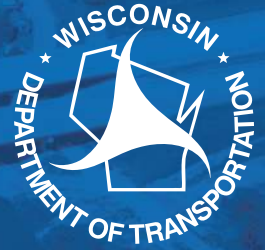


# DBE Bid Letting Bulletin

December 2024



HELPING DISADVANTAGED BUSINESS ENTERPRISES DO WORK WITH WISDOT



## Coaches provide guidance and expertise for working on WisDOT projects and help DBEs:

- Identify opportunities
- Improve productivity
- Overcome obstacles
- Stay focused and motivated
- Set business-related goals and objectives to create a path to success
- Identify strengths, weaknesses, opportunities, and threats/risks
- Evaluate prime contracting goals

## DBE COACHING

### A WisDOT DBE Program Success Story

**MORGAN BIRKENHOLZ, OWNER  
MIDNIGHT RUN MATERIALS LLC**

When I started **Midnight Run Materials**, my product line primarily consisted of items I already had personal experience with from working in the field and office on the restoration/guardrail side of the road construction industry.



While those materials were, and continue to be, extremely important to my business, I was still looking for more opportunities to diversify my product line and customer base. I was not sure which direction I should try to expand towards; I just knew I wanted to do more. That is when **Janke General Contractors, Inc.** approached me and explained the potential for a company like mine to supply bridge construction materials if I was interested in expanding Midnight Run's work area in that way.

I was very eager to do this, but I had a lot of questions getting started, and there was much I needed to learn first about bridge items and their market. Janke was such a valuable resource for me during this learning phase. They always took my call, answering questions I had about their line of work and the products they used. This really helped me develop a better understanding of the bridge side of our industry, and when the time came for me to quote and supply bridge materials, I felt confident in my ability to do so accurately and competitively.

**TYLER A. STIEBER, PROJECT MANAGER  
JANKE GENERAL CONTRACTORS, INC.**

This experience with Midnight Run Materials has been a productive and mutually rewarding partnership. Through this collaboration, we've provided developmental support in technical areas, enabling Midnight Run Materials to strengthen and expand their market capabilities. This relationship has laid a solid foundation for Midnight Run Materials to grow their contracting opportunities, enhancing their ability to thrive within the WisDOT framework. With the skills and experience they've gained, Midnight Run Materials is well-positioned to explore other specialties if they choose to diversify further.



## DBE Spotlight Firm

### NAICS codes:

**423390** - Other Construction  
Material Merchant Wholesalers

**425120** - Wholesale Trade Agents  
And Brokers

**423990** - Other Miscellaneous  
Durable Goods Merchant  
Wholesalers

**423510** - Metal Service Centers  
and Other Metal Merchant  
Wholesalers

**424950** - Paint, Varnish, and  
Supplies Merchant Wholesalers

### Midnight Run Materials, LLC

28952 295th Ave.

Holocombe, WI 54745

(715) 218-4559

midnightrunmaterials@gmail.com



**Midnight Run** is a material supplier that aims to make estimating and material purchasing more efficient for construction companies of all sizes. Being a small business, we understand and respect how important our customers' time is, and we aspire to help them make the most of it by always being eager and ready to work when we get their call. Whether we are double checking project quantities and specs, following up with manufacturers on production schedules, or scouring the market for the best products and prices, we always work to put our customers first and do everything we can to make their jobs easier. Prioritizing communication, organization, and availability, we strive to give contractors the high-quality customer service experience that they deserve while also supplying them with the DOT-approved products that they require.

- Material Supplier (Highway Construction Materials)
- Supplier of road signs
- Supplier of steel diaphragms and railing
- Supplier of guardrail, cable guard and steel sign support and posts
- Supplier of bridge paints and street marking paints



## 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.



## DBE Opportunities Per Region and Proposal

Each month, Marquis Young, our DBE Utilization Engineer, identifies DBE sub-contractable opportunities, as well as DBEs who have NAICS codes specific to specialty work items. Please encourage your estimating teams to:

- **REVIEW** the region and proposal breakdown; and
- **UTILIZE** it as an additional resource, so your company is considering and including ALL potential DBE sub-contractable opportunities in your DBE solicitation and outreach efforts.

**NOTE: The DBE Office sends the region and proposal breakdown shortly after the bid letting advertisement is posted.**

If you have any questions, reach out to Marquis: **Marquis Young, DBE Utilization Engineer**  
[marquis.young@dot.wi.gov](mailto:marquis.young@dot.wi.gov) / (414) 227-2157

## TIPS FOR FINDING DBE OPPORTUNITIES

- 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?

