MEETING NOTES SUMMARY

SMALL BUSINESS ENTERPRISE/DBE INDUSTRY FORUM 2

DATE: April 3, 2024

TIME: 3:00 – 5:30 pm

LOCATION: Detroit TSC, 1060 W. Fort St., Detroit MI, 48226

ATTENDEES: Firms, Contractors, City of Detroit Representatives, MDOT Staff, and HNTB Staff. 383 firms invited; 89 firms registered; 49 people/firms signed in. (See Appendix A: Meeting Attendees).

The second of four Disadvantaged Business Enterprise (DBE) Forums was held on April 3rd. The purpose of this meeting was to connect with small and disadvantaged businesses by providing project updates and learning about project DBE goals, the status of the Progressive Design-Build procurement, MDOT capacity assessments during the DBE Certification process, and its Mentor-Protégé Program. Attendees also participated in breakout sessions presented by MDOT staff to learn more about requirements for prequalifications for vendors, consultants, and contractors.

Leslie Love, from MDOT's project team, opened the meeting with a welcome and an overview of the agenda. Leslie then shared the new boulevard's purpose and need and the project equity focus. She also discussed the importance of public engagement and stakeholder outreach to this project due to MDOT's commitment to acknowledging the historic environmental justice of the original freeway construction. Leslie also explained the project timeline.

Jonathan Loree, from MDOT's project team, gave an overview of the project and its delivery method, specifically how the progressive design-build works and why it was implemented, along with the progressive design-build schedule. Jonathan discussed the two phases of the Progressive Design Build delivery model (See Appendix B: DBE Main Presentation).

Jonathan also presented on DBE and workforce development goals and objectives. Jonathan spoke about how MDOT is looking to conduct outreach programs to understand what small businesses need to participate in project delivery and build relationships with contractors in the future. Jonathan also discussed delivery and construction pregualification classifications.





MEETING NOTES SUMMARY

"How to Obtain SBE/DBE Certification" was presented by Bianca Eugene and Crystal Griffin, MDOT staff, and was available to contractors and consultants. Bianca and Crystal also collected names of firms not currently certified to help become certified. "Certification and Prequalification Information for Construction" was presented by Theresa Myrick, MDOT staff, and was tailored more for contractors. There was a second breakout session, "Certification and Prequalification Information for Consultants, Vendors, and Suppliers," which was presented by MDOT Staff Courtney Causie and Michael Meddaugh. (See **Appendix C: DBE Breakout Session Presentations).**

12 individuals responded to the survey and provided comments.

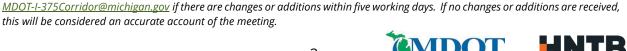
Topics that attendees would like more detail about:

- Benefits of becoming DBE certified
- Non-construction projects and the process
- Mentor framework
- Prevailing wage help

Information that attendees found most useful:

- Public engagement and communications plan
- Mentor protégé overview
- Supportive services for DBE

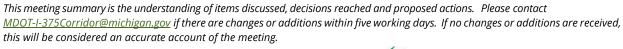
this will be considered an accurate account of the meeting.



This meeting summary is the understanding of items discussed, decisions reached and proposed actions. Please contact

MEETING NOTES SUMMARY

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MEETING NOTES SUMMARY

APPENDIX A: MEETING ATTENDEES

Staff:

- Jonathon Loree, MDOT
- Leslie Love, MDOT
- Theresa Myrick, MDOT
- Bianca Eugene, MDOT
- Crystal Griffin, MDOT
- Michael Meddaugh, MDOT
- James Ranger, MDOT
- Steve Minton, MDOT
- Courtney Causie, MDOT
- Evan Forgacs, HNTB
- Kesha McKinney, HNTB
- Sasha Freeman, HNTB
- Aaliyah Greenhouse, HNTB

Attendees:

- Antonio Colley Jr., Colley Construction
- Ronald Stamps, Brass Ring Group
- David Sheffield, Sheff Traffic Management
- Kimle Nailer, Nail-Rite Construction Company Inc
- Robin Scales, Scales and Associates Inc
- Robert McKinney, RT Contracting
- Wayne Montour, Green Arrow Staffing
- Guy Ross, FS, LLC
- Andrew Andrade, A and 6 Construction
- Andrea Pride
- Martiz Williams, MLW Rocks, LCC
- Jon Kolbasa, Value Engineering
- Richard Buchanan, Buchanan Transport
- Rhonda Rowe, Rowe Trucking, LLC
- Susan Armstrong, Brendel's
- Cherise Gary, Certifications

