a DBE firm in Wisconsin, there are options. Cash flow is one of the top challenges of running a successful business. The WisDOT Mobilization Loan Program is designed to help DBE firms who have new contracts and need up front financing to cover costs and to mobilize these contracts until payments are received from WisDOT or the prime contractor. Conversely, the USDOT Short Term Lending Program (STLP) aims to help DBE's grow their business. The funds from the STLP cannot be used to mobilize contracts.

Leni Siker, President of SFS Group stated, "Unlike other DBEs in other states, Wisconsin DBE firms are pretty fortunate and poised to excel because the Wisconsin Department Transportation has a Mobilization Loan Program to mobilize their contracts, along with USDOT Short Term Lending Program to help grow their businesses to the next level."



Grant Schilling (left) Senior Vice President of Commercial Lending at Community Bank & Trust and Leni Siker (right), President of SFS Group, LTD and the DBESS Financial Consultant

WisDOT Mobilization Loan Program

The DBE Loan Guarantee Program is designed to help disadvantaged businesses obtain working capital to participate in transportation-related construction prime contracts or subcontracts with the Wisconsin Department of Transportation. The loans are given at the beginning of the contract, as a **lump sum** payment.

The DBE Loan Guarantee Program is administered jointly by WisDOT, the Milwaukee Urban League and SFS Group Ltd. Under this program, participants may receive guarantees of up to **75%** of the loan amount, excluding fees and other charges. A loan to any DBE may not exceed **\$150,000** at any given time. The interest rate is determined by the lending institution.

The loan proceeds will finance the working capital necessary to participate on WisDOT construction prime or subcontracts. Each loan must be collateralized by a single WisDOT prime contract or subcontract and the loan, normally, cannot exceed **50%** of the contracted amount.

Eligibility: Any Wisconsin bank, savings & loan or credit union is eligible to participate. Refinancing existing contracts or subcontracts is ineligible.

USDOT Short-Term Lending Program

The USDOT STLP is recommended for businesses that have at least three years of business experience before applying to show an established track record. Funds may be borrowed against each invoice of the contract(s) being financed.

Repayment occurs as the project owner or prime contractor pays the invoice. The payment is made jointly to the borrower and to the STLP bank and is sent to the bank, which repays the amount borrowed against the invoice and transmits the balance to the borrower. This is a line of credit, and can be drawn for up to **85%** of the total outstanding invoices on the related contract(s).

The maximum loan amount is \$750,000, which can be borrowed over a period of one year, and one or more renewals may be requested.

Under this program, participants may receive guarantees of up to 75%. The interest rate is typically set at 6% or 6.5%. Currently, there are four banks authorized to process loans under this program: Community Bank and Trust, Legacy Bank, North Milwaukee State Bank, and Town Bank.

"Community Bank & Trust is pleased to announce that we are a new participating lender in the USDOT Short Term Lending Program. This Program will allow Community Bank & Trust to assist Disadvantaged, Woman-Owned and Minority-Owned Businesses in procuring essential working capital resources for transportation related construction projects, said Grant Schilling, Senior Vice President of Commercial Lending, "As a Preferred SBA Lender, participating in the USDOT Short Term Lending Program is a natural fit for our bank. We welcome the opportunity to utilize the STLP as part of our continued support of small businesses in these challenging economic times."

For more information regarding either of these programs contact Rosalind Roberson from the DBESS Program Office at (414) 438-4583.

ARRA Projects Wrapping Up on I-94 North/South Corridor

The Wisconsin Interstate Highways have been bustling with dozens of road construction projects that can be attributed to funding from the American Recovery and Reinvestment Act (ARRA) of 2009. Many of these construction projects and the jobs created would not have been fast-tracked to completion in 2010 without ARRA. This includes two projects on the I-94 North/South Corridor project: County Highway G Interchange in Racine and County Highway C Interchange in Kenosha.

