



PAVED

Projects Adding Value by Expanding Diversity





CIVIL RIGHTS DIVISION

Texas Department of Transportation **PAVED** Transportation Summit

**Texas Christian University
Brown-Lupton University Union
2901 Stadium Dr., Fort Worth, TX 76129**

October 13, 2017 · 8:00 AM - 1:00 PM

- 8:00 AM – 10:00 AM Registration | Check-in | Continental Breakfast
- 10:00 AM – 10:15 AM Welcome and Introductions | Event Overview
Gregory W. Cedillo, P.E., Director of Construction, TxDOT Fort Worth District
- 10:15 AM – 10:45 AM Case Study
Tracy Green, President and CEO, TinMan Enterprises
- 10:45 AM – 11:30 AM Heavy Highway Panel Discussion
Panelist 1: Tom Herman, DBIA, North Texas Area Manager, Flatiron
Panelist 2: Dana Bihl, Contract Administrator, Big Creek Construction
Panelist 3: Gregory W. Cedillo, P.E., Director of Construction, TxDOT Fort Worth District
Panelist 4: Sherrill Lester, President, QMF Steel, Inc.
- 11:30 AM – 12:30 PM DBE Compliance and Construction Opportunities
Jesse Lineberger, Letting Management Section Director, TxDOT Construction Division
Martha Arnold, Program Specialist, TxDOT Civil Rights Division
John Tillinghast, P.E., Transportation Engineer, TxDOT Fort Worth District
- 12:30 PM – 1:00 PM Financial, Access to Capital and Bonding
Ervin Hughes, President, Dominion Capital Management Corporation

Breakout sessions on the following topics will be held from 11:30 AM to 12:30 PM.

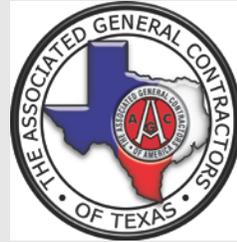
- Pre-Qualifications
- DBE Certification
- Navigating TxDOT.gov



Industry Partners

Thank you to the following industry partners:

- AGC of Texas
- Alliance Geotechnical Group
- Austin Bridge & Road
- Equify
- Ferrovial Agroman US Corp
- Fluor Corporation
- Granite Construction
- Holmes Murphy
- HNTB
- Iconic Consulting Group
- Kiewit Infrastructure Group
- McCarthy Building Companies
- United Rentals
- Webber
- WSP USA, Inc.
- Zachry Construction Corporation



Host Partners and Regional Supporters

Thank you to the following host partners:

**Regional Hispanic Contractors
Association**

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Ruben Landa
Vice Chairman
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**Regional Black Contractors
Association**

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**National Association of Minority
Contractors**

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DBivens@namcdfw.org



Presenters and Participants

Thank you to the following speakers and panelists:

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TxDOT Websites

- Civil Rights Division - <http://www.txdot.gov/inside-txdot/division/civil-rights.html>
- TxDOT DBE Program - <http://www.txdot.gov/business/partnerships/dbe.html>
- PAVED Program - <http://www.txdot.gov/inside-txdot/division/civil-rights/dbe/paved.html>
- Fort Worth District - <http://www.txdot.gov/inside-txdot/district/fort-worth.html>
- Diversity Management System (DMS): <https://txdot.txdotcms.com/Default.asp?>
- eVerify: <http://www.txdot.gov/business/letting-bids/letting/e-verify.html>
- Prequalification: <http://www.txdot.gov/business/contractors/contractor-prequalification.html>

TinMan Enterprises

Presented by: Tracy L. Green, President

October 13, 2017

AGENDA

- Company Overview
- Projects
- My Journey
- DOT Available Resources
- Critical Success Factors
- Strategic Partnerships
- Question & Answer

COMPANY OVERVIEW



- Founded 1999, current leadership since 2002
- Tracy Green, President
- Welding, Fabrication, & Repair of
 - ✓ Fences & Gates
 - ✓ Handrails
 - ✓ Stairs
 - ✓ Structural steel
 - ✓ Decorative metalwork
 - ✓ Heavy Highway/Civil Construction
- Serving Texas and adjacent states

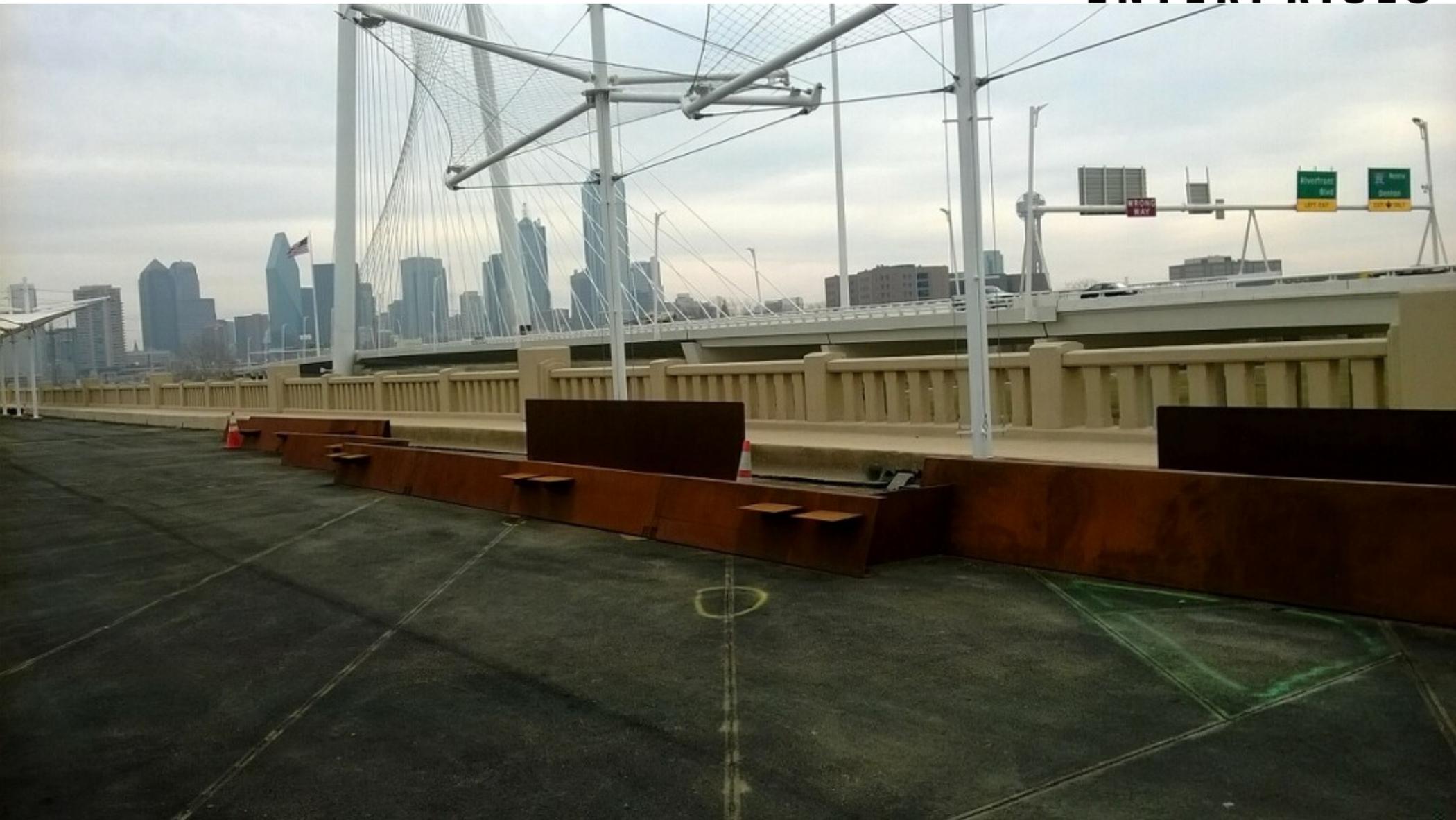


TinMan

WELDING SERVICES

Where ideas take shape.