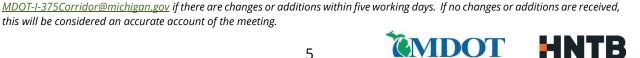




MEETING NOTES SUMMARY

- Anita Zavala, DHDC
- Rachael Hernandez, DHDC
- Brigida Villarreal, Eminent Contracting, LLC
- Eric Sanders, GCON Services
- Yolanda Buckles, NABWIC
- Marja Farrow, Farrow Group Inc
- Cesar Mireles, Eminent Contracting, LLC
- Milton Garcia, Gym Construction
- Jason Gapa
- Ryan Sheffield, Sheff Traffic Management
- Latricia Giddens, Phantom Specialty Construction
- Dyrris Marshall, Haynes Enterprise
- Herb Haynes, Haynes Enterprise
- Andre Brooks, Osborn Engineering
- lason Cole, MMCA/NAMCE
- Fred Hart Sr., Makaveli Construction and Associates
- DuaSean Mitchell, Coopers Way Services
- Tatiana Grant-Sanders, 205D Partners, Inc
- Albert Simpson, DET
- Lovie Wilson, W3 Electric
- Jameela Simpson
- Bianca Graves, LEBS
- Julie Frazo, Brendel's Septic
- Ron Evans, Bright Ideas Consulting, LLC
- Sharon Crockett, MBDA
- Roy Obiora, Jacobs Gate Associates
- Angeles Cuevas, A and G Construction
- Thessel Wilson, W3 Electric
- Lleyana Jack Chezick, ES Jean Consulting Services
- Jose Garcia, Eminent Excavating, LLC
- Nisha P., AVRS Build Construction
- Bala Murthy
- Lashawna Manigault, DEGC

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MEETING NOTES SUMMARY

APPENDIX B: DBE MAIN PRESENTATION



I-375 RECONNECTING COMMUNITIES PROJECT

DISADVANTAGED BUSINESS ENTERPRISE INDUSTRY FORUM

April 3rd, 2024

MDOT

AGENDA

- 1. Welcome and Introductions
- 2. Project Overview
- 3. Project Delivery Method
- 4. DBE and Workforce Development Program Goals and Objectives
- 5. How to obtain SBE/DBE Certification
- 6. Q&A
- 7. Breakout Sessions

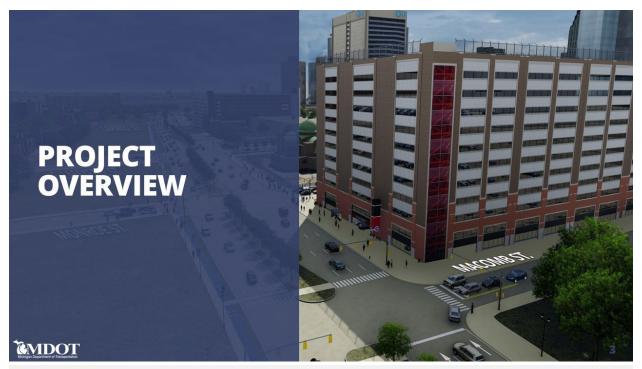
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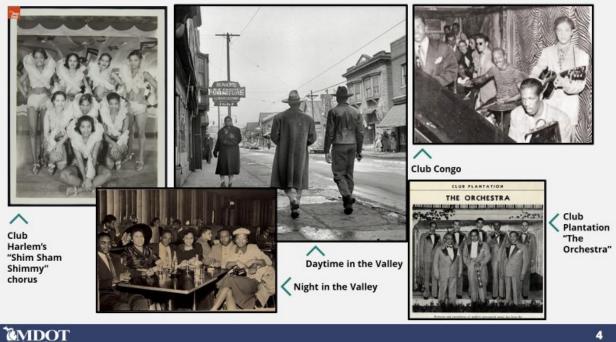
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MEETING NOTES SUMMARY









MEETING NOTES SUMMARY

PURPOSE AND NEED

TRANSPORTATION

- Address an infrastructure need and replace the outdated interchange design, deteriorated bridges, and roadways.
- Address existing and future transportation needs and roadway safety for all users.
- Improve connectivity to surrounding areas for both vehicular and nonmotorized users.
- Enhance access to enable future development and other placemaking opportunities



 Serve and connect people, communities, and the economy through transportation.



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PROJECT EQUITY FOCUS



Transportation for All Modes



Small Business Enterprise Program and Workforce Development

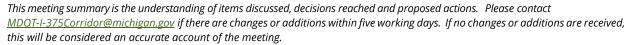


Community Enhancement Plan



Framework Plan

EMDOT Michigan Department of Transportation







MEETING NOTES SUMMARY

PUBLIC ENGAGEMENT AND STAKEHOLDER OUTREACH

How is the project team connecting with the community?