The I-94 North/South Corridor is a \$1.9 billion mega project that's 35 miles of freeway, frontage roads and interchanges and spans three counties starting at the Mitchell Interchange in Milwaukee County and going south through Racine and Kenosha Counties to the Wisconsin Illinois state line. In February 2009, the American Recovery and Reinvestment Act (ARRA) provided an additional \$90 to \$100 million for the reconstruction of the I-94 North-South Corridor.



Matthew Adams, President of Adams Crete LLC, completed ARRA projects in both Racine and Kenosha Counties

County Highway G Interchange Project in Racine

In April 2009, the first I-94 N/S ARRA projects were awarded to Zignego Company for \$19.6 million with a DBE goal of 16% or \$3.1 million. These projects included the reconstruction of the mainline, east and west frontage roads, a bridge, cross roads and ramps in Racine County. As of September 2010 more than 20 DBE firms have completed or will complete their work in areas such as storm sewer, landscaping, concrete and slope paving, electrical, decorated fence, crash cushion and safety barriers, bridge steel, pavement marking and trucking. This brings the total DBE commitment to 17.8% or \$3.4 million.

Many DBE firms have been afforded opportunities due to the support of ARRA funding. Matthew Adams, owner of Adams Crete, LLC and a resident of Racine County has been in the trucking business for over two years before winning two contracts on the I-94 North-South Corridor project. He stated, "These projects were the biggest my company has had to manage since I started in 2007." "We've had four trucks working on projects which lasted almost a year and half," Adams commented. Adams Crete, LLC was a sub-contractor on both CTH G and CTH C Interchange ARRA projects.

County Highway C Interchange Project in Kenosha

CTH C Interchange was awarded to Walsh Construction in May 2009 for \$60.2 million with a DBE goal of 16%. The Project included the reconstruction of the mainline and ramps from the Illinois state line to CTH C mainline and CTH C to STH 50 mainline in Kenosha County.

This project was constructed in two phases. The first phase was completed in 2009 and included CTH C Interchange as well as the southbound I-94 mainline. The northbound side of I-94 was reconstructed in 2010 as well as additional work at CTH C. This project is scheduled for completion in December 2010.

So far 47 DBE firms have completed work on the CTH C Interchange earning more than \$9.6 million. Their work included signing, storm sewer, fencing, guardrail, bridge and retaining walls, landscaping, concrete, concrete curb and gutter, slope paving, electrical, crash cushions, pavement marking and trucking.

To learn more about DBE contracting opportunities on the I-94 N/S Freeway project attend the Milwaukee County Business Development Committee meetings. Contact Rosalind Roberson at (414) 438-4583 for the 2011 meeting calendar.

TrANS: Job Training that Works

The Wisconsin Department of Transportation Labor Development Program (TrANS) has been providing services to minorities and females for over 15 years. Currently, WisDOT has seven TrANS locations throughout the state. Human Capital Development, Inc., the TrANS Provider in Racine, Wisconsin was awarded a TrANS contract in 2008 to service contractors working on the I-94 North-South Corridor Project. From November 2008 to September 2010, they trained over 150 entry construction workers and placed 36 TrANS Graduates in construction-related jobs.

Two graduates of First Choice Pre-Apprenticeship Training, administered by Human Capitol Development in Racine, Wisconsin, benefitted from the opportunity to start their careers on a major project such as I-94 N/S Freeway. Felix Chagoya, a 2008 TrANS Graduate, worked for Walsh Construction as a Laborer Apprentice for two years. He stated, "If it wasn't for the state providing these training opportunities and ARRA funding, I don't think I would have had this opportunity to start my career in construction, provide for my family financially, and become a journeyman." He continued, "Working for Walsh Construction has been an honor because they are one of the largest construction companies in the industry and they have an excellent management team who really takes care of their employees."

Walsh is the prime contractor for County Highway C Interchange ARRA project. 1,445 people worked over 215,000 hours on this project: 336 of those workers were minorities who worked 38,648 of the total hours or 18%.

