



ADA Small Business Opportunity Pilot

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Mary Schmidt, Director, Metro District Advancing Equity Office

What's the problem?

1. 50% MnDOT infrastructure not ADA compliant
2. Too little experience among small contractors with ADA specs

Purpose: Grow the pool of local small businesses able to perform ADA construction and inspection work in accordance with MnDOT specifications.

Especially TGBs, Vets, DBEs



ADA Small Business Pilot Program Approach



- Train small businesses in basics of ADA specs
- ID walkways and ped ramps that require basic ADA refurbishment
- Use quick and simple contract methods
- Right-size contracts to reflect capacity of small businesses and avoid attracting larger, more capable contractors
- Provide continuous support and feedback to contractors

Results through 10/31/2019



Construction

- 21 contracts since June 2018 = \$841,752
 - Average: \$41,000
 - All contracts awarded to women and minority businesses
 - Minneapolis, St. Paul, Champlin, Minnetonka
- 167 contractors receive solicitations to quote
12 small businesses have quoted 1 or more projects
Several businesses now bidding as sub on large projects

Inspection

- \$405,000 contracts with four small businesses
- All contracts awarded to women and minority businesses
- Two businesses now meet Prequal Program requirements

Twice as many businesses enrolled in certification trainings in FY19 compared with FY18

ADA Hands-on Training

15 trainees @ **White Earth Nation**, June 10-12, 2019

- Classroom with field work
- Tailored curriculum
- All attendees from White Earth

Maadaadizi Workforce Center sidewalk now ADA compliant!

3 graduates attained ADA certification

15 trainees @ **MnRoads**, June 26-28, 2019

- Plan reading
- Preparing a quote
- Specs for ped ramps and sidewalks

9 minority owned small businesses (including 3 minority women)

Several went on to win their first construction contract

Parking lot is ADA compliant!



White Earth: “We’ll put the quality of work up against any MnDOT contractor”
- MNDOT Chief inspector

WTS Rosa Parks Diversity Leadership Award 2019



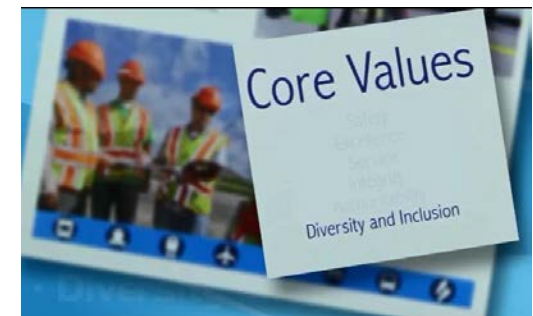
Why MnDOT's commitment to consider equity when contracting matters

- We make an **economic impact** that helps reduce disparities.
- We signal demand that attracts new businesses and increases **competition**, leading to better prices.
- As businesses become more skilled and efficient, industry **productivity** grows.
- We increase **community trust** because of greater opportunity and transparency, especially among underutilized contractors.

One Minnesota approach to governing:

“Give everyone a seat at the table.
Bring racial, economic and geographic equity to public policy and decisions.”