Pedestrian Rail – Cameron County



Rail – Municipal project



Unsafe safety cable – Houston Channel Ship Bridge



Replace safety cable – Houston Channel Ship Bridge



Channel & Guard Rail – Orange County



Guardrail & End Treatments



Crash Cushion Repairs & Replacement



Ornamental Fence Posts – Local let



Ornamental Fence Installed – Local Let



My Journey

➤ Education

- ✓ Bryan High School, Bryan, TX
- ✓ Vanderbilt University, Nashville, TN
- ✓ University of Denver, Denver, CO

➤ Military

➤ Corporate Career

➤ Entrepreneurship

DOT AVAILABLE RESOURCES

- DOT-funded training and support
- Training resources
 - ✓ Pre-qualification/Bidding & Estimating class
- TX DOT Programs and Resources
 - ✓ Website
 - ✓ Financial document support
 - ✓ Financing opportunities
 - ✓ On-the-job training services and grants (RTW)
 - ✓ Alliance Program



Critical Success Factors

1. Certification
 - a. Bidder's Questionnaire – Levels of certification (Waived vs. Non-waived); Bidding capacity -Working Capital = Current Assets – Current Liabilities
 - b. DBE Certification - NCTRCA/Expiration/TX DOT Annual Update/NAICS codes

2. Bidding strategy
 - a. Strategic partnerships
 - b. Location
 - c. Local let projects

3. Contract
 - a. Sets the tone for the relationship
 - b. Manages risk – Offset
 - c. Specifications & Contract Drawings

4. Vendor Selection
 - a. Made in America
 - b. Approved TX DOT vendor

5. Financial Investment
 - a. Suppliers/Joint check
 - b. Labor
 - c. Equipment – Rent vs. Own

Critical Success Factors

6. Operations
 - a. Inventory & secure material
 - b. Material escalation
 - c. Unit price vs lump

7. Documentation
 - a. Certified payroll
 - b. E-verify
 - c. Product data
 - d. Commercially Useful Function (CUF)
 - e. Field directives

8. Billing – HOW DO WE GET PAID?
 - a. All the above
 - b. Billing cut-off date
 - c. Monthly contractor's estimate – quantity and timeline
 - d. Liquidated damages

9. Internal process controls

10. Strategic partnerships & resources

Strategic Partnerships

- Pros:
 - ✓ Improved Customer Service
 - ✓ Access To Other Markets
 - ✓ Does not require forming a formal legal entity
- Cons:
 - ✓ Less defined than a joint venture (JV)
 - ✓ More customer education required
 - ✓ Does not require forming a formal legal entity
- Partner Selection
- Rules of Engagement
- Measure of Success

AGENDA

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- My Journey
- DOT Available Resources
- Critical Success Factors
- Strategic Partnerships
- Question & Answer

Questions?
Tracy L. Green
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817.288.6116 x 102 Office
817.343.8111 Mobile



CONTRACTING WITH TXDOT 101

Instructions for New Contractors
Construction Division

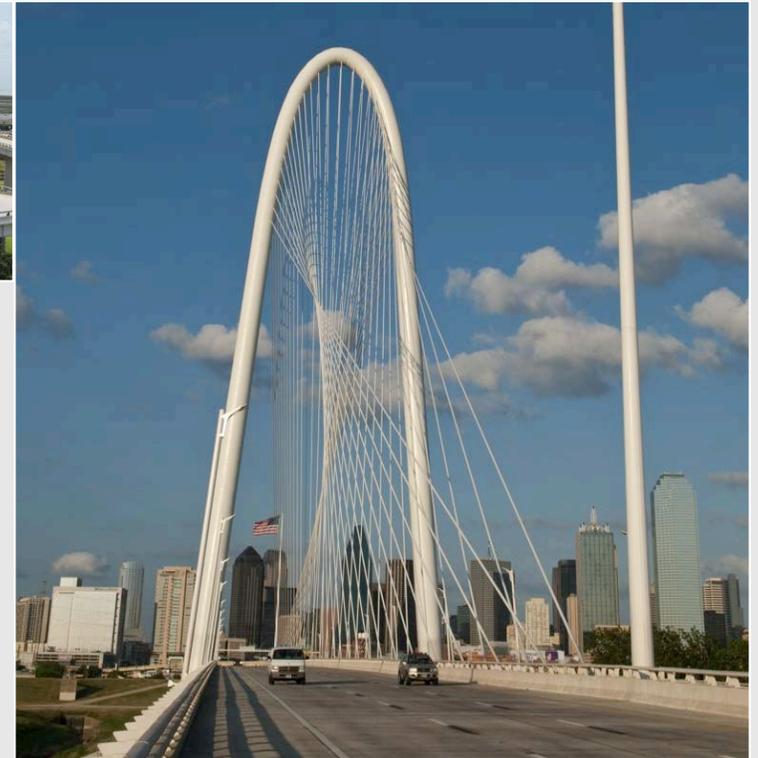


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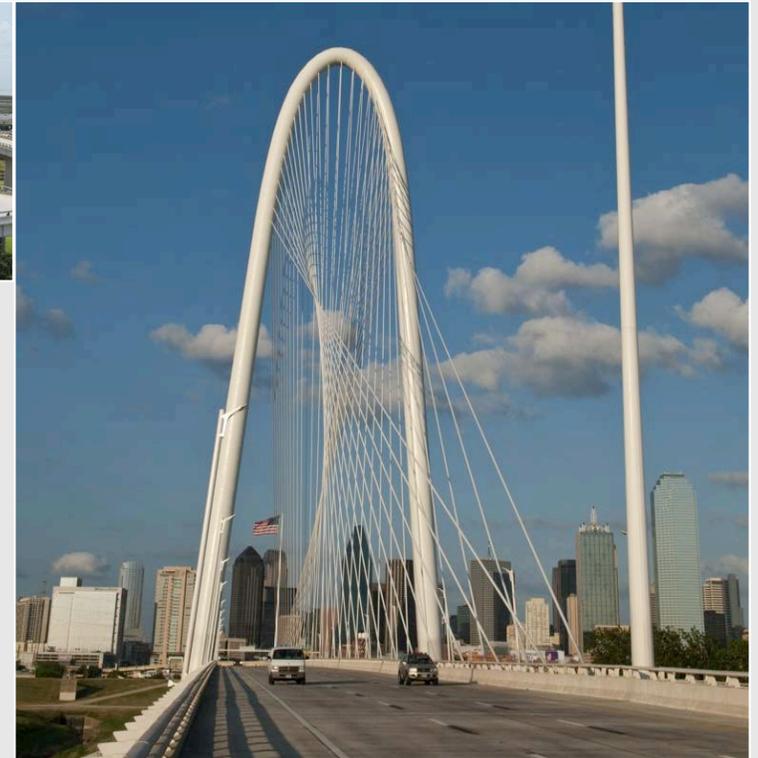
LEADING UP TO CONTRACTING



- Prequalification
- Proposal Request
- Bid Submittal
- Contract Letting
- Bid Tabulations
- Texas Transportation Commission Meeting