► **UPDATE** the selected work types in your DBE solicitation letter to include more descriptive work types rather than larger/generic work types such as “landscaping” or “traffic control”

► **CONSIDER** including language in your DBE solicitation letter, website and/or other DBE outreach that – when feasible, your company will consider small work packages for DBEs

► **PROACTIVELY WORK** with first tier hiring subcontractors and carefully evaluate their quotes for DBE participation that might have been missed



# Project Opportunities for DBEs

## Proposal #014 | 6.00% DBE Goal

### Appleton to De Pere, I-41 Mainline, STH 96-Rr Bridge Outagamie County | NE Region

This project offers a wide variety of DBE opportunities for horizontal construction. Visit the UCP Directory for a listing of DBE landscaping, storm sewer, bridge work, trucking, surveying, traffic control, pavement marking, electrical and lighting, etc.

## I-43 Rest Area 51 & Rest Area 52 Manitowoc County | NE Region

Keep your eye out for this vertical build project scheduled to be re-let in January 2025.

### Project purpose, need and improvements:

The purpose is to preserve the function of the rest area facilities in the safest and most efficient means available, and to support of crash reduction on the interstate system. Rest areas increase safety and efficiency by providing off-road locations for drivers to rest, sleep, change drivers, and check vehicle loads and/or minor mechanical problems. Improvements will address the following:

- Roadway deficiencies including pavement deterioration, ramp geometry, and substandard beam guard
- Parking capacity for automobiles, trucks, and Recreational Vehicles (RV)
- Facility modernization including restroom facilities, building mechanicals, ADA accessibility and pedestrian circulation, aesthetics, information distribution and tourism promotion, and alternative fuel considerations



Project Location



## Newly Certified DBE Contractors

### NEW

#### **AAA Queen Bee Construction, Inc.**

**NAICS codes:**

**425120 / 561730 / 423320 / 237310  
423320 / 237310 / 423510 / 238110  
238910**

Broker of aggregate and steel products, erosion control, aggregate and other stone-related construction materials, construction management for culvert, fencing and guardrail projects, installation of rebar and structural steel, curb and gutter and removal, demolition, and clearing and grubbing

#### **Alpine Demolition Services, LLC**

**NAICS code: 238190**

Demolition (crushing), excavation contractors and site preparation contractors (wrecking, demolition and excavation)

#### **AR Welding Solutions, LLC**

**NAICS code: 238190**

Welding for reinforcing bars, railings, fencing, structural steel, and dump truck box repairs

#### **Interstate Steel Sales, Inc.**

**NAICS code: 423510**

Supplier of miscellaneous metals

### EXPANSIONS

#### **Midnight Run Materials, LLC**

**NAICS code: 424950**

Supplier of bridge paints, street marking liquids and beads, and street marking reflective tape and thermoplastic

## Specialty DBE Contractors

#### **Clearing & Grubbing**

**NAICS codes: 238910 / 561370**

- Conin Contractor Services, Inc.
- Hoffman Landscape, LLC
- Johnson Operating Services, LLC
- Putnam Construction, LLC
- Vanzile Contractors, LLC

#### **Drainage/Storm Sewer**

**NAICS code: 237110**

- Abitua Sewer, Water & Plumbing
- All-State Concrete Cutting
- Arrow-Crete Construction, LLC
- Brothers Infrastructure Group (BIG), LLC DK Contractors, Inc
- Dolson, Inc
- Enserv Enterprises, Inc
- JLA & Sons Construction Company
- Kim Construction
- Lepke Trucking & Excavating, LLC
- Mavo Concrete Sawing Services, Inc
- Meyer Companies dba Pete's Water & Sewer
- Nadeau Companies, LLC
- Precise Underground Marking Corp
- Rsims Construction, LLC
- UPI, LLC

#### **Electrical Contractors & Other Wire Contractors/Lighting/ Signals & Suppliers**

**NAICS codes: 238210 / 423610**

- Universal Electric
- Adaptive Electrical Controls, Inc.
- Carlo Lachmansingh Sales, Inc.
- Construction Supply Services, LLC
- Cisco Distributing, LLC
- Dairyland Energy Solutions, Inc.
- Electrical Testing Solutions, Inc.
- Gandhi & Associates, Inc.
- Helberg Electrical Supply, LLC
- Hurt Electric, Inc.
- Price & Sons, Inc.
- Singh & Associates, Inc.
- Trinity Technology Services, Inc.
- Vinii Solar Engineering & Electric
- Woodland Consulting, LLC
- Zoe Engineering, LLC

#### **Fabricated Structural Metal Manufacturing/ Structural Steel and Precast Concrete Contractors**

**NAICS codes:**

**238120 / 332323 / 332312**

- Aura Fabricators, Inc.
- Beson & Houle, LLC
- Chicago Ornamental Iron, Inc.
- Guytec Steel, Inc.
- J-Tec Metal Products, Inc.
- Jorgensen Steel Machining and Fabrication, Inc
- Kadilex Construction, Inc.
- Koppel Fabrication, Inc.
- Williamette Technical Fabricators, LLC