Tobias Wright worked for several contractors after graduating from his TrANS class in 2009. His most recent employer was Stark Asphalt where he earned over \$20 per hour and worked two to three days a week from June to November, 2010. He looks forward to going back to Stark, but in the meantime plans to continue his education at the SE WI Construction Craft Laborers Training Center.



Felix Chagoya (let) and Tobias Wright (right) are graduates of TrANS First Choice Pre-Apprenticeship Training in Racine

ARRA made another impact in the Northern regions of Wisconsin through training opportunities in one of the poorest areas in the country – Menominee County.

According to the 2000 U.S. Census, 28% of residents on the Menominee Reservation live below the poverty level. According to Annette Tourtillott, TrANS Coordinator from the College of Menominee Nation, "The additional funding from ARRA allowed our office to include supportive services for hired TrANS graduates and to expand our training sessions to the Lac Courte Oreilles Reservation in Hayward, Wisconsin. "We enrolled 110 local residents with over 70% Native Americans. Of the 110 enrollees, we placed 22% with companies like Northeast Asphalt and Monarch Paving. We attribute the success of TrANS placements to ASP 1 which provides incentives to contractors who hire TrANS graduates, partnerships with contractors, invitations to pre-bid and pre-construction meetings, participation in speed networking sessions and participation at the US 41 Labor Development Stakeholder meetings."

"TrANS is one training program that has really made a difference in the lives of minorities, females, Native Americans and other disadvantaged individuals."

To reach a TrANS Provider contact Andrey Moore, Labor Development Specialist at (414) 438-2157.

DBE Firms Contracting by Region

(New DBE contracts from July through September 2010)

SOUTHEAST

All County Electric Supply, Inc.
 Arbor Green, Inc.
 Aztec Material Corp.
 B & B Painting
 Badger Lighting & Signs, Inc
 Big Horn Trucking, LLC
 Choice Construction Companies, Inc.
 CLK Systems
 CM Sobczyk Trucking, Inc.
 Community Traffic Control, LLC
 Con-Cor Company, Inc
 Cornelius Contractors Corporation
 Crowley Construction Corporation
 CW Enterprise Electric Company, Inc.
 DK Contractors, Inc.
 Dolson, Inc.
 Gestra Engineering, Inc.
 Great Lakes Contracting, Inc.
 Habermehl Electric, Inc.
 Hall Trucking
 Hard Rock Sawing and Drilling
 Hardcord Cutting, LLC
 Heider & Bott Company
 Interstate Sealant & Concrete, Inc.
 Jose G. Mora Trucking, LLC
 McDowell Construction Corporation
 Mega Rentals, Inc.
 Meticulous Services, Inc.
 Nuvo Construction Corporation
 Patriot Truck Service, Inc
 Pilos Trucking, LLC
 Platt Construction, Inc.
 Pro Electric, Inc.
 Rodriguez Construction Corporation
 South Star, Inc.
 Tremmel-Anderson Trucking, LLC
 Underground Pipeline, Inc.
 Waterford Truck Service, Inc.

SOUTHWEST

Badger Lighting & Signs, Inc.
 Burse Surveying and Engineering
 Hard Rock Sawing and Drilling
 Interstate Sealant & Concrete, Inc.
 Kramer, Inc.
 Mega Rentals, Inc.

NORTHWEST

Community Engineering
 Building Services
 Hard Rock Sawing and
 Drilling
 Karen's Trucking
 Kramer, Inc.
 Liquid Stone Sawing
 Mega Rentals, Inc.
 Steve Park Trucking

NORTH EAST

Arbor Green, Inc.
 Big Horn Trucking, LLC
 Cam Construction Company, Inc.
 Carl's Trucking, LLC
 Choice Construction Companies, Inc.
 Community Engineering Building
 Services
 Creative Brick and Concrete
 Dolson, Inc.
 Ed Gersek, Inc.
 Ground Effects of WI, Inc.
 Hard Rock Sawing and Drilling
 Heider & Bott Company
 Interstate Sealant & Concrete, Inc.
 Kramer, Inc.
 Mega Rentals, Inc.
 Sommers Construction Company, Inc.
 Twin Lakes Transit, Ltd

NORTH CENTRAL

Adam Enterprises, Inc
 Community Engineering Building
 Services
 Liquid Stone Sawing
 Mega Rentals, Inc.
 Paradise Trucking Corporation
 Schill Trucking, Inc.
 Sommers Construction
 Company, Inc.