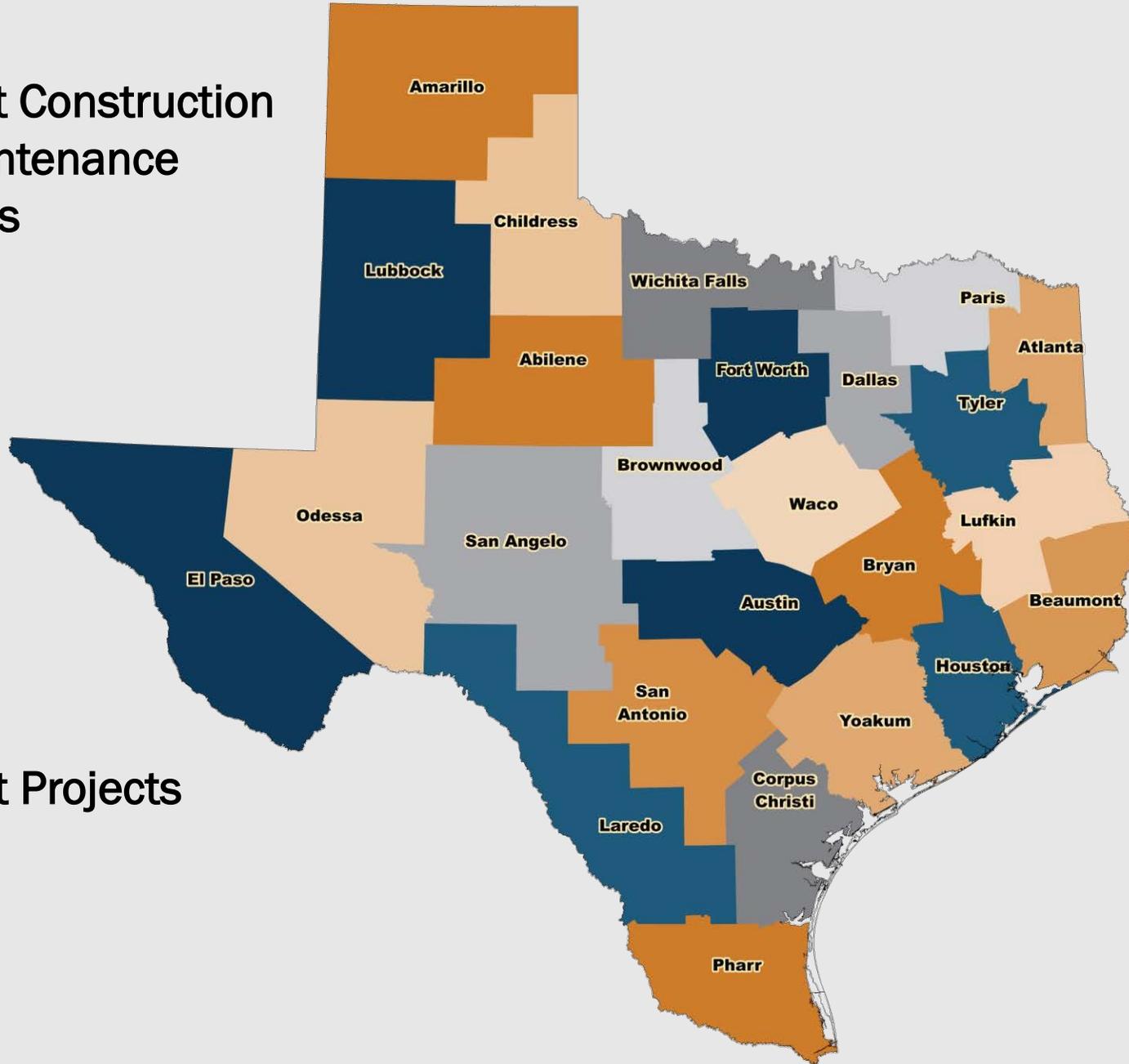


CONTRACT LETTING



Contract Letting

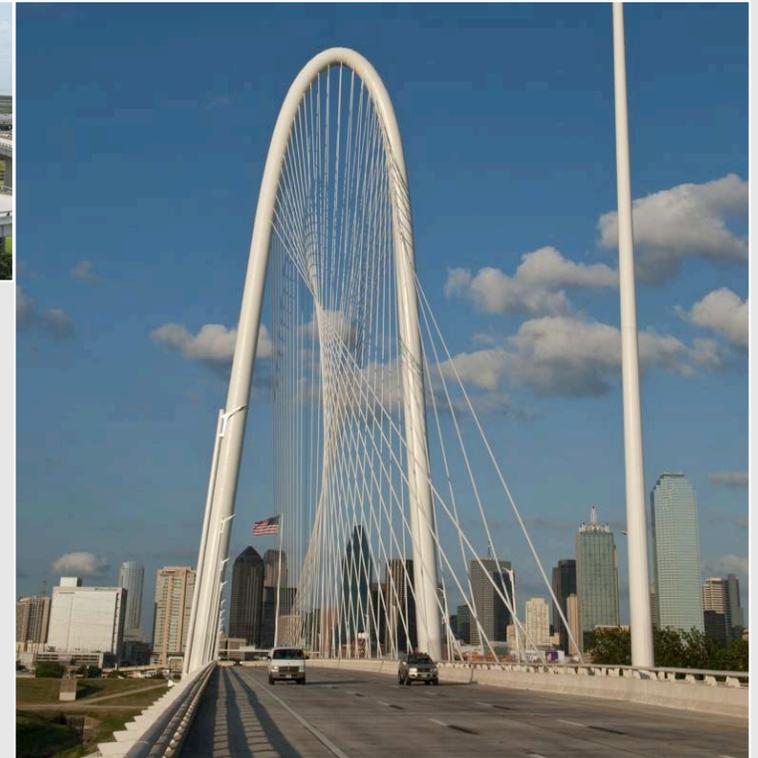
State Let Construction
and Maintenance
Contracts



Local Let Projects



BID TABULATIONS



Bid Tabulations

Bid Tabulations and Bid Totals

- Made available on the TxDOT website
- 2014 Standard Specifications for Construction and Maintenance of Highways, Streets, and Bridges (Spec Book)
 - Item 2, Section 11

TEXAS DEPARTMENT OF TRANSPORTATION

Search TxDOT

Driver | Government | Business | Inside TxDOT | Careers

Business Consultants | Contractors | Vendors | Letting & Bids | Opportunities | Projects | Training | Resources | Partnerships

Business Consultants | Contractors | Vendors | Letting & Bids | Opportunities | Projects | Training | Resources | Partnerships

Letting & Bids

- Local Government Projects
- Highway Cost Index
- Contract Letting >
- Letting Schedule
- Projects to Be Let
- Plans Online
- Project Letting Addenda
- Pre- and Post-Letting Information
- Schedule of Letting File Updates
- Official Bid Item Index
- Unofficial Bid Item Index
- Average Low Bid Unit Prices
- Contract Bidding
- Bid Item Code Description Abbreviations

Page Options

Letting and Bids

Home > Business

Before a project can be bid on by a business, TxDOT must let it, or make it available for bidding. The letting and bidding process with TxDOT allows the Agency to get the most competitive pricing on a project and allows multiple businesses to compete for business with TxDOT.

Pre-Letting

- Letting Schedule
- Plans Online
- Notice to Contractors
- Local Government Projects
- List Showing Order of Bids
- Delayed or Rescheduled Projects
- Proposals Request
- Bid Addenda Information

Post-Letting

- State Let Construction and Maintenance Projects Bidders List
- Local Let Maintenance Projects Bidders List
- Awarded or Rejected State Projects
- Awarded or Rejected Local Projects

Prepare to Bid

- Bid Tabulations and Bid Totals
- Estimating Information
- Invitations for Bids and Requests for Offers/Proposals
- Special Bid Items
- Contractor Prequalification
- Bid Proposal Request System -

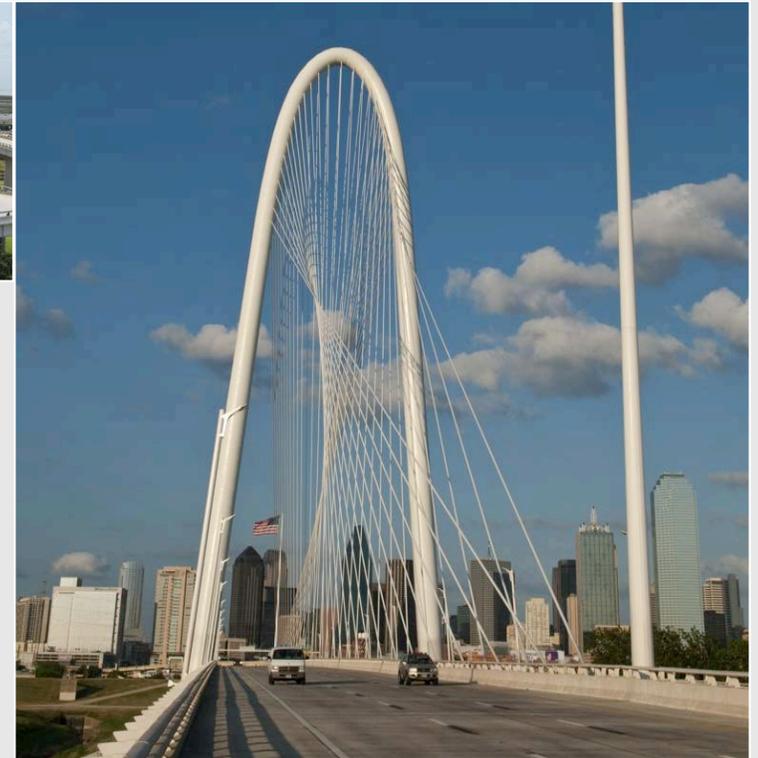
Bidding

- Bid Opportunities Program
- Electronic Bidding System (ICX)
- Official Bid Item Index
- Unofficial Bid Item Index
- Estimator Converter Utility Program and Catalogs
- Checklist for Submitting Bids