#### **Fencing**

**NAICS code: 238990**

- Anderson Fence
- Arbor Green
- The Bartech Group
- Perez Fencing
- Jackson's Yard Care

#### **Field Office**

**NAICS code: 531120**

- NMR Contractors, LLC

CONTINUED ON NEXT PAGE



## Specialty DBE Contractors CONTINUED

### Field Office

**NAICS code: 531120**

- NMR Contractors, LLC

### Heavy Highway Construction (Concrete Cutting/Drilling/ Sealant/Sawing Asphalt)

**NAICS code: 238990**

- Hard Rock Sawing & Drilling Spec.
- Mavo Concrete Sawing Services, Inc
- Mid-State Concrete Cutting Co.
- Midwest Boring, Inc
- Raimonde Drilling Corp.
- Tough Cut Concrete Services, Inc

### Milling/Rumble Strips

**NAICS code: 237310**

- CE Hughes Milling, Inc.

### Pavement Marking & Suppliers

**NAICS codes: 238990 / 23830 / 423840**

- Arrow Pavement Maintenance, Inc.
- CE Hughes Milling, Inc.
- Community Engineering Building Services
- Crowley Construction Corp
- GAT Supply Inc
- Highway Solutions
- Mitig Company, LLC
- Proline East, LLC
- Sanchez Painting Contractors, Inc.
- Sightline, LLC (VA)
- Singh & Associates, Inc.
- Thunder Road, LLC
- Toki & Associates (Milwaukee)
- Gil Berry & Associates

### Sweeping

**NAICS codes: 237310 / 488490**

- On-Call Pavement Sweeping, Inc.
- Gayton Enterprises

### Traffic Control

**NAICS code: 561990**

- ANASA Traffic Control Services, LLC
- Bush Companies (Flagging) Community Traffic Control, LLC Emarin Group, LTD
- FCS, LLC
- Highway Solutions (Pavement markings; grooving; temp tape) Kennedy Construction Management, LLC
- National Traffic Solutions, LLC PPK Traffic Solutions, LLC
- S.A.L. Traffic Control
- Steel City Contractors, LLC (Flagging)
- Utility Televis Expose & Locate



## Incomplete and/or inaccurate Attachment A:

Recently, we have seen an increase in Attachment As that are either incomplete and/or inaccurate. The DBE Office will follow-up after bids are posted to provide a friendly reminder, but we also ask that prime contractors have **a process in place** to catch and correct AA issues before submitting them.

### The most common Attachment A issues:

#### In the First Section:

- The Proposal ID, Proposal Number and/or Date is incorrect

#### In the Second Section:

- The prime contractor and hiring subcontractor names are reversed or only the hiring subcontractor name is listed.
  - The prime contractor name is **FIRST**. The hiring subcontractor name is **SECOND**
- The **Total DBE Credit Value** differs from the amount electronically entered into BidX. Sometimes this is off by pennies, so please **double check** all amounts for accuracy.

## General Bid Letting Reminders

### BPD Team and DBE Team Bid Letting Contacts

On bid letting day, it is important that you reach the right person who is the **Subject Matter Expert** for your question. If your company has a question, please reach out to the following people who are available up to 11:00 AM the day of the LET:

**BidX/Project Bids/  
DBE Bin File Questions:**  
Deanna Goebel (BPD)  
IS Business Automation/Bid  
Letting Specialist  
Deanna.goebel@dot.wi.gov  
(608) 267-6967

**eSubmit Questions:**  
Ijeoma O'Rorke (DBE Team)  
Bid Letting Coordinator  
ljeoma.ororke@dot.wi.gov  
(414) 266-1173

### Bin file reminder:

If you do not see a DBE in the Bid Express .bin file but know the DBE has been newly certified – please submit a PDF DT1506 and Attachment A for that DBE if you are entering DBE credit electronically. If you are attaching a PDF DT1506 instead of electronic entry, add the DBE to the commitment. We will review and confirm DBE credit and combine into one DBE commitment.



**eSubmit** has been upgraded. Bidders will now get an email notification that lists **ALL** uploaded documents. Please test the platform prior to bid letting day and reach out to [DBE\\_Alert@dot.wi.gov](mailto:DBE_Alert@dot.wi.gov) if you encounter any issues.



**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:

- [WisDOT Bid Letting Resource Guide](#)
- [Monthly Bid Letting Newsletters](#)
- [Beyond the Basics: Optimizing DBE Construction Utilization for Primes](#)
- [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.





