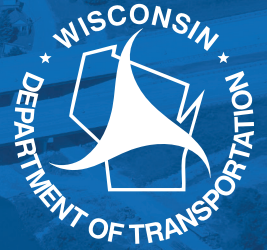


DBE Bid Letting Bulletin

October 8, 2024



HELPING DISADVANTAGED BUSINESS ENTERPRISES DO WORK WITH WISDOT

ENVIRONMENTAL JUSTICE PROCESS

As WisDOT considers, develops, and designs projects throughout the state, we are mindful of environmental justice. As a recipient of federal financial assistance, WisDOT works closely with the Federal Highway Administration (FHWA) and the Federal Transit Administration (FTA) in implementing the Executive Order and these agencies' accompanying policy directives, which include the [DOT Order on Environmental Justice](#), [FHWA order on Environmental Justice](#), and the [FTA Circular on Environmental Justice](#) to achieve environmental justice.

WisDOT's actions and decisions are guided by the three fundamental principles of environmental justice, which are:

- To avoid, minimize or mitigate disproportionately high and adverse human health and environmental effects, including social and economic effects on minority populations and low-income populations
- To ensure the full and fair participation by all potentially affected communities in the transportation decision-making process
- To prevent the denial of, reduction of or significant delay in the receipt of benefits by minority and low-income population



WELCOME to FFY25

It is hard to believe we are beginning another federal fiscal year – the DBE program has come a long way since the ASP-3 changes in FFY21. Consistent data collection on Good Faith Effort, after-contract modifications and trending regional information has helped the DBE Program flourish and thrive. As a federally funded program, we believe transparency and stakeholder collaboration is the key to continued success.

Newsletters such as this one and the DBE Reporter along with conference events and regular stakeholder meetings play a critical role in this program helping all DBE firms achieve their goals. Success in a program is never due to just one factor – it is a combination of everyone's efforts, big and small.

In September 2024, the DBE Office collaborated with Construction Business Group and WTBA for the DBE Roundtable 4.0, and on Jan. 29-30, 2025, our office will host the [Annual DBE Workshop and Networking Summit](#) in Wisconsin Dells. These events engage highway contractors, consultants, subcontractors and laborers in effective communications and teambuilding interactions that lead to a diverse and equitable highway contracting environment. The DBE Office encourages active participation from all stakeholders so our program can continue to grow.

There are big projects on the horizon and currently underway – [I-41 from Appleton to De Pere](#) and the upcoming [Blatnik Bridge](#) reconstruction. We encourage prime contractors and DBEs to work together on other smaller projects so DBEs are ready, willing, and able to provide quotes for these larger projects. It is a source of pride for anyone involved to look back on these larger projects and be able to say to their loved ones and future generations "I was part of that."

Blatnik Bridge, linking Superior and Duluth. Photo courtesy MnDOT.



DBE Spotlight Firm

On-Call Pavement Sweeping, Inc.

19677 Jasper Street NW

Nowthen, MN 55303

Office: (612) 709-8578

24/7 Dispatch: (612) 366-3067

Email: oncallsweepingoffice@gmail.com

Website: <https://oncallsweeping.com/>

Pick-up Broom Sweeping

Pick-up Sweepers are used for many projects including Milling. As we say around here, there's just not much they can't do. These trucks are able to do big jobs surprisingly fast with excellent quality work.

Pelican Sweeping

When a Pelican shows up to a Milling job, you know the job will be done right. These trucks, as with the other pick-up broom sweepers, can dump in Dump Trucks and handle a large work load. Concrete pipe, manholes, catch basins, cast iron frames, grates, lids, and trench drains, fiberglass, and plastic pits.

Always Open 24/7 • Servicing Minnesota & Wisconsin



NAICS codes:

237310 - Highway, Street, and Bridge Construction

488490 - Other Support Activities for Road Transportation



Federal Highway Administration's Mobile Asphalt Technology Center (MATC)

WisDOT staff recently had the opportunity to learn about cutting-edge technology and innovation in asphalt paving during a visit from the Federal Highway Administration's Mobile Asphalt Technology Center (MATC). The MATC is a traveling pavement lab, equipped with the latest tools and resources to help pavement professionals better understand their challenges and opportunities on a localized level. MATC staff used pavement from a nearby project in equipment demonstrations. The MATC visit is part of WisDOT's ongoing commitment in delivering safe, durable, and cost-effective roadways throughout Wisconsin.

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 / (414) 227-2157



Project Opportunity for DBEs

Proposal #006 | 10.00% DBE Goal

**City of Milwaukee, IH 41 Zoo Freeway
Burleigh Street to Capitol Drive,
Milwaukee County (SE Region)**

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

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

Newly Certified **DBE Contractors** (AUGUST 2024)

NEW

4D Landscaping + More, LLC

NAICS code: 561730

Landscaping Services

ETC Trucking and Distribution, Inc.

NAICS code: 484220

Dump trucking (1 owned)

Jorgensen Steel Machining and Fabrication, Inc.

NAICS codes: 332312 / 332323 / 332322 / 332313

Fabricated structural metal, Sheet metal, Plate work, Ornamental and Architectural metal manufacturing

JPCO, Inc

NAICS codes: 237990 / 423860

Transportation Equipment and Supplies (except Motor Vehicle) Merchant Wholesalers

EXPANSIONS

WD3 Associates

NAICS code: 238110

Concrete pumping services

Specialty **DBE Contractors**

Clearing & Grubbing

NAICS codes: 238910 / 561370

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

Drainage/Storm Sewer

NAICS code: 237110

- Abitua Sewer, Water & Plumbing, Inc.
- 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
- 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

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

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 As:

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 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 Approval Percentages Per Region/Per Awarded Projects YTD through September 2024

NE Region – 12.12%

4 GFE Approvals
33 Awarded Projects

SE Region – 6.38%

3 GFE Approvals
47 Awarded Projects

NW Region – 3.70%

2 GFE Approvals
54 Awarded Projects

NC Region – 0.00%

0 GFE Approvals
33 Awarded Projects

SW Region – 0.00%

0 GFE Approvals
61 Awarded Projects

NOTE:

As of September 2024, all projects with federal funds have been awarded.

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 SEPTEMBER 2024, there were (13) proposals with an assigned DBE goal. There were (2) GFE requests that were approved on awarded bids in the NW and NE regions. WisDOT ended FFY2024 with (9) approved GFE requests.

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.

For more information contact: [Lori Green](#)

NEXT MEETING:
November 19, 2024
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:
October 23, 2024
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: 588 531 454#

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:
October 31, 2024
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: 823 230 709#

Northeast Region

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

NEXT MEETING:
November 15, 2024
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: 836 911 741#