<http://www.dot.state.tx.us/business/bt.htm>



CONTRACT AWARD



Contract Award

Texas Transportation Commission Meeting

- Last Thursday each month
- State Let contracts
- Conditionally Awards
- Rejects some projects
 - Price or other considerations
- State Let contract results:
<http://www.txdot.gov/insdtdot/orgchart/cmd/cserve/results/awarded.htm>
- Spec Book
 - Item 3, Section 1
- Awarded at the District level
- Local Let maintenance contract results:
<http://www.txdot.gov/insdtdot/orgchart/cmd/cserve/results/awardedl.htm>

TEXAS DEPARTMENT OF TRANSPORTATION

A - Z Site Index | Contact Us | Español

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Business Consultants | Contractors | Vendors | Letting & Bids | Opportunities | Projects | Training | Resources | Partnerships

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Pre-Letting	Post-Letting
<ul style="list-style-type: none">• Letting Schedule• Plans Online• Notice to Contractors• Local Government Projects• List Showing Order of Bids• Delayed or Rescheduled Projects• Proposals Request• Bid Addenda Information	<ul style="list-style-type: none">• State Let Construction and Maintenance Projects Bidders List• Local Let Maintenance Projects Bidders List• Awarded or Rejected State Projects• Awarded or Rejected Local Projects

Prepare to Bid	Bidding
<ul style="list-style-type: none">• Bid Tabulations and Bid Totals• Estimating Information• Invitations for Bids and Requests for Offers/Proposals• Special Bid Items• Contractor Prequalification• Bid Proposal Request System -	<ul style="list-style-type: none">• Bid Opportunities Program• Electronic Bidding System (iCX)• Official Bid Item Index• Unofficial Bid Item Index• Estimator Converter Utility Program and Catalogs• Checklist for Submitting Bids

Contract Award

Delay of Award

- C&M Agreement
- Notice of Financial Clearance
- DBE Approval

■ Award

- Award Letter
 - 15 day turnaround
 - Instruction Sheet
- Contract documents
 - Bound contract
 - Conformed contract
 - Surety copy
 - Memo of special requirements
 - Railroad
 - Right of Entry
 - Railroad Insurance
 - Warranty
 - Bond/Manufacturer's Bond

Texas Department of Transportation (TXDOT) State Let Construction & Maintenance Contracts Additional Instructions for CONTRACTORS and SURETY Company

CONTRACTS AND BONDS

- Contracts must **NOT** be disassembled for any reason.
- CONTRACTOR must execute and return contracts within 15 days of receiving award letter (ONE bound contract and ONE conformed contract) and BONDS in INK.
- CONTRACTOR must sign and date the Signature Page, Performance Bond and Payment Bond.
- The bond(s) in the contract must be executed (including their signature and date signed) by a corporate surety company authorized to write Fidelity and Surety Bonds for public works in the State of Texas, and for contracts greater than \$100,000 such SURETY must be listed in the current issue of the Federal Register, Dept. of Treasury list and must show adequate bonding capacity for the size of the contract. SURETY must execute Bonds in INK.
- SURETY may date bonds and Powers of Attorney; however, they cannot be dated past the due date of the contracts.
- A Power of Attorney, showing that the SURETY's officer or attorney in fact has the authority to sign the bonding obligations, must be impressed with the corporate seal and attached behind the payment bond in each contract. In addition, the SURETY should attach a Bond claim notice.
- Corporate seal of the SURETY must be embossed on all bonds and also the Powers of Attorney. Water seals and stamp facsimile are not acceptable.

INSURANCE

- Please verify the required insurance information is on file and current with TXDOT and the contract requirements. New or updated information will need to be submitted by the *insurance agent* by completing the appropriate TxDOT Certificate of Insurance, Form 1560. The form can be accessed at the following link:
<http://www.txdot.gov/inside-txdot/forms-publications/consultants-contractors/forms/contractors.html>
Completed forms can be submitted to CST_Insurance@txdot.gov

TEXAS ETHICS COMMISSION COMPLIANCE

- **Effective January 1, 2016**, CONTRACTORS are required to submit Texas Ethics Commission form 1295 for all projects. The form can be accessed at the following link:

https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

This form must be signed and notarized (to enable TXDOT to acknowledge it online) and returned, along with all other contract documents, in the mail. An electronic copy can be emailed to CST_Contracts@txdot.gov but if doing so, in the subject field please reference CONTRACTOR's Business Name, applicable CSJ and contract #.

MAIL

Return all contract documents prior to 5:00 PM on the due date shown on the award letter. If the contract due date is on a weekend or holiday, the contract is due the first business day following the weekend or holiday. A duplicate contract will be returned to the CONTRACTOR when fully executed by the State. If the Contractor fails to comply with all of the requirements in Article 3.4., "Execution of Contract," the proposal guaranty will become the property of the State, not as a penalty, but as liquidated damages. The Contractor forfeiting the proposal guaranty will not be considered in future proposals for the same work unless there has been a substantial change in design of the work.

Send contract documents to:

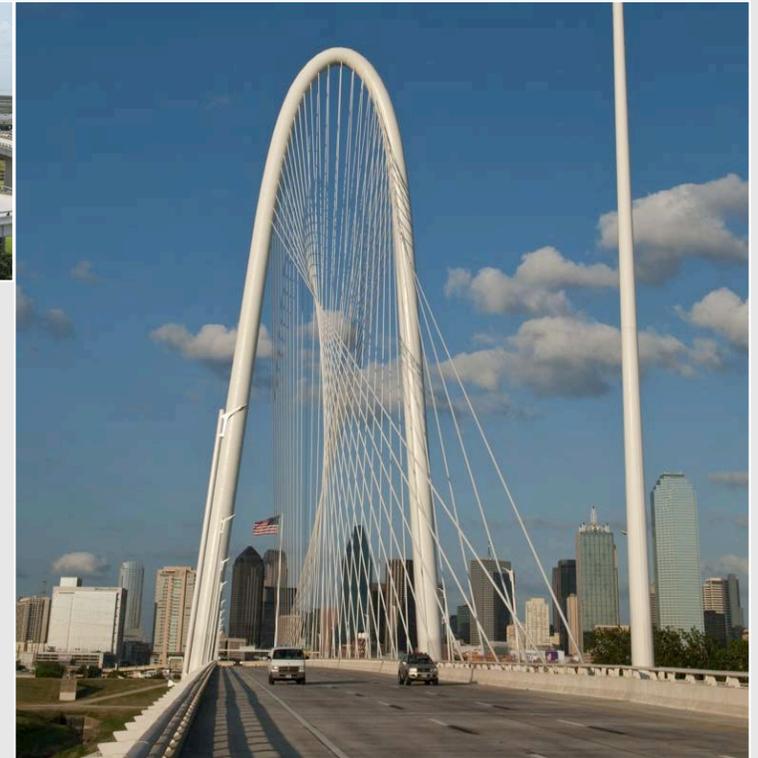
TEXAS DEPARTMENT OF TRANSPORTATION
CONSTRUCTION DIVISION CONTRACT PROCESSING
200 EAST RIVERSIDE DR.
AUSTIN, TEXAS 78704-1287

