

AN E-NEWSLETTER FROM THE WISCONSIN DEPARTMENT OF TRANSPORTATION
OFFICE OF BUSINESS OPPORTUNITY AND EQUITY COMPLIANCE

28th Annual DBE Summit and Secretary's Golden Shovel Awards

About 200 participants consisting of contractors, consultants and other WisDOT stakeholders took part in the Secretary's Disadvantaged Business Enterprise (DBE) Summit and Golden Shovel Awards on January 10th. It was the 28th annual event held at the Olympia Resort and Conference Center in Oconomowoc, Wisconsin. Topics presented during the summit included contracting information on procurement, aeronautics, transit and highway consulting and construction.

In addition to DBE firms networking with construction contractors, for the first time consultant contractors had the opportunity to network with WisDOT consultant unit supervisors. Representatives of DBE Support Services spoke, as did WisDOT Secretary Mark Gottlieb, who welcomed the group and set the tone for the summit, saying, "At Wisconsin DOT, we're committed to ensuring that all people and businesses have a fair opportunity to participate." He added, "Beyond the DBE program, your work is



First row l-r: Dawn Pratt representing Payne & Dolan Inc., and Lila Birkenholz, Fencing Plus Inc; back row l-r: Mike Berg, WisDOT Deputy Secretary, Sherly Claflin, CBS Squared Inc, Dennis Maney representing BC Constructors LLC, WisDOT Leadership: Don Miller, Rory Rhinesmith, and Aggo Akyea

helping us meet our overall department mission and keeping key performance goals trending in a positive direction."

Four categories validated the nominees and winners, and WisDOT Deputy Secretary Mike Berg presented the Golden Shovel Awards to honor stakeholder accomplishments in 2013.

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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. 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.

28th Annual DBE Summit and Secretary's Golden Shovel Awards

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Category 1: Prime with the most voluntary DBE utilization
Nominees: **Lunda Construction Company and Michels Corporation**

Winner

Payne & Dolan, Inc.

Category 2: **Emerging DBE Construction Firm** (DBE firm with a positive reputation and track record in performance, workforce and earnings that exceed \$1 million in a federal fiscal year.)

- ▶ Innovativeness of product/service
- ▶ Appropriate response to adversity
- ▶ Contributions to the workforce development
- ▶ Consistent overall growth (both in # of employees & sales growth)

Nominees: **UPI LLC and Central Painting**

Winner

Fencing Plus, Inc.

Category 3: **DBE Champion** (A DBE firm noted for their performance, sustainability in WisDOT contracting, and advocacy efforts. The firm must be recommended by industry partners (excluding the DBE Office) such as WisDOT, ACEC, NAMC, AICTA, and WTBA.)

Nominees: **Stormwater Solutions Engineering and Lynch & Associates Engineering Consultants LLC**

Winner

CBS Squared, Inc.

Category 4: **TrANS Program Champion**

Nominees: **Mega Rentals, Inc. and Arrow-Crete Construction LLC**

Winner

BC Constructors LLC

WisDOT DBE Construction Summary Report	
Federal Contracts DBE Overall Annual Goal 11.9%	
Estimated FFY 2014 Federal Funds	\$500,000,000
FFY 2014 DBE Projection	\$59,500,000
Awarded Contracts Amount (Oct '13-Jan '14)	\$174,420,838
Federal Contract Amount (Oct '13-Feb '14)	\$122,238,127
Total DBE Committed	\$9,566,975
Total DBE Percent Committed (DBE / Federal)	7.83%

Tribal Transportation Conference *“New Horizons: Enhancing Partnerships & Creating Opportunities”*



Representatives of Wisconsin's 11 tribes joined the [Wisconsin Department of Transportation \(WisDOT\)](#) and participants from federal, state and local organizations December 17 through 19 at the seventh annual Wisconsin Tribal Transportation Conference.

Hosted by WisDOT and the College of the Menominee Nation at the Ho-Chunk Casino and Convention Center in Baraboo, the conference provided a forum on collective efforts to promote economic growth and enhance safety. Highlighted at the 2013 conference were presentations on how to do business with the state. Also discussed was the importance of ongoing partnerships – including through WisDOT's [Tribal Task Force](#).

