

SMALL BUSINESS EXCHANGE

OFFICE OF BUSINESS AND WORKFORCE DIVERSITY

F A L L 2 0 1 7

DBE SUPPORTIVE SERVICES

HERE'S WHAT YOU NEED TO KNOW FOR 2018!

As of October 1, 2017 (FFY 2018) things have changed in the world of IDOT DBE Supportive Services! “We really listened to the DBEs and the various challenges they told us they were facing in the marketplace. We have tried to shape and adjust our program to fit the needs of the DBEs we serve here in Illinois,” says Dana Goodrum, Policy & Supportive Services Unit Manager.

One of the biggest changes is that DBEs are now required to complete an intake interview before receiving one-on-one supportive services. The intake interview is a needs assessment that reviews the overall “health” of the business and IDOT involvement. Based on that needs assessment, the DBE will be approved for hours in subjects focused on the areas of growth and development identified in their needs assessment.

The second change is IDOT’s DBE Reimbursement Program. IDOT is offering one of the most robust reimbursement programs in the country, and DBEs should be taking full advantage of the financial assistance and support offered. The various areas eligible for reimbursement include: association or membership fees, training or certification classes, website or capability statements, audited financial statement, estimating software, and financial software with payroll.

DBEs can receive up to a 50% reimbursement while funds are available in these various areas.

Another great change to the program is that IDOT is hosting a variety of networking functions across the state which provide more fruitful opportunities for prime and sub-contractors to build meaningful business relationships and meet face-to-face. IDOT has already seen a tremendous response to the various regional networking events it has hosted. There are plans to increase these opportunities and to invite other state agencies to highlight their upcoming projects and processes for doing business.

Lastly, and one change that has DBEs very excited, is the change in who will be presenting workshops throughout the State of Illinois. Supportive Services consultants will no longer be presenting workshops; instead it will be specific professionals who are experts in those fields of study.

“We are committed to developing and delivering a Supportive Services program that is the best in the nation,” explained Goodrum, “and we know that our DBE community appreciates the efforts we continue to make year after year to provide them exemplary experiences and unparalleled support.”

Today's Challenge,
Tomorrow's Reward
2018 TCTR DBE Conference

MARCH 19-20, 2018

SAVE THE DATE!

PRESIDENT ABRAHAM
LINCOLN HOTEL
SPRINGFIELD, ILLINOIS

Illinois Department of Transportation

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BUSINESS CARDS – VIRTUAL VS. PRINT

We have teamed up with one of our DBE Marketing Partners, Melissa Hamilton of Synergetic Solutions Inc., to share **5 Reasons Why Print Business Cards May No Longer Work For Your Business!**

1. **Outdated:** Print business cards in 2017 are considered “old school.” With advancements in technology, most business owners own digital devices that allow them access to information at their fingertips. Virtual business cards help keep your business innovative and relevant.
2. **Easily Misplaced/Accessibility:** Print business cards get lost, forgotten and thrown away every day. Accessibility to a business card while on a job site is much different than in an office. With a virtual card, it is stored and shared through your cellphone or tablet, which is typically nearby. You have the peace of mind that your business card will always be with you.
3. **Unappealing:** Business cards not only need to provide the important information for potential clients, but they also need to be appealing to the eye. Having an unattrac-

tive business card could negatively affect your business. Virtual business cards don’t get wrinkled or bent and offer a variety of designs.

4. **Limitations:** How many print cards should you carry and what information should you include? With virtual cards, you never have to worry about not having enough cards or what information to share - they are virtual, and you won’t run out! The information can be updated any time and can even include videos to showcase your work.
5. **No longer effective:** In a world filled with technology, print business cards are no longer maintaining interest. Virtual cards allow clients to immediately save to their contacts and easily share as a referral. Some virtual cards even allow analytics showing who viewed or shared your card and reminders to follow up.

Virtual business cards are our future. They are sharable, engaging, innovative, and help create new relationships. If you would like to learn more about virtual business cards, contact Synergetic Solutions at (217) 679-4653.

PROCUREMENT PROGRAM FOR SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESSES

The federal government (through the Small Business Administration) operates the Service-Disabled Veteran-Owned Small Business Concern (SDVOSBC) Procurement Program. Its purpose is to provide procuring agencies with the authority to set acquisitions aside for exclusive competition among service-disabled veteran-owned small business concerns, as well as the authority to make sole source awards to service-disabled veteran-owned small business concerns if certain conditions are met (as outlined in 13 CFR 125).

