

## Purpose

Grow the pool of TGBs, DBEs, Vets and other small businesses capable of performing ADA inspection and construction in accordance with MnDOT specs.

- Small businesses gain greater opportunities in the market place to make infrastructure accessible to all Minnesotans.
- Small businesses gain the benefits from acting as a prime.
- MnDOT earns community trust by using its contracting power to reduce economic disparities.

## Results through 10/31/19

1. 21 construction and 16 inspection contracts awarded in Metro since June 2018.
  - Total value construction contracts = \$841,752; average value \$40,083.
  - Total value inspection contracts = \$405,000.
2. All construction contracts were awarded to Disadvantaged Business Enterprises (DBE), Targeted Group Businesses (TGB) or other businesses owned by women and/or persons of color even though MnDOT cannot restrict competition and must take the lowest quote.
  - 6 African American owned businesses won 16 construction contracts.
  - 1 White woman owned business won 4.
3. Inspection contracts were awarded to 4 TGBs/DBEs, including 3 minority-owned; two have met MnDOT's Prequalification Program requirements for inspectors.
4. Seeing is believing: contractors requesting quote packages increased from 30 in June 2018 to more than 160 today; this year, twice as many small businesses enrolled in ADA-related trainings compared to last year.
5. The Pilot represented about 5% of MnDOT's FY19 ADA improvements.

## Approach

1. Train small businesses in the basics of ADA specifications.
2. Identify walkways and ped ramps that require basic ADA refurbishment.
3. Contract the work using quick and simple contracting methods so businesses can demonstrate and develop their capacity.
4. Provide intensive support and feedback to contractors throughout.
5. Right-size contracts to reflect capacity of small businesses and to avoid attracting larger, more capable contractors.

## Key Findings and Recommendations from First Season

1. The approach demonstrates an effective method of training ADA inspectors and construction contractors.
2. Waiving bond requirements opens the door for more small businesses.
3. 90% of surveyed businesses said they would quote on future ADA Pilot contracts.
4. 24% of small businesses surveyed said they did not have sufficient funds to bid on projects.
5. 24% of surveyed small businesses said they did not quote because they "already had too much work."
6. Dedicated staffing and funds are needed to sustain efforts and scale up.
7. To be more competitive, contractors need to be able to perform more complex ADA work, e.g. related to signals, utilities.
8. MnDOT's approach to developing small projects should be on a scale consistent with the value of small projects.
9. Broadcast and solicit quotes earlier in and throughout the season.



## Comments from Small Businesses

"It's clear MnDOT is wanting to work with small businesses" *MN Best*

"Now I have the option to sub on different types of work" *Pride Cleanup*

"It was a good experience and I would like to continue to work on these projects" *Create Construction*

"Bring the program to Greater MN" *MN Best*

"Was good to be able to pay a livable wage" *Pride Cleanup*

"MnDOT staff go the extra mile to make sure we succeed" *Iyawe & Associates*

"The tight specifications were a challenge but I grew to understand the necessity of each" *PES*