“As we go into our ninth year of a unique state, federal and tribal partnership, we celebrate what has proven to be a mutually beneficial relationship,” said WisDOT Secretary Mark Gottlieb, who spoke along with Ho-Chunk President Jon Greendeer, Wisconsin Department of Workforce Development Secretary Reggie Newson, Bureau of Indian Affairs Regional Deputy Director Todd Kennedy, and WisDOT State Tribal Liaison Kelly Jackson.

“What started out as a partnership between the Wisconsin DOT, the Federal Highway Administration, and the eleven tribal governments in Wisconsin which has grown to include many partners: businesses, labor force development programs, public and private organizations, and local governments and citizens,” said Gottlieb.

In 2005, WisDOT, the Federal Highway Administration (FHWA) and the 11 federally recognized tribes of Wisconsin entered into a partnership agreement recognizing the unique government to government relationship between the state of Wisconsin, the federal government and tribal governments.

Breakout sessions included best management practices in the construction industry, business and procurement networking with Disadvantaged Business Enterprise prime and sub-prime contractors and vendors, the real estate process, cultural understanding, tribal traffic safety and motorcycle safety education. A session on federal Indian law and tribal transportation projects was also presented.

On December 18, conference participants toured traditional cultural properties at Kingsley Bend and Man Mound. Additionally an awards dinner banquet honored 2013 awardees for their contributions and service to building and enhancing partnerships with WisDOT and Wisconsin tribal communities.

SBA Seeks Milwaukee Emerging Leaders

MILWAUKEE—SBA's Wisconsin District Office is seeking 15 applicants for its Emerging Leaders Initiative. The goal of this federal training course, now in its sixth year, is to attract owners of established urban small businesses with high growth potential and to provide them with resources to build a sustainable business of size and scale.

Businesses must be located in the City of Milwaukee and/or meet SBA's criteria for small disadvantaged businesses. They should also be at least three years old, have at least one employee besides the owner, and have gross annual sales of at least \$400,000. The application deadline is March 21; the course begins in April.

This seven-month-long intensive course, which is free for participants, includes 100 hours of classroom time as well as networking and mentoring opportunities. The Milwaukee instructor for Emerging Leaders also directs the University of Wisconsin-Milwaukee's Lubar Executive MBA program. Interise, a Boston-based business- and management-training company, developed the curriculum, which is based on their "streetwise MBA."

Eric Ness, SBA's Wisconsin District Director, and a 2013 Emerging Leaders graduate will be interviewed on Milwaukee's WNOV-AM "Heart and Soul" talk show (860 AM radio) on Saturday, February 1, 2014 at 8:00 am. There will be a call-in segment.

"Emerging Leaders can help small business CEOs build the skills and relationships to manage and grow their companies," according to Ness.

More than two-thirds of past participants reported seeing their companies' revenues rise, and three-quarters said their companies were able to maintain or create new jobs.

To learn more about Emerging Leaders in Milwaukee, contact Mary Trimmier at 414-297-1093 or mary.trimmier@sba.gov; visit www.sba.gov/emergingleaders; or visit the Wisconsin District SBA website at www.sba.gov/wi. To apply, go to www.interise.org/SBAEmergingLeaders.

DOT OIG Update: Highway Construction Officials Sentenced to Jail and Ordered to Pay \$119 Million in Pennsylvania DBE Fraud Case

On January 13 and 15, 2014, in U.S. District Court, Harrisburg, Pennsylvania, Dennis F. Campbell, Timothy Hubler, and Romeo Cruz were sentenced in connection with their roles in the largest reported disadvantaged business enterprise (DBE fraud) in the Department's history. Campbell, the former vice-president of Schuylkill Products (SPI), was sentenced to 24 months' imprisonment and 2 years supervised release. Hubler, a former vice president of CDS Engineers, Inc. (CDS), was sentenced to 33 months' imprisonment, ordered to pay \$82,370 in restitution to the IRS, and 2 years supervised release. Cruz, who operated Marikina Construction Corporation, was sentenced to 33 months' imprisonment, ordered to pay \$79,450 in restitution to the IRS, and 2 years of supervised release. Additionally, all three defendants were ordered to pay \$119 million in restitution, jointly and severally, to the FHWA.

