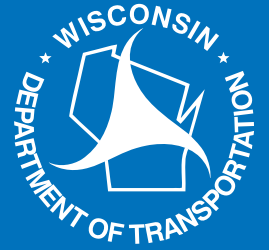


JULY 2023



Bid Letting Update

July 11, 2023



HELPING DISADVANTAGED BUSINESS ENTERPRISES DO WORK WITH WISDOT

TRUST Mutual Respect
OPPORTUNITY
 LEVEL THE PLAYING FIELD
 Common Goals Equity Success
PARTNERSHIP
 Defined Expectations Trust
COMMON VALUES
 Generational Success **EQUITY**
 LEVEL THE PLAYING FIELD **INCLUSION**
Communication Common Goals
INCLUSION MENTORSHIP
 Partnership **Opportunity**

Specialty Work Items

Asbestos Abatement

NAICS CODE: 562910

- L F Green Development, LLC
- Mavo Systems Wisconsin, LLC
- S.A.F.E., Inc.
- ENV Property Solutions

Fiber Optic

NAICS CODE: 237130/238210

- Rsims Construction
- Chicago Voice & Data Authority Corp.
- DND Electric, Inc.
- Hawk Daylighting

Bridge Painting & Staining/Steel Painting

NAICS CODE: 238190/238320

- Sanchez Painting Contractors
- Central Painting, Inc
- Legend Painting
- Mincon
- Steel City Contractors, LLC

Clearing & Grubbing - Site Prep

NAICS CODE: 238910/561370

- Alfaro & Son's Contractors, LLC
- Conin Contractor Services, Inc.
- Gibraltar Landscape
- Hoffman Landscape, LLC
- J&L Kroll Enterprise, LLC
- Johnson Operating Services, LLC
- Putnam Construction, LLC
- VanZile Contractors, LLC

Fencing

NAICS CODE: 238990/238190

- Anderson Fence, LLC
- Perez Fencing, LLC

NAICS Codes

Prime contractors are responsible for checking DBE NAICS codes on the [UCP DBE Directory](#) for any work being claimed by a DBE for DBE credit on that project.

Spotlight DBE Firm

Perez Fencing, LLC

Perez Fencing, LLC is a DBE fencing contractor working in Wisconsin and Illinois since 2000 providing services in the following areas: fabrications, welding, ornamental fencing, chain link fence, panel fabrication and much more. Please check out their website for more information. <https://www.perezfencingllc.com/>



NAICS Codes:

238990 - All Other Specialty Trade Contractors

238190 - Other Foundation, Structure, and Building Exterior Contractors

DBE Certified Work Areas:

- Heavy Highway Construction (Fencing)
- Welding
- Installation of Highway Street Signposts
- Installation of Highway Bridge Fencing

DBE Opportunities Per Region and Proposal

✓ Each month, Benjie Hayek, our DBE Program Engineer, identifies DBE sub-contractable opportunities as well as the DBEs who are ready, willing, and able to complete the work identified. Please encourage your estimating teams to review the attached region and proposal breakdown (pg. 8) and use it as an additional resource in your solicitation and outreach efforts.

- **Review the proposal(s) your company is bidding on and the selected work types identified in your solicitation**
- **Compare that against the WisDOT DBE Opportunities breakdown per region and proposal**
- **Are there DBE opportunities your company is missing and/or did not consider?**

If you have any questions, reach out to Benjie to discuss.

CONTACT: Benjie Hayek, DBE Program Engineer
benjie.hayek@dot.wi.gov / (608) 712-8915

Our DBE firms are great industry partners.

Check out a sampling of the feedback we received from prime contractors across the state from our most recent survey.



“Arbor Green does a great job understanding their scope of work and schedule to ensure jobs are completed on-time.”

“Baseline Supply LLC was responsive when we needed help tracking down material certifications. They always provide complete quotes when asked.”

“Crowley Construction Corp is excellent to work with. Bess (owner) is always very responsive and friendly.”

“CT Enterprise of Sand Creek, LLC is always willing to send us a quote and can be counted on to be there when needed and on time, which is not always a given for trucking companies. We have worked with him on many projects and enjoy doing so.”

“Erosion Blue typically has competitive prices on fabrics and geogrid. We almost always use their prices when they quote. Lynn is a great owner and even takes time each year to visit us at our corporate office and discuss business.”

We heard you!

The DBE Office shared targeted feedback so DBEs can improve in areas such as:

Communicating with prime contractors. It is critical especially when a DBE is anticipating a supply and/or labor shortage

Being Responsive. Submit payroll and other WisDOT required paperwork on a timely basis

Understanding and completing the work according to WisDOT specifications

Showing up as scheduled for the committed to on the DT1506



“Heider & Bott quotes are always received early and accurately – they are very proactive with material shortages and planning ahead.”

“MKE Iron Erectors, Inc. have been great to work with.”