ASSISTANCE

- For questions or assistance call Contract Processing @ 512-416-2540 or email CST_Contracts@txdot.gov



CONTRACT EXECUTION



Contract Execution

Requirements:

- Return within 15 days
 - Authorized Contractor signature
 - Executed Performance and Payment Bonds
 - Power of Attorney
 - Claims Page
 - Special requirements
 - Railroad
 - Right of Entry
 - Railroad Insurance
 - Warranty Bond/Manufacturer's Bond
 - Ethics Commission 1295 Cert
- Bound contract to Contractor
 - District notification

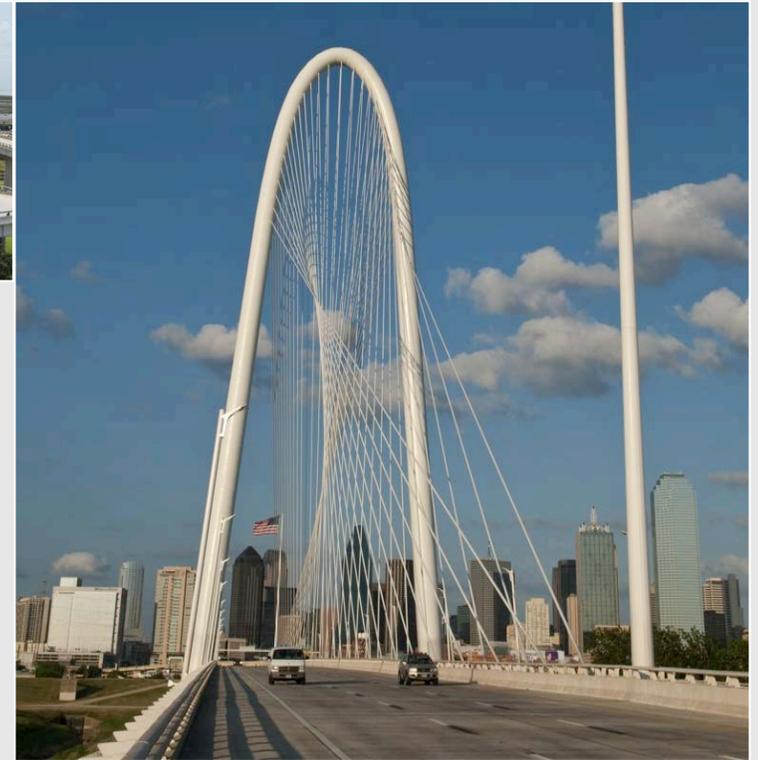
Spec Book

- Item 3, Section 4

Requirements met:



COMPLETING THE WORK



Completing the Work

Contract management

– District

- Preconstruction Meeting
- Project schedule
- List of Material suppliers
- Administration
- Completion of work

The screenshot shows the Texas Department of Transportation website. At the top, there is a search bar with the text "Search TxDOT" and a magnifying glass icon. Below the search bar, there is a navigation menu with links for "Driver", "Government", "Business", "Inside TxDOT", and "Careers". The main content area is titled "Districts" and includes a list of 25 districts on the left side. The list includes Abilene, Amarillo, Atlanta, Austin, Beaumont, Brownwood, Bryan, Childress, Corpus Christi, Dallas, El Paso, Fort Worth, Houston, Laredo, Lubbock, Lufkin, Odessa, Paris, Pharr, San Angelo, San Antonio, and Tyler. To the right of the list is a map of Texas divided into 25 districts, each labeled with a three-letter code. Below the map is a dropdown menu labeled "Locate a District by County:" with the text "Select a County..." and a downward arrow.

<http://www.txdot.gov/inside-txdot/district.html>

Completing the Work

As items are completed

- Inspected by TxDOT
- Paid monthly

Contractor Information System (CIS) Reports

- Monthly estimates
- Published on the website

Refer to the Spec Book for payment of items

The screenshot displays the Texas Department of Transportation website. The top navigation bar includes the TxDOT logo, the text 'TEXAS DEPARTMENT OF TRANSPORTATION', a search bar, and links for 'A - Z Site Index', 'Contact Us', and 'Español'. Below this is a secondary navigation bar with 'Business' highlighted and links for 'Consultants', 'Contractors', 'Vendors', 'Letting & Bids', 'Opportunities', 'Projects', 'Training', 'Resources', and 'Partnerships'. The 'Contractors' link is circled in red. The main content area features a 'Contractors' section with a breadcrumb trail 'Home > Business'. The text explains that TxDOT uses the business community for construction and maintenance projects and that contractors must prequalify. A 'Resources' list includes links for 'Prequalification', 'Insurance Requirements', 'Information', 'Notice to Contractors', and 'Contractor Information System (CIS) Reports', with a red arrow pointing to the last item. A left sidebar contains a 'Contractors' menu with 'Contractor Information System (CIS) Reports' highlighted, and a 'Page Options' dropdown.

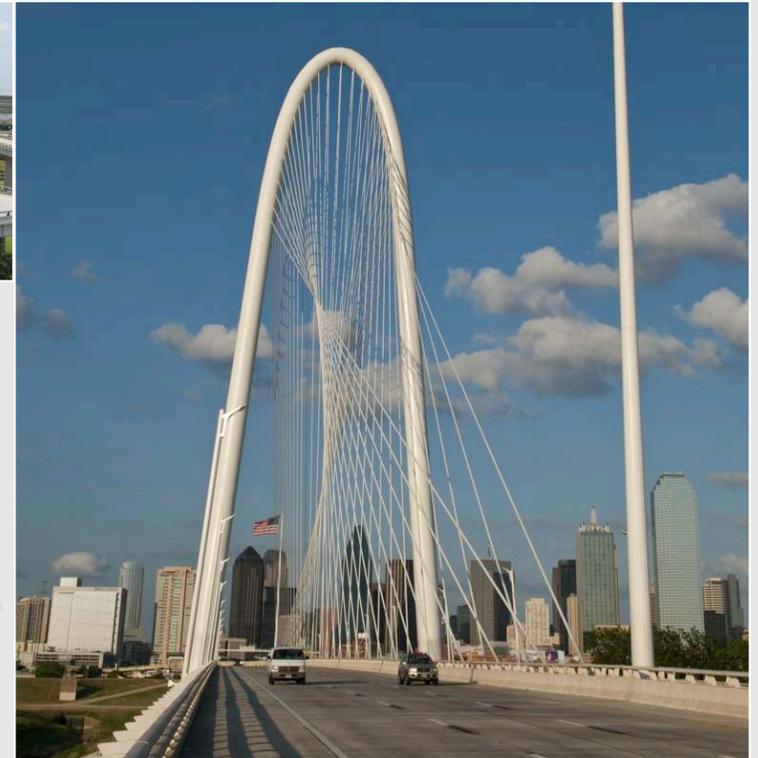
<http://www.txdot.gov/business/contractors/contractor-information-system-cis-reports.html>

<http://www.txdot.gov/business/resources/business-contacts.html>



DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM OVERVIEW

Civil Rights Division



Code of Federal Regulations (CFR)

Title 49 - Transportation

Subtitle A – Office of the Secretary of Transportation

Part 26—Participation By Disadvantaged Business Enterprises
in Department of Transportation Financial Assistance
Programs

49 CFR Part 26

Disadvantaged Business Enterprise (DBE)

- A for profit small business certified through the Texas Unified Certification Program, that is at least 51% owned by one or more individuals who are both socially and economically disadvantaged; and
- Whose management and daily business operations are controlled by one or more of the socially and economically disadvantaged individuals who own it.