- **Gov. Walz, Jan 2019**



MnDOT \$ Value Prime Contracts with TGB, DBE, Vets

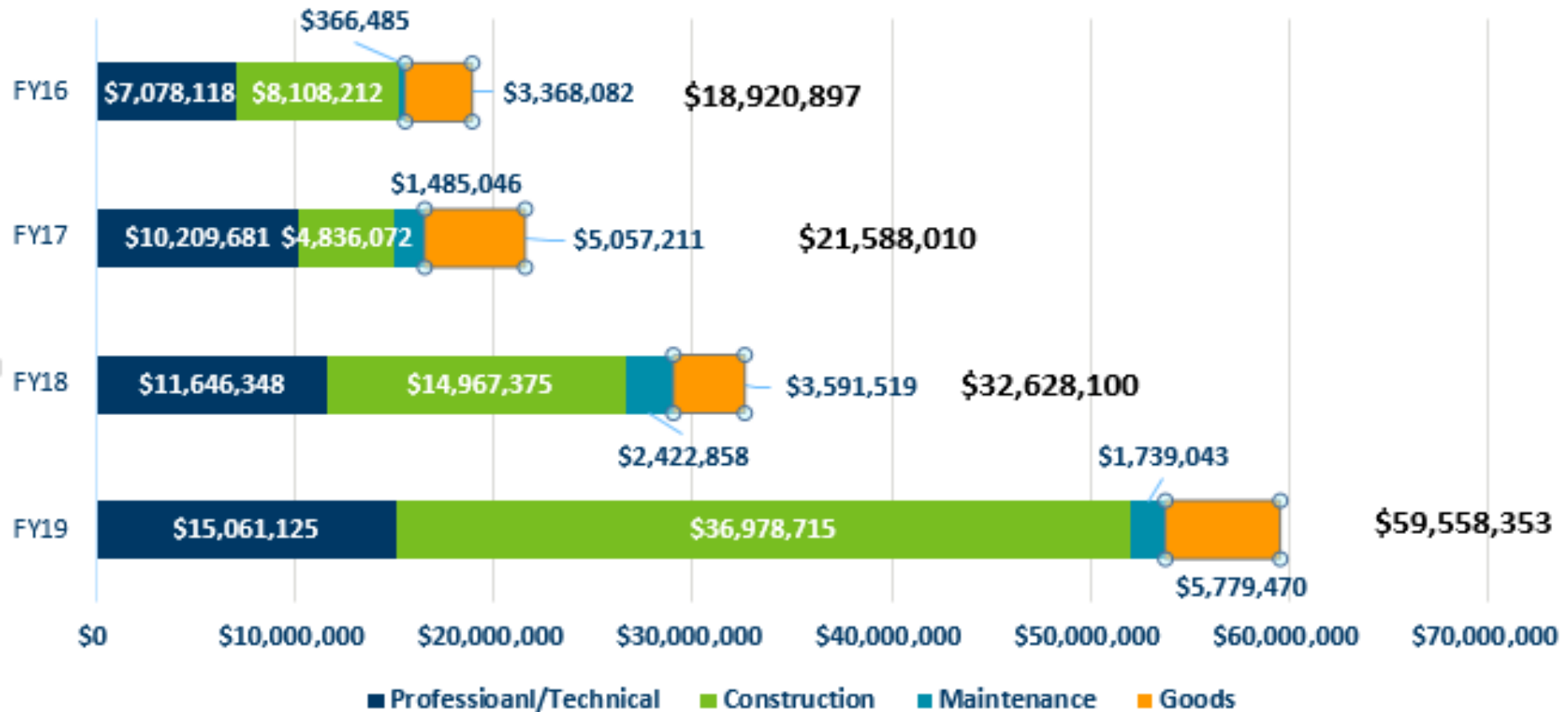


Figure 1: Estimated dollars awarded to prime contracts and goods purchases from TGB/DBE/Vets and known minority and woman-owned small businesses.

We use data to identify progress and gaps

Estimated MnDOT Negotiated Maintenance Prime Contracts Awarded to T/V/D

	Number of Prime Contracts Awarded to T/V/D	Number of T/V/D Primes Awarded	Total Dollar Value of T/V/D Prime Contracts	Number of Vet Awarded	Number of Woman T/V/D Awarded	Number of Latinx American T/V/D Awarded	Number of Asian American T/V/D Awarded	Number of African American T/V/D Awarded	Number of Native American T/V/D Awarded
FY16	4	4	\$366,485	1	2	0	0	1	1
FY17	36	9	\$1,485,046	0	5	0	0	3	1
FY18	40	17	\$2,422,858	1	10	0	1	4	2
FY19	42	18	\$1,739,043	1	9	0	1	7	4

Estimated MnDOT Professional/Technical (P/T) Prime Contracts Awarded to T/V/D

	Number of Prime Contracts Awarded to T/V/D	Number of T/V/D Primes Awarded	Total Dollar Value of T/V/D Prime Contracts	Number Vet Award	Number of Woman T/V/D Awarded	Number of Latinx T/V/D Awarded	Number of Asian American T/V/D Awarded	Number of African American T/V/D Awarded	Number of Native American T/V/D Awarded
FY16	102	30	\$7,078,118	1	25	2	5	0	0
FY17	124	39	\$10,209,681	1	32	3	6	2	0
FY18	126	41	\$11,646,348	2	32	2	9	2	0
FY19	160	50	\$15,061,125	2	41	6	7	3	0

How Metro accelerated its contracting with small businesses

1. By changing practices
 - Right-sizing work (less than \$150k)
 - Simplifying contract methods,
for MnDOT staff and contractors!
 - Lump sum, quick payment (often 5 days or less)
 - Forecasting and broadcasting opportunities
2. By contracting directly with certified small businesses
 - Aligning work with small business capabilities
 - High labor/low capital content
3. By changing attitudes
 - Finding small businesses, encouraging certification & state vendor
 - Training to use our specs, prepare quotes, apply prevailing wage
 - Recognizing and rewarding staff for doing their part
4. By setting goals, tracking progress and sharing results



“Less is more”

“We need to change”

What are small businesses saying about working with MnDOT?

What are the benefits to your company from doing business with MnDOT?

Quick payment

Relationships

Personnel want variety of assignments not just task

Ability to start bidding smaller jobs as a prime

Making more money

Consistent work

Working directly with MnDOT (no primes)

MnDOT pays on time

Does anyone else benefit from you doing business with MnDOT?

We know we need to deliver for every client every project

My employees, crew

My family

MnDOT

The public and local communities

How does/would a \$130,000 contract impact your business?

Big impact

Give us opportunity to grow

Would be a good sized project for us to be the prime

They all add up, small, medium and big

How should MnDOT improve the process?

Give more notice of upcoming opportunities

Be transparent with bid results

Simplify contract language

More time to respond

Facilitate PM-contractor communication



Mary Schmidt
mary.b.schmidt@state.mn.us

Thank you!