

# I-94 MODERNIZATION PROJECT

## SMALL BUSINESS ENTERPRISE TRAINING PROGRAM

The I-94 Modernization Project Small Business Enterprise (SBE) Training Program is designed to maximize small business participation in the areas of Design and Construction, Engineering, and Inspection (CEI) on the project. This initiative is part of the Michigan Department of Transportation's (MDOT) Small Business Program to provide small businesses the opportunity to gain necessary experience to sustain and obtain MDOT service prequalification.



### GOALS

Small businesses meet or exceed 20% of I-94 Modernization Project participation in areas of design and CEI professional services.



Increase the number of MDOT prequalified consultants to provide MDOT diverse and inclusive project teams.



Increase the technical capacity of SBEs through mentorship on project delivery.



Utilize the I-94 project office environment to facilitate SBE training and promote a "one team" approach.



Enhance the business knowledge of SBE owners through robust leadership training and mentoring.

**\$22M IN SBE CONTRACTED WORK SINCE 2016.**



# PACKAGE 1 DEVELOPMENTS

## PROGRAM SUCCESSES

The 2020-2021 Advanced Bridges CEI Phase 2 program included a total of **six new SBE prime consultant contracts**. The full list of SBE companies that were approved and participated in training include:

1. CMTS, LLC
2. Great Lakes Engineering Group, LLC
3. Hennessey Engineers, Inc.
4. Onyx Enterprise, Inc.
5. Scales & Associates, Inc.
6. Tyme Consulting Engineers, Inc.

**+6** NEW SBE PRIME CONSULTANT CONTRACTS VALUED AT **\$1.5M**

**“The SBE program is providing a very vital role in the bigger process of gaining the experience necessary to obtain MDOT service pre-qualifications.”**

**- ROBIN SCALES, SCALES & ASSOCIATES**

**“I have acquired new and useful ideas from the workshops, and the flow of the training works very well.”**

**- YVONNE MCCLAIN, CMTS, LLC**

**+10** NEW SBE PRIME CONSULTANT CONTRACTS VALUED AT **\$2.5M**

The 2022-2025 first freeway design package program includes a total of **10 SBE prime consultant contracts**. Of those 10, four were first-time MDOT service providers – Accompong Engineering Group, Cincar Consulting Group, Dokes Design Architecture, and Infrastructure Engineering Inc.

The full list of 2022-2025 Freeway Design Package Program:

1. Hennessey Engineers, Inc.
2. Accompong Engineering Group
3. Cincar Consulting Group
4. Dokes Design Architecture
5. Infrastructure Engineering Inc.
6. Onyx Enterprise, Inc.
7. Clark Dietz
8. Spalding DeDecker Associates
9. Value Engineering LLC
10. Tyme Consulting Engineers, Inc.



## MENTOR PROTÉGÉ SBE SUBCONSULTANTS

MDOT created additional small business opportunities for the I-94 Modernization Project through the Mentor Protégé Program.

### I-94 Freeway Design

- Mentor: WSP
- Small Businesses: Value Engineering, LLC and Accompong Engineering Group, LLC

### I-94 Bridge Design

- Mentors: FTC&H, Inc. and AECOM
- Small Businesses: Scales & Associates, Inc. and Somat Engineering, Inc.



# SBE PROGRAM FUNDAMENTALS

## TRAINING PROGRAM .....

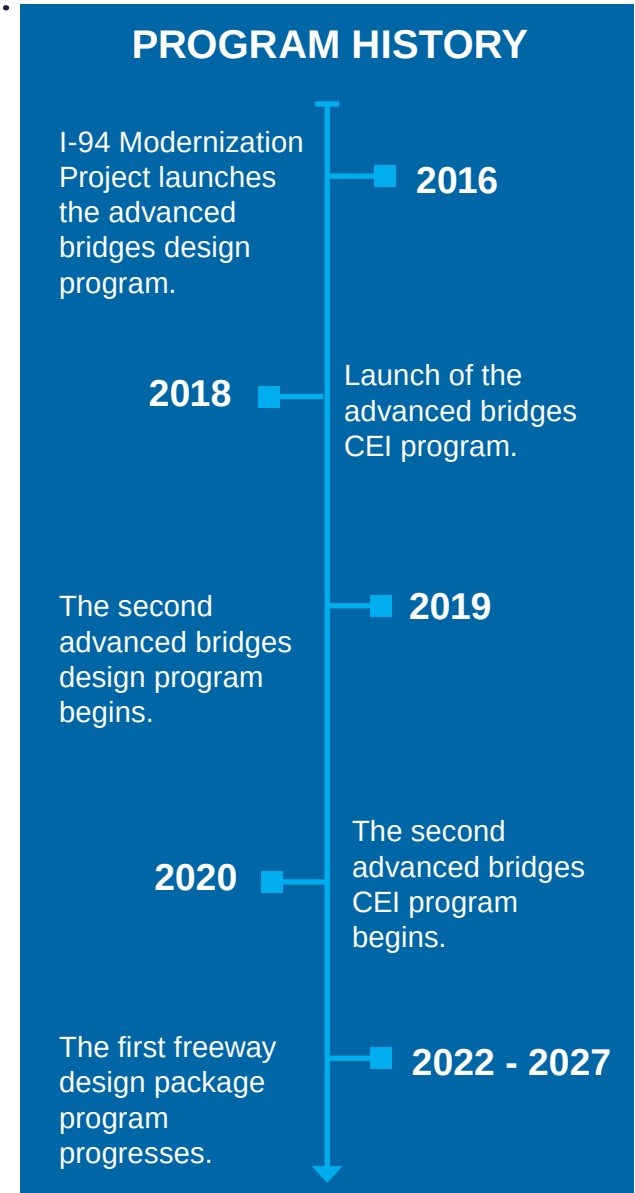
The SBE training is tailored to achieve program goals and support the successful delivery of the I-94 Modernization project. The program engages talented, diverse, and inclusive team members in a spirit of partnership to support future MDOT Service Prequalification in specific construction service categories.

