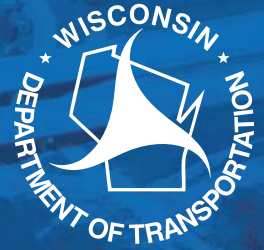


DBE Bid Letting Bulletin

February 2025



HELPING DISADVANTAGED BUSINESS ENTERPRISES DO WORK WITH WISDOT

The project has been successful in achieving all contract milestone dates in large part due to service dedication and communication by the 13 DBE firms performing outstanding work.

Arbor Green, Inc.: Erosion control, guardrail, and signage installation

Aura Fabricators, Inc.: Fabrication of bridge steel diaphragms, expansion bearing assemblies, and strip seal expansion joints

Baseline Supply, LLC: Structures reinforcement bar supply

Bullet Transit Co, Inc.: DBE trucking

Con-Cor Company, Inc.: Roadway and bridge deck sawcutting

Fischbach, Inc.: DBE Trucking

GESTRA Engineering, Inc.: Structures QMP

Heider & Bott Company: Utility and erosion control supplies

Modern Crane Service, Inc.: Hired crane service for bridge girder erection

P3 Infrastructure, Inc.: Epoxy pavement marking material manufacturing

Revelation PR, Advertising & Social Media (Revelation, LLC): Design-build team's public involvement coordinator

WD3 Associates: Structural foundations piling supply

KL Engineering: Design survey (now a DBE program graduate)



Photo credit: SRF Consulting

Prime Project Spotlight Lone Rock Design-Build Project

Project: 5770-01-71 / WISC 2022535
Iowa, Richland, and Sauk Counties / SW Region
STH 130/133 – STH 23 - Lone Rock;
Wisconsin River / B-25-192, B-52-279

The Lone Rock STH 130-133 Wisconsin River Bridges Design-Build project was the first awarded design-build project in June 2022, under the Department's newly established design-build program. **The \$36,937,137 contract was awarded to Kraemer North America, of Plain, WI as the prime contractor and design-build team leader with support from:**



Hoffman Construction Company: A major subcontracting partner responsible for the earthwork and grading

SRF Consulting: The lead designer responsible for all roadway, drainage, the north bridge, and all other ancillary items designs

EXP: A subconsultant designer responsible for the south bridge and walls designs

American Engineering Testing (AET): The geotechnical engineer and contract environmental compliance officer

Revelation PR, Advertising & Social Media (Revelation, LLC): A DBE firm from Madison, WI selected by Kraemer North America to handle the public involvement coordination

CONTINUED ON NEXT PAGE

Prime Project Spotlight: Lone Rock Design-Build Project *continued*

KL Engineering: A recent graduate of the DBE program, handled all design survey and was a DBE at the time of award and during the completion of the bulk of their work in 2022

The project consisted of designing and building two new bridges over the Wisconsin River and a new roadway to replace three existing truss bridges that were obsolete and at the end of their service life. New embankment on Long Island was necessary for the new STH 130 roadway section, major rock cuts required on the South side of STH 133 and retaining walls on the North side to fully reconstruct a wider road and create a safer corridor between the bluffs and the river. New wetlands creation on Long Island will be completed in Spring of 2025 after the old bridge and roadway is fully removed.

DBE firms were involved with every major scope of the project in various capacities, from start to finish. The contract had a 5.00% utilization goal at the time proposals were due and Kraemer's commitment was 5.14%. Due to the nature of design-build, the at bid time commitment was based mostly on conceptual or 15-30% complete plans, so careful attention to scope changes and maintaining DBE participation was necessary throughout the project as plans were finalized. Even with all design refinements the project team was able to achieve above the bid commitment goal, including a 500% increase in committed DBE trucking hours. Over 60% of all trucking for earthwork was done with DBE firms. The project is not entirely complete and is currently projected to achieve over 6.00% DBE utilization once finalized in June 2025.

Major Quantities

- **79,000 cy dirt moved**
- **28,000 cy rock cut/excavation**
- **2,000+ hours DBE Trucking**
- **39,000 cy access rock installed/removed**
- **10,500 lf piling installed**
- **1,300,000+ lbs rebar installed**
- **10,000+ cy structural concrete placed**
- **5,000+ tn HMA placed**

Modern Crane Service Inc.: girder erection**Arbor Green, Inc. :** Guardrail install**Fischbach, Inc.:** on-site trucking**WD3 Associates:** Larry Whitaker with Jake Gregerson of KNA – supplied piling delivered**Aura Fabricators, Inc.:** fabricated bridge diaphragms delivered to site and ready for installation

DBE Spotlight Firm



BENCHMARK Line & Grade Specialists, LLC

Hannah Schultz, President
1604 S. Honey Lake Road
Burlington, WI 53015
(262) 379-0218
<https://benchmarkstaking.com>

NAICS code:
541370 - All Other Support Services

BENCHMARK Line & Grade Specialists, LLC

is a construction staking firm. As a construction staking firm, we work closely with the prime contractor, the project engineer, and other contractors on the project to help it move forward smoothly.