Newly Certified WisDOT DBE Firms June 1 to November 30, 2010

Andhole Engineering LLC
 Andrews Services Corp
 Ardent Technologies Inc
 Carlo Lachmansingh Sales, Inc.
 Critical Path, Inc.
 d'Escoto, Inc.
 Four Bears Construction, Inc.
 GAT Supply Inc
 Genoa International
 GeoGlobal Systems, LLC
 HAFCO Services Inc.
 HARRY VINER, INC.
 Ingraham Technical Services Inc.
 J F COOK COMPANY, INC.
 J P & Concepts Co.
 J.A. Watts, Inc.
 J.W. Johnson & Associates, Inc.
 Lalor Land Services, LLC
 Larson & Associates, LLC
 Rez Threads Inc.
 Sin Fronteras Translation
 Standing Stone Design, Inc.
 Super Engineering, LLC
 Toole Design Group, LLC
 Triunity Engineering & Management, Inc.
 Truck King Hauling Contractors, Inc.
 Valley View Trucking



DBE CONTRACTING UPDATE: I-94 North-South Freeway Project (Milwaukee, Racine and Kenosha Counties)

Construction Contracts as of September 30, 2010 Work Hours Update as of September 30, 2010

Total Contracted Amount	\$263,420,402	Total Hours Worked	401,240
DBE Contracted Amount	\$52,597,299	Total Minority Hours Worked	98,752
DBE Share	20%	Minority Share	24.6%
Total Paid Amounts	\$62,010,087	Total Female Hours Worked	9,146
DBE Paid Amounts	\$10,148,985	Female Share	2.3%
DBE Share Paid	16.4%		
ARRA Contracted Amount	\$81,205,810		
ARRA DBE Contracted Amount	\$13,257,844		
ARRA DBE Share	16.3%		



DBE CONTRACTING UPDATE: I-94 CTH N Badger Interchange Project (Dane County)

Construction Contracts as of September 30, 2010 Work Hours Update as of September 30, 2010

Total Contracted Amount	\$114,038,770	Total Hours Worked	193,614.70
DBE Contracted Amount	\$24,462,549	Total Minority Hours Worked	8,468.70
DBE Share	21.5%	Minority Share	4.37%
Total Paid Amounts	\$69,764,692	Total Female Hours Worked	6,967.10
DBE Paid Amounts	\$11,357,164	Female Share	3.6%
DBE Share Paid	16.3%		



DBE CONTRACTING UPDATE: US 41 Corridor Expansion Project (Brown and Winnebago Counties)

Construction Contracts as of September 30, 2010 Work Hours as of September 30, 2010

Total Contracted Amount	\$191,905,399	Total Hours Worked	313,948
DBE Contracted Amount	\$17,109,610	Total Minority Hours Worked	15,169
DBE Share	8.9%	Minority Share	4.83%
Total Paid Amounts	\$57,884,506	Total Female Hours	10,531
DBE Paid Amounts	\$6,719,855	Female Share	3.35%
DBE Share Paid	11.6%		
ARRA Contracted Amount	\$31,027,599		
ARRA DBE Contracted Amount	\$4,475,348		
ARRA DBE Share	14.4%		

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The Bureau of Equity and Environmental Services (BEES) is dedicated to the assurance of civil rights and environmental compliance, affirmative action, equal employment opportunity, labor compliance and services for disadvantaged business enterprises for the Wisconsin Department of Transportation.

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.