### Formal Training Workshops

- **Technical Training:** Formal training workshops designed to provide technical knowledge and enhance core skills delivered using a “just-in-time” training plan so all knowledge can be immediately applied on the job to provide the value MDOT expects. Workshops typically last anywhere from two to four hours.
- **Core Skills Software Training:** As needed software and technology training for meeting SBE Design and CEI deliverables with a focus on MDOT-required tools.
- **Business Development Training:** Industry best practices, business development skills, and knowledge sharing to assist SBE’s in growing their businesses in a sustainable and profitable manner.

### Benefits

- **Mentor, Coaching, and On-the-Job Experience:** One-on-one mentoring and coaching at the I-94 project office to assist in the career development of the SBE team members.
- **Networking and Relationship Building:** Opportunities to network, share best practices, and work side-by-side with other industry professionals including MDOT and other engineering firms.
- **Evaluation and Feedback:** Real-time feedback is provided through monthly “over-the-shoulder” reviews of in-progress contract deliverables, periodic quality audits, and bi-weekly small business roundtables.





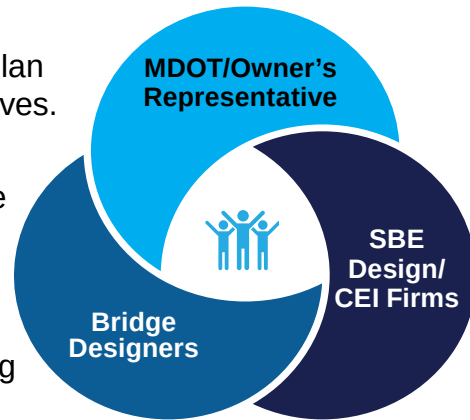
# SBE PROGRAM FUNDAMENTALS

## TEAM

The project team consists of MDOT, the owner's representative consultant (ORC), design and CEI consultants. To date, 24 separate small businesses have obtained prime contracts valued at \$5.8 million. In addition, the MDOT ORC team has partnered with 12 small businesses with subcontracts valued at \$6.9 million.

### Mentor Roles:

- Prepare mentor/protégé plan defining goals and objectives.
- Commit to collaboratively work with protégé, include management level involvement, and monitor performance over time.
- Provide necessary training to support the protégé to obtain a new prequalification classification.



## TOOLS

- Document Control: ProjectWise
- Real-Time Collaborative Quality Reviews: BlueBeam, live Chat, and Q&A.
- Online Video and Web Conferencing: Microsoft Teams, WebEx, Zoom for meetings, workshops, and industry engagement.

## OFFICE ENVIRONMENT



The dedicated I-94 project office provides a collaborative environment for the project team and SBEs.

### Benefits

- Team collaboration and co-location of key staff from all participating consultants to streamline communications, improve productivity, promote diversity and inclusion, and foster the “one team” approach.
- Mentoring environment to support SBE development and continuous on-the-job training resources.
- Equipment and software that enables MDOT project team to work off a safe and secure network with one document control system.





# PAST SBE PROGRAM TEAMS

## DESIGN

2016-2018



### ADVANCED BRIDGES DESIGN PHASE 1

- Access Engineering, Inc.
- Carter and Associates
- Onyx Enterprise, Inc.
- RS Engineering, LLC
- Somat Engineering, Inc.
- Spalding-DeDecker Associates
- Tyme Consulting Engineers, Inc.
- Value Engineering, LLC

**4 SBE'S HIRED NEW EMPLOYEES AND  
3 OPENED NEW DETROIT OFFICES**

2019-2020



### ADVANCED BRIDGES DESIGN PHASE 2

- Access Engineering, Inc.
- Jacobs Gate
- Onyx Enterprise, Inc.
- Scales & Associates, Inc.
- Somat Engineering, Inc.
- Spalding-DeDecker Associates
- Tyme Consulting Engineers, Inc.
- Value Engineering, LLC

**2 SBE'S OBTAINED NEW PREQUALIFICATION  
AND 7 GAINED EXPERIENCE TOWARDS  
PREQUALIFICATION**

## CEI

2016-2018



### ADVANCED BRIDGES CEI PHASE 1

- Abonmarche
- CMTS, LLC
- CTI and Associates
- Jacobs Gate
- Onyx Enterprise, Inc.
- RS Engineering, LLC
- Scales & Associates, Inc.
- Spalding-DeDecker Associates
- Survey Solutions, Inc.
- Tyme Consulting Engineers, Inc.
- Value Engineering, LLC

**MDOT'S ORC (HNTB)  
PARTNERED WITH  
4 SBE'S WITH  
SUBCONTRACTS OF  
\$900K+**

2018-2022



### ADVANCED BRIDGES CEI PHASE 2

- CMTS, LLC
- Great Lakes Engineers, Inc.
- Hennessey Engineers, Inc.
- Onyx Enterprise, Inc.
- Scales & Associates, Inc.
- Tyme Consulting Engineers, Inc.

**“Value Engineering’s accomplishments in the MDOT marketplace have been a direct result of the game-changing opportunity the I-94 Advanced Bridge project - Small Business Development program afforded Value Engineering. To date, Value Engineering has hired eight additional employees, worked on 15 subsequent MDOT projects, and obtained our first two MDOT service prequalifications with a third one on the way later this year!”**

**- JON KOLBASA, VALUE ENGINEERING**