Construction staking, also known as site layout, is a critical phase of the construction process. It involves transforming the engineering designs into physical markers on the ground. These markers guide contractors in accurately placing structural elements during the construction of roads, utilities, and other infrastructure projects.

BENCHMARK
 LINE & GRADE SPECIALISTS



Accuracy is of the utmost importance in construction staking, ensuring that every aspect of the project aligns with the approved plans. This precision helps prevent costly mistakes and delays. By establishing exact locations for features like subgrade, base, bridges, curb and gutter, sidewalk, storm sewer, lighting, walls, curb ramps, etc. construction staking helps ensure the project is constructed correctly.

Using specialized surveying equipment, we measure and mark the exact locations of the project's features. This often involves using stakes, flags, hubs, nails, and paint.

BENCHMARK's focus is the Southeast Region. The staff at BENCHMARK have been involved in projects in varying sizes, including the Zoo Interchange, the Mitchell Interchange, the I39 corridor, and countless others.

Project Opportunities for DBEs

SE REGION

Proposal #016 | 10.00% DBE Goal

City of Milwaukee, W Lisbon Avenue; W Burleigh St to N 100th St, Milwaukee County.

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



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 & gutter and removal and demolition, clearing & grubbing

Alpine Demolition Services, LLC

NAICS code: 238190

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

Argo Construction, LLC

NAICS codes: 23710 / 238110 / 237310

Water and sewer line construction, concrete flatwork, concrete foundation, and structure construction

AR Welding Solutions, LLC

NAICS code: 238190

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

Epic Contractors & Materials, LLC

NAICS codes:

237310 / 238110 / 327320

Highway, street, and bridge construction, poured concrete foundation and structure contractors, and ready-mix concrete manufacturing

Interstate Steel Sales, Inc.

NAICS code: 423510

Supplier of miscellaneous metals

Must Buy Enough Fence, Inc. dba MBE Fence, Inc

NAICS codes:

238190 / 238990 / 532490

Highway, street, and bridge construction, poured concrete foundation and structure contractors, and ready-mix concrete manufacturing

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.
- Cisco Distributing, LLC
- Construction Supply Services, 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.
- Diverse Industrial Solutions, LLC
- Guytec Steel, Inc.
- J-Tec Metal Products, Inc.
- Jorgensen Steel Machining and Fabrication, Inc
- Kadilex Construction, Inc.
- Koppel Fabrication, Inc.
- North American Safety Products, Inc.
- Tye Bar, LLC
- Williamette Technical Fabricators, LLC

Fencing

NAICS code: 238990

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

Specialty DBE Contractors CONTINUED

Field Office

NAICS codes: 531120 / 541512 / 532420 / 531210 / 238990 / 519290

- NMR Contractors, LLC
- Gibraltar Industries, Inc.
- J & L Jobsite Solutions, LLC

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

NAICS code: 238990

- Con-Cor Company, LLC
- 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

Ready- Mix Concrete

NAICS code: 327320

- Gayton Enterprises, LLC
- R A Seaton Contractor Services, LLC
- Terrell Materials Corporation

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

It's National Engineers Week!

Feb 16, 2025 – Feb 22, 2025

Join us all week on Facebook, LinkedIn, Instagram, and X as we recognize the outstanding work of WisDOT staff in various engineering fields. **THANK YOU** to all engineers who work tirelessly to build and maintain our vital transportation infrastructure!



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.

- 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.
- Prime contractors are also responsible for checking DBE NAICS codes within quotes from first tier WisDOT hiring subcontractors

NOTE: If uncertified DBE work is included on a commitment, it will be removed from the E/DT1506, and this may require your company to submit a GFE request.

BEST PRACTICE TIP: Include a reminder on the first tier WisDOT hiring subcontractor solicitation that DBE NAICS codes should always be confirmed, but always confirm as the prime contractor as well.

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 / (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

Attachment A Reminder:

Recently, we have seen an increase in Attachment A's 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.

REMINDER:

Prime contractors are welcome to submit Attachment A's submitted with an electronic bid through eSubmit as well.

Best Practice Tip: If a duplicate set of Attachment A's are being submitted, **please use a cover page** to let the DBE Office know. If neutral DBE participation is being added to an electronic bid, please also note that on a **cover page**.

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
Ijeoma.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 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 processes. 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.

DT1202 Excel Workbook Tips

Avoid Blank Sections or Tabs

Pay special attention to the Negotiation and Assistance tab/sections; often times they are left blank.

Negotiation Section

If your company did not have any outreach to first tier WisDOT hiring subcontractors or DBEs, provide an explanation why such as “our company accepted all DBE quotes and there was no other DBE opportunity on this project because...[provide further explanation]”

Assistance Section

Include the assistance provided in the DBE solicitation letter, on your company webpage and/or in the SBN posting

If there are other instances of assistance to DBEs during the letting that is proposal specific, include it in this section

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.

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 JANUARY 2025, there were (43) proposals with an assigned DBE goal and (1) approved GFE request in the NW Region.

NOTE: For FFY2025, there are (5) YTD GFE approvals.

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:
March 18, 2025
1:00 pm – 3:00 pm CST

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

Trans-CAC Meeting

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

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

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

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:
April 24, 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#