Texas Unified Certification Program (TUCP)

Six certifying entities:

- City of Austin
- City of Houston
- Corpus Christi Regional Transportation Authority (CCRTA)
- North Central Texas Regional Certification Authority (NCTRCA)
- South Central Texas Regional Certification Authority (SCTRCA)
- Texas Department of Transportation (TxDOT)

Goal Attainment & Utilization Plans (UP)

The prime contractor shall utilize the DBEs listed in the prime's UP:

- Race-conscious DBE participation
- The DBE must be certified at the time of the commitment
- The DBE must be certified in the NAICS code applicable to the kind of work the firm would perform on the contract

Prime enters into a contractual arrangement with the DBEs listed in the UP specifying the work to be performed and the compensation for the work:

- Subcontract Agreement or Purchase Order (P.O.)
- The DBE must be certified at the time the subcontract or P.O. is executed

Goal Credit & Counting: Types of DBE Participation

Subcontractors – 100% credit

- Must perform 30% of work with its own forces
- Any work subcontracted to a non-DBE will not count

Material Suppliers

- Manufacturers – 100% credit (alter or fabricate product)
- Regular Dealers – 60% credit
 - Selling from inventory
 - Own and operate distribution equipment

Packagers, Brokers, Manufacturer's Representatives, Transaction Expeditors

- Fees or Commissions only
- Fees or Transportation Charges for the Delivery
- Do not count the cost of the materials or supplies

Goal Credit & Counting: Types of DBE Participation

DBE Trucking Firms – 100% credit

- May lease trucks from both DBEs and non-DBEs
- Limited credit allowed for the use of leased non-DBE trucks
- Manage and supervise the entire trucking operation
- Own and operate at least one (1) fully licensed, insured, and operational truck used on the contract
- Receives credit for using trucks it owns, insures, and operates using drivers it employs
- If the DBE leases trucks from a non-DBE truck leasing company and uses its own employees as drivers – 100% credit

Commercially Useful Function (CUF)

A DBE performs a CUF when it is responsible for the execution of the work of the contract and is carrying out its responsibilities by actually:

- Performing
- Managing
- Supervising the work involved

Commercially Useful Function (CUF)

To perform a CUF, the DBE must be responsible, with respect to materials and supplies used on the contract for:

- Negotiating price;
- Determining quality and quantity;
- Ordering the material;
- Installing (where applicable) and
- Paying for the material itself.

Only when a DBE meets all of the requirements should DBE credit be counted for the procurement of the items by the DBE.

Goal Credit & Counting: Commercially Useful Function

- The DBE must be performing a CUF
- Credit is only counted if the prime has paid the DBE for the work performed
- No credit will be given for any materials, supplies, or equipment the DBE obtains from the prime or the prime's affiliates
- If a CUF is not performed, goal credit will be denied

Termination & Substitution

Any terminating or substituting of a DBE listed in the approved UP requires the following:

- Prior Departmental approval;
- Letter or notice of intent sent to the DBE;
- Documentation that the DBE was not willing or able to perform (e.g., Good Cause); and
- That the prime make a good faith effort to find another DBE to the extent needed to meet the goal.

Termination & Substitution

Good Cause:

- Failure or refusal to execute a written subcontract;
- Failure or refusal to perform the subcontract that is consistent with normal industry standards;
- The DBE firm goes out of business or exhibits credit unworthiness;
- The DBE voluntary withdraws;
- The DBE is ineligible to receive DBE credit for the type of work performed;
- Other

The prime must provide the DBE with written notice of its intent and allow the DBE 5 days to respond.

Good Faith Efforts (GFE)

- A Contractor who cannot meet the contract goal, in whole or in part, must make adequate GFEs to obtain DBE participation as stated and defined in 49 CFR Part 26, Appendix A
- A GFE evaluation begins with the amount of work made available
- Quality of Efforts – not necessarily the quantity
 - Actively and aggressively trying to meet the goal
- Form 2603 - Contractors Certification of Good Faith Efforts

Good Faith Efforts (GFE): Considerations

- Soliciting the participation of DBEs (*time considerations*)
- Providing interested DBEs with the plans, specifications, and contract requirements
- Assisting interested DBEs in obtaining:
 - bonding
 - lines of credit
 - insurance as required by the contract
 - necessary equipment
 - supplies
 - materials
 - related assistance or services
- Effectively using the services of available minority/women community organizations; minority/women contractors' groups

References

- DBE Forms

<http://txdot.gov/business/partnerships/dbe-forms.html>

- TUCP Directory – Diversity Management System (DMS)

<https://txdot.txdotcms.com/>

Texas Department of Transportation

Civil Rights Division

125 East 11th St.

Austin, TX 78701

(512) 416-4700

CivilRights@txdot.gov

www.txdot.gov

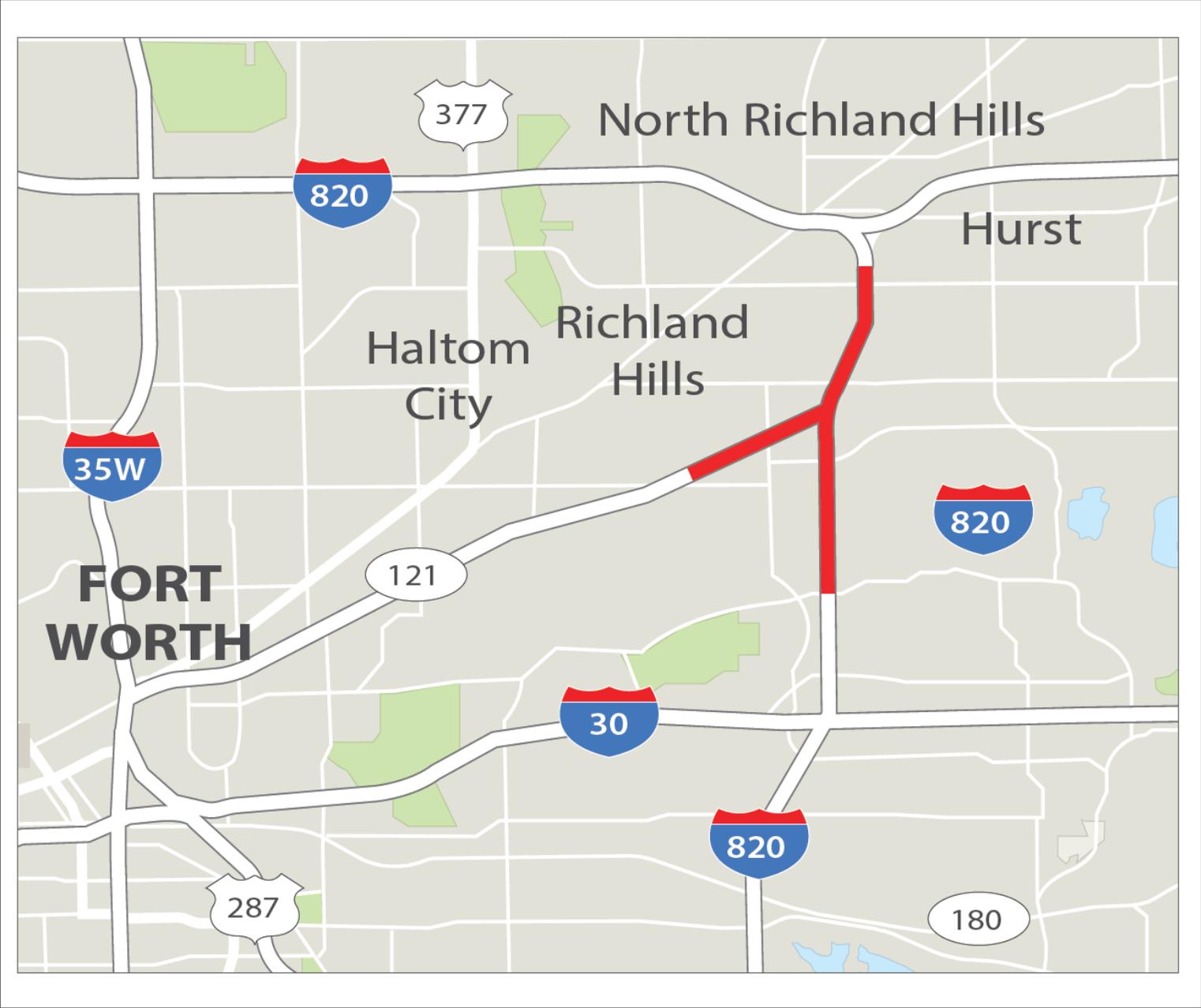
Questions?