“Interra, Inc. handles WisDOT projects amazingly and needs to continue this high standard of excellence.”

“Quest Civil Engineers always has competitive prices on materials testing and can be counted on to perform testing as needed per the specs. Their submittals are always on time, and we enjoy working on them on various projects.”

“Shanz Trucking is a great DBE company. They have many trucks readily available and can be counted on to show up on time.”

“White Buffalo Trucking is a great DBE because they are reliable and reasonable.”



Trans-AC Meeting

This is an industry stakeholder group meeting where current updates and issues are discussed with construction industry and DBE Program staff. All are welcome to attend – we encourage feedback and questions.


**NEXT MEETING:
July 18, 2023
1:00 pm – 3:00 pm CST**

TEAMS meeting invite to the Trans-AC Meeting can be found [here](#).

Call in information:
608-571-2209

Phone Conference ID:
446 312 332#

self performing work

 **Please remember to evaluate any DBE quote for a work type that your company is considering self-performing with more scrutiny.**

Prime contractors can almost always perform the work for less cost. If your company submits a GFE request we look at both the percentage difference and dollar difference as it relates to the total bid amount.

General Bid Letting Reminders

The DBE staff is not available by telephone or by email to answer questions during bid lettings (Tuesday–Wednesday). Please direct any questions you have to Madalena Maestri (madalena.maestri@dot.wi.gov) (608) 267-2093) and avoid sending individual emails to the DBE staff.



NEW! The [WisDOT Bid Letting Resource Guide](#) is an updated document that combined “Tips for Making your Bid Responsive” and the newsletter “Bid Day Reminders”. This document is online and was also sent to prime contractors as a stand-alone document in May 2023. We encourage all prime contractor to review and refer to this document for any bid letting related questions.



NEW! The DBE office will now be sending an email to prime contractors when proposals are awarded or rejected as reminder to contact all DBEs (assigned or neutral) identified on the DT1506 at bid time of the updated proposal status.



The [UCP DBE Directory](#) has been **updated** and **re-formatted**. Work Classifications and NAICS Codes columns are now consolidated and much easier to navigate.

When searching for DBE firms, use Column C “Work Classification” to filter for work types.

We encourage all prime contractors to become familiar with the new directory format and **welcome any feedback**.



Bid Letting Binder: There is a lot of information online to assist prime contractors with the bid letting and GFE process. In addition to reviewing this information online, consider keeping an updated bid letting binder. Instead of searching for emails if you have a question, maintain a binder with the following sections:

- [Monthly Bid Letting Newsletters](#)
- [Tips for making your bid responsive](#)
- [GFE Tool Kit](#)
- [GFE Tool Kit Appendix](#)
- [Outdated DBE Contact Reminder](#)
- [eSubmit Instructions](#)
- Internal processes, procedures, policies & GFE data tracking

This binder can also be used as a training manual for new employees.

build your company website as a DBE resource

✓ Your company website can be a one-stop shop for all DBE related information. Direct DBEs to your website in your solicitation letter and/or email and consider incorporating the following elements into the DBE section of your website:

- Current bid letting information and **upcoming DBE Opportunities**
- **Recent Projects** that included DBEs. With DBE permission, add pictures
- **DBE Testimonials** and/or **DBE Statistics** that highlight your company's commitment to DBE partnership
- **Encourage DBE Utilization** (DBE trucking, materials and/or supplies) from hiring subcontractors and provide the link to the [UCP DBE Directory](#)
- **Provide Links** back to recorded workshops as mentioned in GFE Reminders in the **solicitations between bid lettings** section (pg.6)

DBE Solicitation and Outreach Reminders

✓ Why should prime contractors update DBE and/or Hiring Subcontractor Solicitations?

The previous example of the DBE solicitation was in use for many years and very text heavy. Many prime contractors used this same version; meaning there was little differentiation between prime contractors and DBEs received identical solicitations. There was not an emphasis on a separate solicitation to hiring subcontractors to utilize DBEs, DBE suppliers and/or DBE trucking or to highlight DBE successes. For any prime contractor who has had a GFE 1:1 session, your company knows that solicitation revisions have been a focus for FFY2022 and FFY2023.

Updated solicitations are a fundamental part of an overall DBE/GFE strategy that re-brands your company's DBE message.

✓ What makes a solicitation to DBEs and/or Hiring Subcontractors effective?

