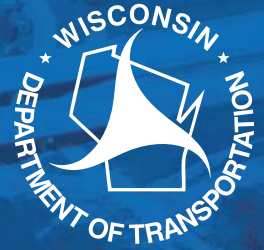


DBE Bid Letting Bulletin

January 2025



HELPING DISADVANTAGED BUSINESS ENTERPRISES DO WORK WITH WISDOT

A successful graduate of the Master Class Program is Jeremiah Danforth, owner of Danforth Enterprises LLC.

Jeremiah obtained his DBE Certification in September 2024 and is now performing work on the I-41 Project in DePere, Wisconsin. An enrolled member of the Oneida Nation, he started his company to provide an opportunity not only for himself, but also for his son to work in this family-owned company.

A welcome addition to the NE Region DBE community, Danforth Enterprises LLC was able to gain valuable experience working with White Buffalo Trucking, LLC prior to his DBE certification on two projects primed by Michels Road & Stone, Inc:

- The early fill stages of the Northland Avenue project (1130-64-76, Outagamie County, NE Region)
- The early stages of the South Bridge interchange project (1130-68-81, Brown County, NE Region)

Jeremiah also has worked with other prime contractors such as the Walbec Group and Northeast Asphalt, Inc. in his first year of operation. The 2024 construction season came with several challenges, but through the collaboration of other stakeholders, he was able to successfully contribute on major WisDOT infrastructure projects like the I-41 corridor (Project 4291-03-70) between Green Bay and Appleton. Jeremiah is now ready to take on work under his own company in FFY2025.

Construction Business Group

One contractor at a time, we are Building Wisconsin Together®

Construction Business Group (CBG) is a Joint Labor-Management organization representing the interest of 30,000 trades workers and 4,000 contractors.

CBG's purpose is to enhance business opportunities and quality of life by ensuring

fairness, equity, and standards of excellence in the construction industry of Wisconsin. Successful participants in the Disadvantage Business Enterprise Development Initiative (DBEDI) will become part of the CBG targeted initiative of minority, women, veteran, and other historically disadvantaged-owned businesses. CBG is committed to building a network of disadvantaged-owned businesses (DBEs) that are connected to Wisconsin's transportation road building industry. CBG's DBEDI, developed by Joseph L. Davis Sr., provides a rewarding opportunity to DBEs by providing educational resources, mentorship, and meaningful business relationships through their Master Class Program.

Simply stated, CBG's Master Class Program is impressive. The unit topics are both challenging and informative ranging from employment/labor/business law to cash flow and financial literacy; completing the entire curriculum puts DBEs on a solid path to success. WisDOT's collaboration with CBG is an excellent example of how private and public sectors can work together and achieve meaningful outcomes.



Master Class Program graduate Jeremiah Danforth, owner of Danforth Enterprises LLC

Master Class Overview

- A 9-unit curriculum designed and delivered by industry Subject Matter Experts
- Industry perspectives, advice, and practical application of the topics shared by industry professionals
- A custom on-demand viewing via a Learning Management System (LMS)
- Subject competency verification and participation tracking
- Completion certificate per unit

DBE Spotlight Firm



Adam J. Skenandore, Owner
(262) 932-0001
<https://anasaservices.com>

NAICS codes:

561990 - All Other Support Services

423490 - Other Professional Equipment and Supplies Merchant Wholesalers

541690 - Other Scientific and Technical Consulting Services

238990 - All Other Specialty Trade Contractors

561730 - Landscaping Services

My name is Adam J. Skenandore, and I am the owner of ANASA Traffic Control Services, LLC – a Native American owned company that was started in 2021 to provide full-service Traffic Control Services. We offer all types of traffic control management from equipment rental and setups, Mobile flagging operations, and traffic plan design for all customers in the Utility and Heavy and Highway sectors across the Midwest.

My interest in the traffic control industry started in 2009 when I was offered a job as a traffic tech/flag person for a large utilities installation company. Through years of hard work and the willingness to listen and learn, I was able to make my way up to General Manager overseeing the Wisconsin area. My experience ranges from traffic control management on mega WisDOT projects to smaller flagging and traffic control operations. I am continuing to use my 15+ years of experience and knowledge to keep growing all aspects of my business, as well as developing new ways to increase safety.

As a member of the Oneida Nation of Wisconsin, I am very proud to represent our Indigenous community and showcase what we are capable of when given the opportunity that historically was not attainable. Each of our crews go through extensive training programs before working in the field. We take pride in being a certified minority business that is helping to keep our roadways and work zones safe.



For more information, please [watch this short video](#) on ANASA Traffic Control Services.



Newly Certified DBE Contractors

NEW

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 readymix concrete manufacturing

Epic Contractors and Materials, LLC

NAICS codes:
237310 / 238110 / 327320

Highway, street, and bridge construction, poured concrete foundation and structure contractors, and readymix concrete manufacturing

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)

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

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.
- 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 code: 531120

- NMR Contractors, 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

Take a moment to watch the [2024 Year in Review video](#) of all the great work WisDOT accomplished this past year. Many completed prime contractor projects (as well as upcoming projects) are spotlighted with additional commentary on how the project impacted the local community.



2024 Year in Review



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

NE Region Project Opportunities for DBEs

I-43 Rest Area 51 & Rest Area 52

Manitowoc County

Proposal #026 | 6.00% assigned DBE Goal (Roadwork)

Proposal #044 | 3.00% assigned DBE Goal (Vertical Build)

From Manitowoc - Green Bay; SRA 51 Maribel/SRA 52 Denmark, Manitowoc County (Central Office)

These projects offer a wide variety of DBE opportunities for both horizontal and vertical construction. Visit the UCP Directory for a listing of DBE landscaping, erosion control, storm sewer, signs, trucking, surveying, traffic control, pavement marking, HVAC, carpentry, interior and exterior builds, plumbing, roofing, utilities, electrical and lighting, etc.

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 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



Manitowoc County, Wisconsin



Project Location



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 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.

CONTACT:

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

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 DECEMBER 2024, there were (38) proposals with an assigned DBE goal, and (1) approved GFE request in the SW Region.

NOTE: 37 proposals received bids
Proposal 12: Withdrawn

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 Link 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 Link 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#