I-820 PROJECT



I-820 Project Overview

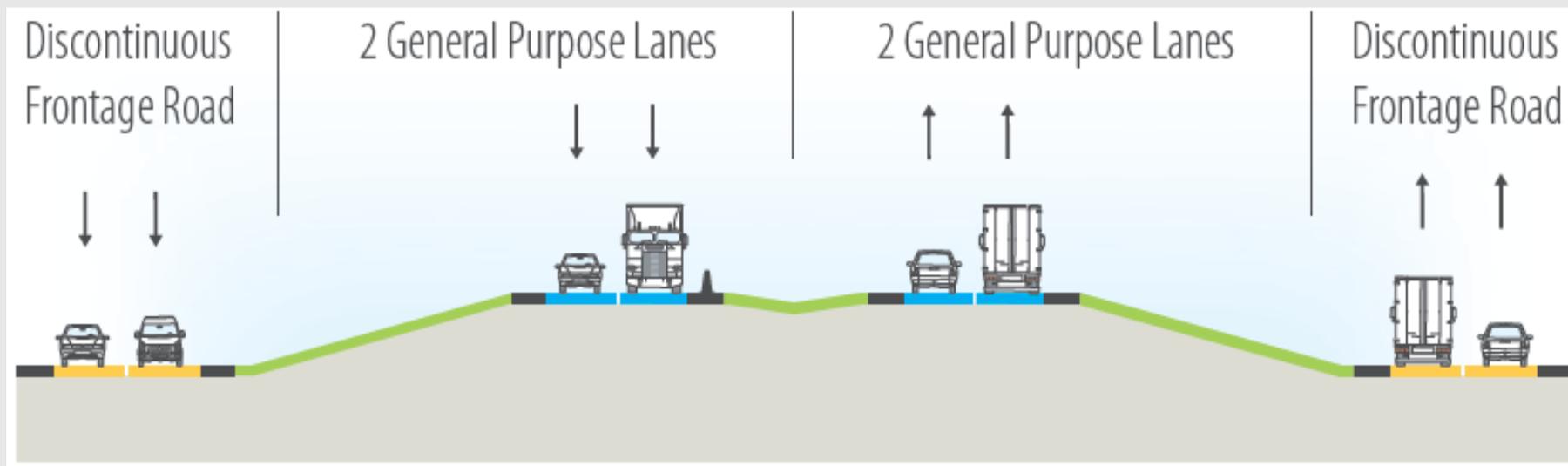


I-820 Project Overview

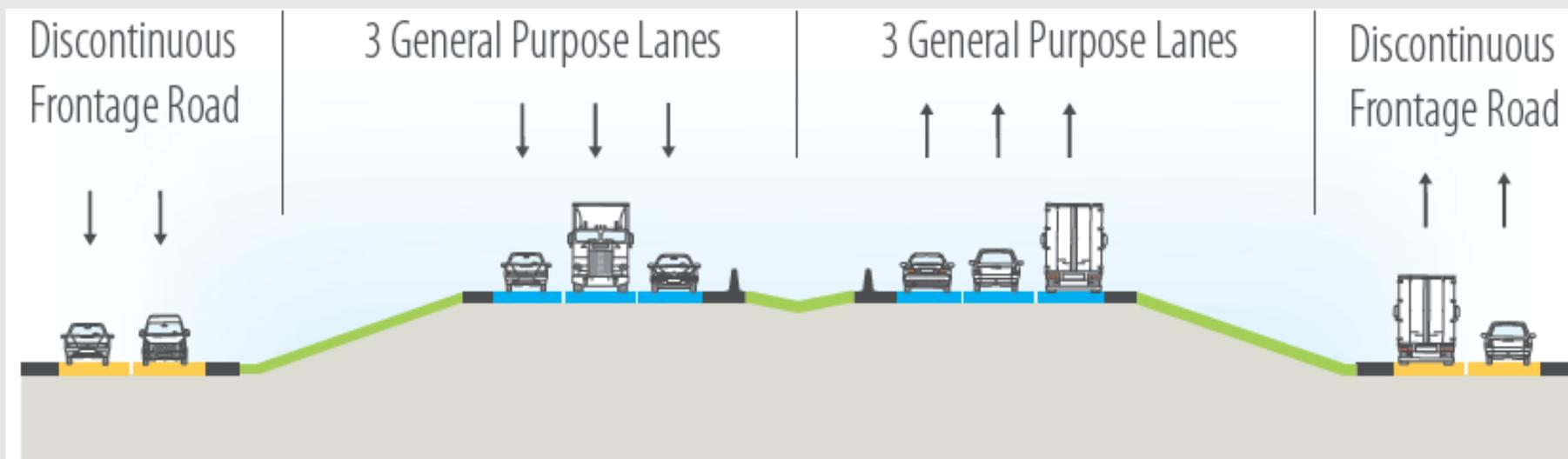
- Project Limits: on I-820 from Pipeline Rd to Randol Mill Road
- Project Scope
 - Reconstruct and widen from 4 lanes to 6 lanes
 - Reconstruct bridges over Trinity River
 - Reconstruct SH 10 bridges and intersection
 - Construct Direct connect ramps from I-820 to SH 121

I-820 Project Overview

Existing Typical Section



Proposed Typical Section



I-820 Project Overview

- Design-Bid-Build
- Let in December 2017
- Begin Construction Spring 2018
- Estimate construction timeline of four years, completion Summer 2022
- Construction Cost Estimate = \$190 million

I-820 Project Overview

- Estimated Quantities
 - 300,000 CY of excavation
 - 400,000 CY of embankment
 - 100,000 TONS of HMAC
 - 100,000 SY of concrete paving
 - 1,000,000 SF of bridge
 - 250,000 SF of retaining walls
 - 20,000 LF of drainage pipe
 - 250 EA of drainage inlets, manholes, junction boxes

I-820 Project Overview

- Other items included in the project:
 - Removal of Concrete Items:
 - Curb, CTB, Retaining Walls, Flume, Paving, Riprap, Medians, Sidewalks, Driveways
 - Removal of Structure Items:
 - Inlets, Headwalls, Pipe, Junction Box, Drill shaft, Drainage Flume
 - Guardrail and End Treatments: Install and remove
 - Crash Cushion Attenuator: Install, move, reset and remove
 - Lighting, Signals, ITS, Small and Large Signs
 - Seeding, landscaping, irrigation

Questions??



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Contract Financing for Small Business
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Welcome and Introduction

Who We Are

Dominion Capital Management Corporation is a Houston based financial technology company that provides contract financing solutions for small businesses nationwide.

What We Do

We provide financial services, training, and credit building assistance for small businesses through the eCredit365™ Finance Suite.

Our Management Philosophy

To support growth and financial capacity for contractors.



What We Will Cover

- **Bondability and Readiness**
- **10 Financing Types and Requirements**
- **How to Finance Government Contracts**
- **Working Capital: The Cost of Cash vs Credit**
- **How to Build Your Business Credit Report**
- **How to Get Prequalified for Free Before You Apply**



Bondability & Readiness

5 Things Your Bonding Agent Wishes You Knew...

But Can't Tell You. Simply put, "Bondability" is a measure of how bonding companies, lenders, investors, vendors, insurers, and suppliers view the risk of offering credit or capital to your business.

Point #1 – Business Structure

Bonding may decline if the business fails to meet the **20 compliance** items in their structure test.

Point #2 – Personal Credit Scores and Optimal Credit Usage

Personal 720+ FICO – Keeping revolving credit card balances under 40% can help to push your credit scores up quickly.