## GFE Reminders

**The best way to demonstrate Good Faith Effort (GFE) is by meeting the assigned DBE goal. However, we always recommend that prime contractors continue to work with DBEs during the ENTIRE BID LETTING – the DBE Office considers NEUTRAL DBE participation on the GFE Rubric also a demonstration of Good Faith Effort.**



**IN OCTOBER 2024**, there were (16) proposals with an assigned DBE goal, and (0) GFE requests. GREAT JOB starting FFY2025 off on the right foot!

**IN NOVEMBER 2024**, there were 56 proposals with an assigned DBE goal and (3) approved GFE requests; (2) in the NE Region and (1) in the SW Region.

**NOTE:** 54 proposals received bids

Proposal 27: Withdrawn

Proposal 28: No bids received. Will be re-let in January 2025.

## GFE 1:1 Sessions

**It is recommended that your company has a GFE 1:1 at least once a year with WisDOT.**

The GFE Analyst is available to answer any questions regarding Good Faith Effort and discuss areas of opportunity to strengthen your company's GFE request.

### CONTACT:

**Kathleen Panak | GFE Analyst**  
kathleen.panak@dot.wi.gov  
(262) 548-6459

## INTENT TO AWARD TIPS

**TIP 1:** WisDOT looks at both the **percentage difference** and **dollar difference** as it relates to the **total bid amount**. Keep in mind when selecting “cost difference between quotes is unreasonable” that a \$5,000 price difference between quotes on a \$500,000 total bid (1.00%) is different than a \$5,000 price difference between quotes on a \$15,000,000 total bid (0.03%). **In the latter scenario, are there factors other than cost that are impacting your awarding decision?**

**TIP 2:** On the Intent to Award Tab in the DT1202 Excel Workbook, **Column F requires an explanation** even when multiple DBEs quote a work type. Even though your company may have selected another DBE, simply stating “awarded another DBE” is not sufficient.

**TIP 3:** Consider also documenting “why” you awarded a DBE, especially when other DBEs have been rejected for the same work category. This can provide additional context and insight why a DBE has been rejected.

**TIP 4:** Consider including a line-item analysis even for smaller work types and document your awarding rationale in this section. Don't forget to consider “other tangible factors” that come into play other than cost, such as delivery to the job site or subcontractor is local/closer to the job site.

**Tip 5:** WisDOT recommends greater scrutiny when a DBE quote is rejected, and the assigned DBE goal could have been achieved. This scenario often comes up when a DBE provides 100.00% DBE participation, and a non-DBE is selected with either partial or 0.00% DBE participation (see OBOEC Rubric Analysis\_Feedback Tab (5)(c)(d) in the DT1202 Excel Workbook).

**TIP 6: Self-performing work reminder:** 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.



# Upcoming Stakeholder Meetings and Events

**We invite all prime contractors to participate in the meetings and events below.**

Your feedback is an important part of how we shape and improve the DBE Program. These meetings are meant to communicate important upcoming changes as well as provide a forum to prime contractors to ask questions and voice concerns.

## 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:**  
**January 21, 2025**  
**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: 588 531 454#

## Trans-CAC Meeting

Quarterly meeting of TRANS-CAC stakeholder group to discuss current updates with WisDOT consultants, the DBE program, and DBE industry consultants.

For more information contact: [Kathleen Panak](#)

**NEXT MEETING:**  
**January 22, 2025**  
**10:00 am – 12:00 pm CST**

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

Call in information: (608) 571-2209  
Phone Conference ID: 637 385 387#

## DBE Stakeholder Advisory Committee

DBE Stakeholder Advisory Committees operating in the **Northeast Region** and **Southeast Region** work with WisDOT on the following:

- Approaches to achieve greater DBE participation and strategies to monitor progress
- Upcoming transportation projects and learning about opportunities to partner with other firms
- As a liaison to communities
- Creating and implementing strategies for cultivating a diverse workforce

### Southeast Region

The DBE Stakeholder Advisory meeting in the Southeast Region meets on a quarterly basis. For more information contact: [Christina Crain](#)

**NEXT MEETING:**  
**January 23, 2025**  
**10:00 am – 12:00 pm CST**

**TEAMS Link** to the Southeast Region DBE Stakeholder Advisory Committee meeting can be found [here](#).

Call in information: (608) 571-2209  
Phone conference ID: 202 167 23#

### Northeast Region

The DBE Stakeholder Advisory meeting in the Northeast Region meets on a quarterly basis. For more information contact: [Christina Crain](#)

**NEXT MEETING:**  
**February 21, 2025**  
**10:00 am – 12:00 pm CST**

**TEAMS Link** for the Northeast Region DBE Stakeholder Advisory Committee meeting can be found [here](#).

Call in information: (608) 571-2209  
Phone conference ID: 740 179 774#