In order to be eligible for the SDVOSBC, you and your business must meet the following criteria:

- The Service-Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense.
- The SDVOSBC must be small under the North American Industry Classification System (NAICS) code assigned to the procurement.
- The SDV must unconditionally own 51% of the SDVOSBC.
- The SDV must control the management and daily operations of the SDVOSBC.
- The SDV must hold the highest officer position in the SDVOSBC.

More details on the program for Service-Disabled Veterans are available on the Small Business Administration’s website www.sba.gov under the “**Contracting**” tab.

2018 IDOT PROCESS CHANGE & FEDERAL REQUIREMENT

For every progress payment made to the Contractor according to Article 109.07, the corresponding payments to all subcontractors shall be reported in the system. This reporting will also be required for all trucking firms and material suppliers listed as part of the Contractor’s DBE Utilization Plan. Once the tracking system is in place, a notice with training will be available to prime contractors.

20TH TRANSPORTATION SYMPOSIUM

The annual Transportation Symposium and Business Exchange will take place on Friday, February 23, 2018, at the Stephens Convention Center, located at 5555 North River Road in Rosemont. The event is free of charge and will last from 10:00 a.m. – 4:30 p.m.

This networking event is aimed at transit-related businesses including construction companies, professional service firms, manufacturers, architects/engineers and suppliers. Prime contractors, DBEs, MWBEs, VOSB, and SBEs are strongly encouraged to attend to obtain valuable information on transit agency contracts. It is sponsored by the Regional Transportation Authority (RTA), Chicago Transit Authority (CTA), Metra, Pace, Illinois Tollway Authority, and IDOT.

The Symposium will include a luncheon in which participants in a “Battle of the Bids” contest will be recognized. The contest educates transit-related businesses on creating RFPs (Requests for Proposals).

For more information, e-mail Mary Person at mperson@transitchicago.com or call (312) 681-2600. You can also register for this event at www.illinoistransportationsymposium.com.

EVENTS CALENDAR

NOVEMBER

- 10 - Veterans Day State Holiday
- 17 - November Letting
- 23-24 - Thanksgiving State Holiday
- 27 - TCTR Registration opens

DECEMBER

- 4 - BDP application process for 2018-2019 begins
- 25 - Christmas State Holiday

2018 SAVE-THE-DATES

- January 19 - January Letting
- February 23 - Transportation Symposium and Business Exchange, Rosemont
- February 27-28 - Illinois Transportation & Highway Engineering (T.H.E.) Conference, Urbana
- March 9 - March Letting
- March 19-20 - TCTR Conference

Contact the Bureau of Small Business Enterprises at (217) 782-5490 for more information.

SUCCESS CONTINUES FOR IDOT'S BUSINESS DEVELOPMENT PROGRAM!

In its second year of developing DBE firms, IDOT's Foundations for Growth Business Development Program (BDP) is continuing to raise the bar in national standards for program success. In the first year of the program, 14 applicants successfully completed the BDP.

A representative from one such applicant, GWO Trucking, Inc., stated that “it wasn't until I went through the BDP program that everything came together. I would definitely recommend this program to small businesses trying to work with the larger contractors. Based on your direction, we now own our first truck! I am so grateful for all that you all have done.”

Each DBE participant must be certified in the UCP, complete an application process, and be selected by the IDOT BDP committee in order to participate. If accepted into the program, participants receive one year of targeted training focused on specific goals, threats, and opportunities driven to assist that business in becoming healthier and more competitive in the transportation industry.

IDOT currently has seven businesses across the state, both in construction and consulting, which are active in the program. The 2018-19 applications open the first week of December.



Illinois Department of Transportation

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State of Illinois

Illinois Department of Transportation

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EXCHANGE

MISSION STATEMENT

To ensure that minority-owned, woman-owned and other disadvantaged small businesses have an equal opportunity to participate in Illinois Department of Transportation's federal and state-funded highway, transit and airport contracts.

To promote equal employment opportunities for minorities, females and disadvantaged individuals to achieve greater workforce diversity in all phases of Illinois' highway, transit and airport construction industry.