- Plain language stated concisely to communicate various pieces of information
- Inclusive language that your company will accommodate **smaller work packages** (when feasible) and that your company welcomes DBE questions about proposals
- Use of bullet points
- Interesting use of graphics and/or pictures that define your company brand
- DBE success data that includes specific projects – such as:
Project 1234-00-01 / April 2022 Letting
DBE Project Goal: 4.00%
DBE Goal Achieved: 17.88%
- Similar messaging that is highlighted on your company website (see tips in column to the left)

GFE Approval Percentages Per Region/Per Awarded Projects YTD through June 2023

NE Region – 12.50%
4 GFE Approvals
32 Awarded Projects

SW Region – 3.28%
2 GFE Approvals
61 Awarded Projects

SE Region – 2.17%
1 GFE Approval
46 Awarded Projects

NC Region – 0.00%
0 GFE Approvals
25 Awarded Projects

NW Region – 0.00%
0 GFE Approvals
44 Awarded Projects

NOTE:

As of June 2023, there are no outstanding FFY2023 proposals yet to be awarded.

line item analysis

✓ If your company receives an incomplete DBE quote and/or only a portion of a quote is being used, please use the **LINE ITEM ANALYSIS** tab instead of marking up quotes. This often comes up in quotes for landscaping, guard rail and/ or grading. A LINE ITEM ANALYSIS assists our office in understanding your company's awarding decision.

GFE Reminders

The best way to demonstrate GFE is by meeting the assigned goal.

- ✓ **NEW!** In May 2023, there were 16 proposals and **ZERO** GFE Requests. Because there was not a bid letting in June 2023, the YTD total is still 7 GFE approvals for FFY2023. We are entering the final quarter of the federal fiscal year strong thanks to everyone's hard work!
- ✓ **NEW!** An updated version of the DBE Outreach Tab (pg. 7) is now available. We recommend that you copy and paste any existing DBE Outreach information onto this tab and then update the current tab in the [DT1202 Excel Workbook](#) with this version.
- ✓ **NEW!** What is considered **Assistance** for a GFE Request? A variety of proposal specific activities can be considered DBE assistance. Some examples include, but are not limited to:
 - Information included in your DBE solicitation letter and/or website: Where plans/specs can be found, who to contact at your company if a DBE has questions and/or the quote deadline
 - Assistance with Attachment A's
 - Assistance with plans & specs, such as: printing out larger size plans for a DBE and/or answering plan questions
 - Assistance on where to find proposal information on the [WisDOT HCCI webpage](#)
 - Any questions regarding the proposal and/or quote preparation
- ✓ Please review and update (if needed) the **selected work types** included in your solicitation letter, email and/or website against the region and proposal breakdown attached to this newsletter.
- ✓ Solicitations **between bid lettings** are a great way to communicate with DBEs and keep your company's message current in the months where your company might not be bidding. As noted in the GFE Best Practice Workshop, consider creating (3) different types of emails:

- 1. PROJECT UPDATE.** Provide a brief update on a recent project that includes DBE participation.
- 2. DID YOU KNOW?** Link back to WisDOT's webpages for previously recorded workshops such as [Navigating the Highway Construction Contract Information \(HCCI\) website](#) and [Basic Plan Reading](#) and highlight a few points your company thinks are important for DBEs to know.
- 3. CASE STUDY.** Highlight an unusual or typical obstacle encountered with heavy highway construction and recommended resolution.

These solicitations can be included in future GFE requests.

Let Date: 07/11/2023	SE REGION		
Proposal Number	002	004	010
DBE Goal	8%	3%	8%
County	Ozaukee	Waukesha	Milwaukee
Road work -Asphalt - Tack/Concrete Paving Patching Flumes Removals	X	X	X
Bridge Work/Demolition/Approaches/Slope Paving/Deck Repair-Overlay/Pile Driving	X	X	X
Iron work/BarSteel/Reinforcing Steel/DrilledTie- DowelBars	X	X	X
Structures/BarSteel/Railing/Cofferdams /Endwalls/Removals * Asbestos Removal	*X		X
BridgePainting/ConcreteStaining *	*X		*X
Excavation/Grading *Contaminated Soils	X	X	X
Curb & Gutter/Sidewalk /Detectable Warning Yellow /Temporary Pedestrian/Removals - Appurtenant concrete work	X	X	X
Drainage: Culvert/Storm Sewer- Inlets- Manholes/Pipe/Grates/Removals *Surface drains	X		X
ElectricalWork/Lighting/TrafficSignals/Poles Pedestals/Bases/LoopDetector/Removals *FiberOptic *ITS	*X		*X
Beam Guard/Cable Barrier/Removals	X	X	X
Erosion Control/Dust Control/Riprap/Turbidity barrier	X	X	X
Clearing and Grubbing	X		X
Gates/Fence/Removal	X	X	X
Landscaping	X	X	X
Field Office		X	
Pavement Cutting/Drilling/Sawing	X	X	X
Pavement Marking/TemporaryMarking /LocatingNoPassingZones/Removals	X	X	X
Signs/PostsMarkers/Removals	X		X
QMP/Material Testing	X	X	X
Construction Staking **Crack & Damage Survey		X	**X
Traffic Control/*TemporaryConcreteBarrier	*X	*X	*X
Material Supplier	X	X	X
Trucking: Excavation, Aggregates, Slurry, Asphalt, Millings, Temporary Concrete Barriers, Removals * Contaminated soil hauling	X	X	X

* Indicates specialty item