

I-94 ADVANCED BRIDGES

SMALL BUSINESS (SBE) TRAINING PROGRAM

SBE Program Goals

The I-94 Advanced Bridges Small Business Enterprise (SBE) Training Program is designed to provide SBEs with Design and Construction Engineering & Inspection (CEI) experience. Working collaboratively on both project sites and in the project office, SBEs achieve MDOT Service Prequalification requirements in specific categories. Goals of the program include:

- Meet or exceed 20% SBE participation on Advanced Bridges construction.
- Increase the number of MDOT prequalified SBE consultants through the delivery of the I-94 Advanced Bridges Program.
- Increase the technical capacity of SBEs through project delivery experience gained in a mentoring environment.
- Enhance the business knowledge of SBE owners through senior leadership training, which focuses on project delivery, strategic planning, sales/marketing, business/operations, and human resource management.

Key Program Elements

The I-94 SBE Training Program is tailored to meet the SBE participants project, professional/leadership development, and business planning needs. The program includes technical and software training, business training, and networking opportunities that promote the success, growth, and sustainability of the local small businesses participating on the I-94 Advanced Bridges Program. Key program elements include:

Training Workshops

- *Technical Training* - Just-in-Time workshops designed to provide basic knowledge and enhance core skills through on-the-job training that meets MDOT expectations and delivers planned Design and CEI work activities.
- *Core Skills (Software) Training* – As needed software/technology training to meet SBE Design and CEI scope & deliverables.
- *Business Development Training* – Industry best practices, planning, and knowledge for operating a sustainable, profitable business in the transportation industry.

Mentor/Coaching Activities

One-on-one mentoring and coaching sessions to help develop SBE personnel and ensure contract deliverables achieve time and quality standards.

Networking

Opportunities to network, share best practices and work side-by-side with other industry professionals, including MDOT staff and engineering consulting firms both large and small.

Evaluation and Feedback

Provide SBE participants with real-time feedback through “over-the-shoulder” reviews of in-progress contract deliverables.



Tarolyn Buckles (R), owner, and Melvin Butler from Onyx Enterprise, work on an I-94 SBE Design Training Workshop assignment.

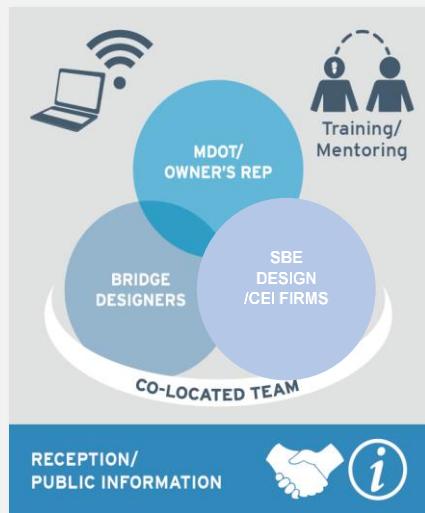


“The I-94 SBE program is giving CMTS the opportunity to prime an MDOT project, work closely with MDOT and the I-94 Team, and gain experience that can help us get positioned to become prequalified to work for MDOT.” – Yvonne McClain, CMTS

Project Office

The project team is co-located in a dedicated I-94 project office during most of the Advanced Bridges final design and CEI phases. Benefits of the project office include:

- Team collaboration and continuous communications to improve team productivity.
- Mentoring environment to support SBE development.
- Equipment and software that enables MDOT's final design team to work off a single project file system.
- Provides an incubator for both SBE project participants and other interested SBEs.



The Project Team

The team consists of MDOT and their Owner's Representative Consultant along with MDOT's final design team and CEI team. The final design team includes eight small business design support consultants, eight bridge design consultants and three prequalified design support consultants. The SBE CEI Team consists of eleven small businesses providing CEI services as part of an integrated team with MDOT's Owner's Representative Consultant.

Ongoing Successes

SBE Training Program update as of October 2018

Advanced Bridges Design - Phase 1



- MDOT surpassed the SBE project goal of 20% and exceeded the statewide DBE goal.
- Eight SBE Prime Consultant contracts awarded for approximately \$1.2 million.
- Five SBE firms gained experience toward MDOT service prequalification in new areas of service.
- Two new MDOT SBE service providers added.
- Four SBE firms hired one or more employees.
- Three SBE firms opened offices in the City of Detroit.
- SBEs participated in over 16 SBE round tables.
- More than 11 "over-the-shoulder" reviews conducted on contract deliverables.
- SBE partnerships developed to pursue and win other work opportunities.

Advanced Bridges Design - Phase 1



- 100% participation in the Just-in-Time training and quality program delivery.
- MDOT achieved 33% SBE participation on CEI work performed.
- 11 SBE Prime Consultant contracts exceeded \$1.6 million.
- MDOT's Owners Representative Consultant partnered with four SBE subconsultants with contracts valued over \$900K.
- Two new SBE Consultants obtained MDOT contracts.

Additional SBE Opportunities - Construction

- 11 unbundled packages will be released for bid.