Point #3 – Business Viability

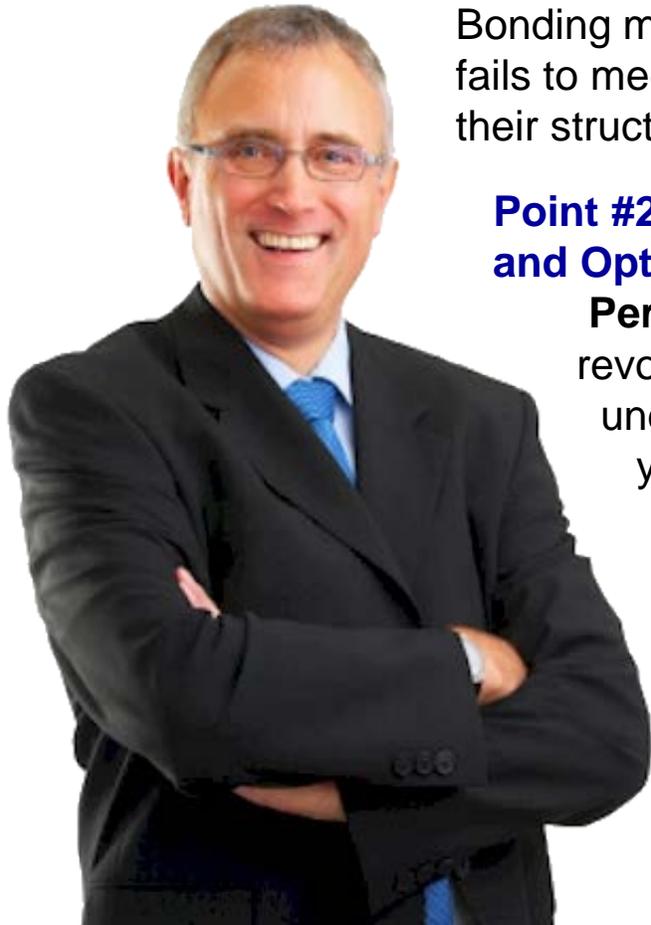
Financial statements show that your business is credit worthy and "viable." This means that you **must** have **sufficient liquidity** to prove that you can perform the work.

Point #4 – Past Performance

Build a successful project performance history by taking on projects that fit your core capabilities well and have sufficient financial capacity to perform the work. Project References are key.

Point #5 – Business Credit Scores

Build and maintain credit with suppliers. Pay on time and get strong **business credit scores** from business reporting agencies like National Trade Credit¹, Experian Business², Dun & Bradstreet³, and Equifax Small Business⁴ may be used to assess overall risk.



10 Financing Types and Requirements **Accessing Capital Workshop**

There are many ways to finance a business, so take a look at this list of tested and proven ways to get access to the capital and credit that your business needs to startup and grow. Depending on your business model, the sales performance of your company, and your personal credit scores, some or all of these options may be available to use to raise needed capital and credit.

Here are just (10) of them:



It's your true credit picture

The FICO Score is used to determine how much money you can borrow, and how much interest you'll pay.

Financing Type	Minimum Credit Requirements
1) Unsecured Credit Cards	Owner's Credit 740+
2) Unsecured Bank Lines	Owner's Credit 740+
3) Unsecured Term Loans	Owner's Credit 720+
4) Government Loans	Owner's Credit 700+, Collateral
5) Asset Based Loans	Owner's Credit 680+, Collateral
6) Equipment Lease Financing	Owner's Credit 650+, Collateral
7) Purchase Order Financing	Owner's Credit 550+, Contract A/R
8) Invoice Factoring Lines	Owner's Credit 500+, Contract A/R
9) Net-30 Day Vendor Credit	Owner's Credit N/A
10) Crowdfunding/Investors	Owner's Credit N/A

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How to Finance Government Contracts

MYTH

Most contractors believe that, “cash is king.” It’s not. When you are a government contractor, “**credit is king.**” Because of this type of thinking, many contracting firms fail or underperform financially because owners try desperately to run their businesses on cash from loans instead of business credit.

STRATEGY

In the construction contracting business, there are typically (3) costs that must be financed on credit for each contract won by the contractor and they are;

Labor¹, Materials², and Equipment³.

Financing Type	Structure	Credit Scores	Use of Funds	Source of Funding
Factoring Lines	Buy/Sell	550+	Draw Cash for Labor	Factoring Companies
Vendor Credit	Debt	N/A	Purchase Materials	Manufacturers, Distributors
Business Credit File	Guaranty	N/A	Finance Equipment	Lease Finance Companies



The Cost of Cash vs Credit

Borrowing costs more. The truth about contract financing options, effective rates, and financial capacity building.



Business Loan Term: 84 mos
Use loans to finance income producing assets.

Amount: \$100,000.00 @

Interest Rate: 6.00% A.P.R.

Effective Rate = \$22,700.00

Debt: \$122,700.00

Fixed Payments: \$1,460/mo

- Does Not Revolve
- Does Not Increase
- A/R Turns/Yr = **1x**
- Liquidity = **\$100,000.00**

Factoring Line Term: 30 days
Use factoring lines to finance contracts or offer "net-30 day terms to customers.

Amount: \$100,000.00 @

Transaction Fee: 3.50% 30 days

Effective Rate = \$3,500.00

Debt: \$0.00

Fixed Payments: \$0.00/mo

- Revolves
- Easily Increases
- A/R Turns/Yr = **6.4x**
- Liquidity = **\$640,000.00**

Factoring Lines are based on transaction fees, not amortized interest.

Once all loan proceeds are used, only monthly P&I payments remain. You must have a income producing asset to cover remaining debt.

Building Your Business Credit



Experian™



Accessing Capital Workshop



SMALL BUSINESSES DESERVE SOME CREDIT



What defines a small business? And more importantly, what are the challenges those small businesses face in today's economy? To find out, TD Bank surveyed 553 small businesses with less than \$1 million in annual revenue. Here's what we learned...

eCredit365™ Finance Suite

Our online software and professional credit advisors will help you build a business credit profile that is separate from your personal credit.

Software Features

- Get Prequalified Online for Free
- 1,000's of Small Business Lenders
- Build a Business Credit Profile Online
- Credit Reports on Top Credit Agencies
- Access Vendor, Store, and Cash Credit
- Directly Connect to Credit Agencies

There Are Just A Few Road Blocks



admit they don't know how to seek credit when they're ready



admit their low **PERSONAL** credit score affected their ability to get business credit



don't know about **BUSINESS** credit scores or realize they even have one

Facing Credit Challenges



1 in 5

say rising interest rates are a challenge to their business



31%

had too high of a debt-to-income ratio to qualify for a loan



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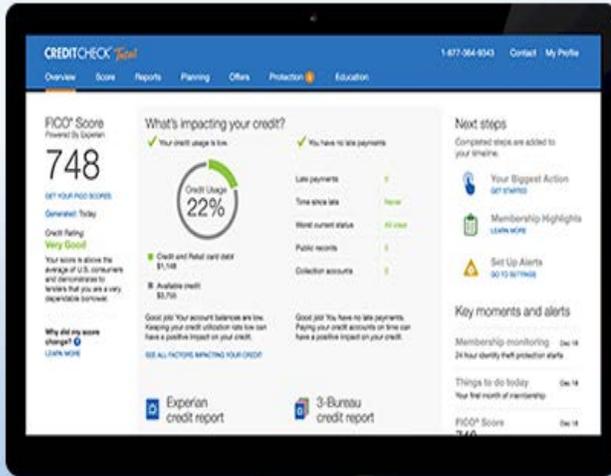
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Get Prequalified Before You Apply

Accessing Capital Workshop

CREDITCHECK[®] Total



How to Get Your Credit Prequalified for Just \$1

User Instructions:

Visit www.CreditCheckTotal.com and sign up for the 7-day trial to get your FICO credit scores.

- 1 Make sure to sign in with login credentials that you are comfortable sending to our underwriters.
- 2 Email the **Username, Password** and the **Last (4) digits of your Social Security Number** so that we may review your credit file without generating new inquiries.
- 3 Send your login to: support@ecredit365.com.

Remember: Please select a login and password that you are comfortable sharing with us, as we will need to monitor this during the funding process. Write down your login and password.

TransUnionSM EQUIFAXSM ExperianSM
Home | About Us | Contact Us | Member Login



Get Your 3 Credit Reports & FICO[®] Scores* for \$1!

More Value: Experian[®], Transunion[®], and Equifax[®] Credit Reports & FICO[®] Scores with membership

More Confidence: Monitoring of your Experian[®], TransUnion[®] & Equifax[®] Reports

More Peace of Mind: Access to dedicated Fraud Resolution Representatives

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