The investigation revealed that Campbell, Hubler, Cruz, and others defrauded the DOT DBE program for

more than 15 years, involving more than \$136 million in highway transportation contracts. SPI and CDS, a subsidiary of SPI, used Marikina as a shell DBE corporation, to obtain DBE subcontracts for bridge beam installation projects with the intention of having CDS and SPI employees perform, manage, control, and supervise the beam installations. SPI and CDS officials fraudulently prepared business documents on Marikina letterhead, used a Marikina payroll account to pay a CDS supervisor and work crew, and SPI officials paid Marikina a fixed fee for the use of its name in obtaining the DBE contracts.

U.S. DOT Office of inspector General (OIG) investigated this case jointly with the FBI, U.S. Department of Labor OIG, and the FHWA provided substantial assistance.

To read the full article use the following link: http://www.justice.gov/usao/pam/news/2014/Campbell_Hubler_01_13_14.html



Zoo Interchange DBE Contracting Update (Milwaukee County)

December 2013 Report	Total Contracts	Design Engineering	Construction Contracts
Total Contracted Amount	\$112,648,091.84	\$97,394,247.16	\$15,253,844.68
DBE Contracted Amount	\$17,332,461.52	\$16,045,121.94	\$1,287,339.58
DBE Share	15.39%	16.47%	8.44%
Total Paid Amount	\$76,215,468.57	\$71,625,593.30	\$4,589,875.27
DBE Paid Amount	\$11,225,421.83	\$10,840,631.02	\$384,790.81
DBE Share Paid	14.73%	15.14%	8.38%



I-39/90 DBE Contracting Update (Dane County and Rock County)

December 2013 Report	Total Contracts	Design Engineering	Construction Contracts
Total Contracted Amount	\$74,223,426	\$57,697,242	\$16,526,184
DBE Contracted Amount	\$10,888,042	\$10,437,127	\$450,915
DBE Share	15%	18%	2.73%
Total Paid Amounts	\$41,499,497	\$25,419,080	\$16,080,417
DBE Paid Amounts	\$4,825,560	\$4,484,234	\$341,326
DBE Share Paid	12%	18%	2.12%



US 41 Corridor Expansion Project Update (Brown County and Winnebago County)

December 2013 Report	Construction Contracts	Design Engineering	Construction Management
Total Contracted Amount	\$880,474,195	\$85,507,560	\$78,225,263
DBE Contracted Amount	\$70,524,824	\$18,342,795	\$36,249,344
DBE Share	8.00%	21.5%	46.3%
Total Paid Amounts	\$626,734,396	\$81,411,442	\$55,009,866
DBE Paid Amounts	\$54,988,765	\$17,030,776	\$25,924,899
DBE Share Paid	8.8%	20.9%	47.1%

Duluth Multimodal Transportation Center Project

The Duluth Transit Authority (DTA) Board of Directors awarded the design/build contract for the Multimodal facility to the team of Mortenson Construction and design architects LHB Corporation. The total cost of the Multimodal project is \$28.9 million that includes a \$16 million federal grant. DTA policy allows preferential consideration to certified small businesses (DBE firms) when bidding on prime contracts and subcontracts including the new Multimodal Transit Center. The DTA expects to begin construction in April 2014. The completion of the Multimodal Center should occur late in 2014 with final details wrapped up by March 2015.

The project will involve all types of businesses, concrete, security, landscaping, traffic control, electrical, plumbing, painters, etc. The prime contractor, Mortenson Construction, is identifying the work that a small or disadvantaged business enterprise could reasonably be expected to perform on the multimodal project. However, their interest in contracting with DBE firms isn't limited to the construction project. The prime is seeking DBEs on all of their contracts to include cleaning, transportation services, parts vendors, printing services and business related work.