**List of Construction Contracts, June 1, 2018 – October 31, 2019 (blue = construction completed)**

City	Location	Contractor	Owner Demographics	Value
St. Paul	Beverly Rd & St. Anthony Ave.	JD Pride/Pride Cleanup	B	\$22,895
St. Paul	St. Anthony Ave. & N. Kent St.	Perkins & Perkins	B	\$32,775
St. Paul	Concordia Ave, Lex. to Oxford	Create Construction	WW	\$27,126
MPLS	SE 11th Ave. & Talmage Ave. SE	JD Pride/Pride Cleanup	B	\$58,250
MTKA	TH7, Highland Frontage Rd.	Booker Construction	B	\$26,900
MTKA	TH7, Highland Frontage Rd.	Booker Construction	B	\$36,660
MPLS	32nd Ave. S. & 41st St.	Create Construction	WW	\$55,515
MPLS	Buchanan St. & Winer St. NE	Perkins & Perkins	B	\$27,000
MPLS.	E. Hennepin Ave. & SE 12th Ave.	Booker Construction	B	\$26,900
St. Paul	Oxford St. & St. Anthony	Perkins & Perkins	B	\$38,520
MPLS	Minnehaha Ave. & Cedar	JD Pride/Pride Cleanup	B	\$53,490
St. Paul	St. Anthony Ave., Fry St. to Snelling	JD Pride/Pride Cleanup	B	\$85,579
MPLS	Cedar Ave. & Minnehaha	Booker Construction	B	\$73,805
MPLS	Cedar Ave. S. & I94	Booker Construction	B	\$74,493
MPLS	32 <sup>nd</sup> Ave. S & 42 <sup>nd</sup> St. E.	Create Construction	WW	\$42,000
MPLS	36 <sup>th</sup> Ave. S & 46 <sup>th</sup> St. E.	Create Construction	WW	\$30,908
MPLS	Talmage Ave. Drainage Improvement	Booker Construction	B	\$9,200
Champlin	TH169 & Hayden Lake Rd.	Songhai Construction	B	\$23,825
Champlin	TH169 & 120 <sup>th</sup> Ave N.	Holliday Construction	B	\$31,211
Champlin	TH169 & 117 <sup>th</sup> Ave N.	Perkins & Perkins	B	\$26,420
Champlin	TH169 & Elm Creek Parkway	Iyawe & Associates	B	\$38,280
<b>Total</b>				\$841,752

B = African American, H = Hispanic or Latinx American, I = American Indian, W = Woman, WW = White Woman

**List of Professional/Technical Consultant Contractors**

Total Safety Guys, African American TGB & DBE, 4 <b>outreach</b> contracts	\$100,000
MN Best, Asian woman TGB & DBE, 5 <b>inspection</b> contracts	\$140,000
Professional Engineering Services (PES), white woman TGB & DBE, 5 <b>inspection</b> contracts	\$115,000
IMO Consulting Group, Latino TGB & DBE, 4 <b>inspection</b> contracts	\$100,000
Midwest Select Contracting, African American woman TGB & DBE, 2 <b>inspection</b> contracts	\$50,000
Isthmus Engineering Inc., white woman TGB & DBE, 1 <b>design</b> contract	<u>\$100,000</u>
	\$605,000

**List of Businesses who Quoted 1 or more Construction Contracts, June 1, 2018 – October 31, 2019**

Business Name	Business Address	Demo-graphics	Certification	Number of Quotes	Number Awarded
Booker Construction	336 WATER ST W, SAINT PAUL, MN 55109	B	DBE	13	6
Concrete Idea, Inc.	13961 44TH LN NE, ST MICHAEL, MN 55376	N/A	None	3	0
JD Pride, Pride Clean Up	77 7TH AVENUE NE, MINNEAPOLIS, MN 55413	B	TGB, DBE	12	4
IYAWE & Associates	2500 NEW BRIGHTON BLVD. MPLS, MN 55418	B	TGB	2	1
Perkins & Perkins Const.	3223 NORTH 45TH STREET, OMAHA, NE 68104	B	DBE	12	4
Create Construction	18517 100TH AVE N, MAPLE GROVE, MN 55311	WW	TGB	7	4
Extreem Forestry, LLC	404 12TH ST. NW, ISANTI, MN 55040	I	TGB, DBE	2	0
Quad E Companies	23130 WOODLAND RIDGE DR., LAKEVILLE, MN 55044	WW	TGB, DBE	3	0
MN Concrete Specialties	6520 EDENVALE BLVD, EDEN PRAIRIE, MN 55346	N/A	None	1	0
Chael Remodeling	2523 UPTON AVE NORTH, MINNEAPOLIS, MN 55411	H	TGB, DBE	1	0
Holliday Construction	3708 26TH AVE S; MINNEAPOLIS, MN 55406	B	None	2	1
Songhai Construction	601 CARLSON PARKWAY, MINNETONKA, MN 55305	B	TGB, DBE	1	1

B = African American, H = Hispanic or Latinx American, I = American Indian, W = Woman, WW = White Woman, N/A = Unknown/unavailable