The DBE goal for the project is 10% and 2% for SBI firms. All vendors (DBE and SBI firms) must be registered in SAM to qualify for government contracts and to work on this project. SAM is the System for Awards Management database that houses all types of business registration, DBEs, small business initiative firms, veterans-owned firms, and all other contractors who do business with the government. Government agencies use the database to ensure that

the business entity submitting a quote is in good standing with the government.

UW-Superior Small Business Development Center is planning a workshop for Wisconsin vendors to assist attendees with the SAM documentation requirements and registration. WisDOT DBE firms will receive an invitation to attend the workshop sometime in February. The workshop is free and open to everyone, regardless of location or type of business. Computers will be available for attendees to register in SAM which is also free to the public.

Due to the length of time it will take to register on SAM, it is highly recommended that DBE/SBI firms go to the SAM website ahead of time to create an individual user account. To set up your password and username visit www.sam.gov.

The information you will need to register your business in the System for Awards Management database is your business:

- ⇒ Federal Employer Identification Number,
- ⇒ Dunns & Bradstreet Number, <http://fedgov.dnb.com/webform>
- ⇒ Banking information,
- ⇒ Number of employees,
- ⇒ Last three years of annual sales, and
- ⇒ Year company was founded.

For immediate assistance with establishing your SAM account and SAM registration contact Joseph Smetak of Wisconsin Procurement Institute at (414) 270-3600 or josephs@wispro.org.

PARTNERING FOR EMPLOYMENT WORKSHOPS (PFEW)

The fee is \$35.00 per person.

To register call (608) 267-3849 or Email suki.han@dot.wi.gov.

Southern Wisconsin Workshop

7:30am to 3:00pm
Thursday, **February 20, 2014**
Olympia Resort & Conference Center
1350 Royale Mile Road
Oconomowoc, WI 53066

Northern Wisconsin Workshop

7:30am to 3:00pm
Thursday, **February 27, 2014**
WisDOT US-41 Mega-Project Office
1940 W. Mason Street
Green Bay, WI 54303



Bill Stark representing US DOT Federal Highway Administration (FHWA) at the 28th Annual DBE Summit.

US DOT Small Business Transportation Center

USDOT Small Business Transportation Center (SBTRC) for the Great Lakes Region at the Illinois Hispanic Chamber of Commerce (IHCC) mission is to increase the number of small businesses that are prepared to compete for, and enter into, transportation-related prime and subcontract opportunities. The purpose of the SBTRC is to offer a comprehensive delivery system of:

- * One-on-one business counseling
- * Access to Capital assistance / [Short Term Lending Program](#)
- * Bonding assistance
- * Procurement assistance

Click on the link



Ethnically Diverse Business Coalition Construction Industry Training

The Ethnically Diverse Business Coalition and Mortenson Construction are sponsoring a free, eight-week industry training program for small-business, minority-owned, and women-owned construction-related firms. Programs include a variety of topics for owners and senior level personnel to learn how to enhance their business operations and prepare for participation on upcoming, Metro Milwaukee, construction projects.

Upcoming Trainings:

- * February 11—Submittals, Procurement, Equipment & Change Management
- * February 18—Business Development & Marketing
- * February 25—Technology/3D/BIM

To register for one or more classes, visit www.mmac.org/events.

The Wisconsin Procurement Institute (WPI)

Bridging the Gap Between Business and Government

WPI is a non-profit organization established in 1987 as an outgrowth of then Congressman Les Aspin's efforts to help Wisconsin businesses win federal contracts, especially defense contracts. WPI's mission is to assist Wisconsin businesses in creating, developing and growing their Federal, State and Local Government sales, revenues, profits and jobs.

Upcoming Workshop

WPI is registering small businesses for the Chicago and Lake Michigan's Society of American Military Engineers (SAME) **Midwest Small Business EXPO 2014 March 12-13, 2014**.

For more information click the link www.wispro.org or contact Aina Vilumsons at (414) 270-3600.