Public Meetings and Community Pop-up Events

Local Advisory Committees Government Advisory Committee Project phone number, website, and online comment forms

This input will also influence the overall design, the Community Enhancements Plan, Framework Plan, and Aesthetic Guidelines.

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PROJECT FEATURES

Project Limits include:

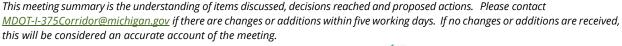
- A. I-375 from the Detroit River to the I-75 Interchange
- B. I-75 from John R St. to Mack Ave
- C. Gratiot Ave. from St. Antoine to the Dequindre Cut
- D. Existing Gratiot Connector

Benefits:

- Strengthens existing and future transportation, multimodal mobility choices, and roadway safety.
- Improves connectivity.
- Enhanced access enables future development and other placemaking opportunities with official land use and long-term economic development plans.
- Address deteriorated infrastructure, including stormwater management capacity.



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MEETING NOTES SUMMARY

I-375 RECONNECTING COMMUNITIES PROJECT



This video begins at Mack Avenue going south on highlights the new and interchange configuration where the far right lane will be used to access the new boulevard, while you stay left to stay on I-75 South. The path follows the new boulevard down to the Detroit Riverfront.

PROJECT TIMELINE



FRAMEWORK PLAN DEVELOPMENT

LAND DISPOSITION PHASED LAND DISPOSITION AND PROCEDURES ESTABLISHED



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MEETING NOTES SUMMARY









MEETING NOTES SUMMARY

DELIVERY METHOD INFLUENCERS



SCHEDULE

Support achievement of the target project schedule, including ground-breaking and completion



STAKEHOLDER INPUT

Incorporate stakeholder input and manage changes as the project develops



DESIGN & CONSTRUCTION INNOVATION

Support contractor input into design and construction approach, preserving the benefits of designer-contractor integration



TRAFFIC MANAGEMENT & WORK PACKAGING

Develop construction staging and packaging options to support efficient scheduling, mitigate interface risk, and manage traffic impacts during construction



BUSINESS & WORKFORCE DEVELOPMENT

Support maximum small and disadvantaged business participation and workforce development opportunities



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PROJECT DELIVERY METHOD

Procurement and Delivery Process

Phase I

Establish "Guaranteed Maximum Price"

Phase II

Design-Builder Procurement

Qualifications-Based Selection. Evaluation of Experience, People, and Approach, including

- Design
- Construction
- · Engagement

EngagementCollaborative

Collaboration

and

- Engagement Process
- MDOT
- Design
- General Contractor
- Key Subcontractors
- · Community

Iterative Design Process

Design-Schedule-

Plan-Budget

- Work Packaging and Sequencing
- "Open Book" Pricing at Defined Design Milestones
- Commercial Terms/Risk Allocation
- Subcontracting Strategy

Design-Build Delivery

- Build from ~70-90% Plans
- Design-Build Roles and Responsibilities



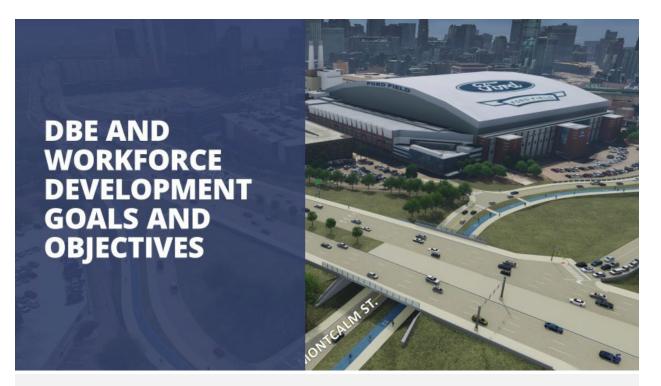
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MEETING NOTES SUMMARY



DISADVANTAGED BUSINESS ENTERPRISE AND WORKFORCE DEVELOPMENT PLANNING

Goal

Engage minority-owned businesses and workforce in the execution of the pre-construction, construction, and post-construction services.

Now - 2025

Pre-construction Activities

- Disadvantaged Business Enterprise Program
- · Mentor/Protégé Program
- Labor Opportunity Enhancements
- Includes outreach and development of High School, College, and Apprenticeships.
- Construction contractor and labor preparation

2025 - 2028

Construction Activities

- Project packaging and phasing to maximize opportunities
- Construction contract provisions to incentivize social, environmental, and economic equity outcomes
- Existing local business considerations
- Workforce development to eliminate barriers within the industry

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MEETING NOTES SUMMARY

PROGRESSIVE DESIGN BUILD RFP REQUIREMENTS



Disadvantage Business Enterprise (DBE) Goals

- Validation: To be determined
- Preconstruction: To be determined
- Construction: To be determined based on advanced design and construction plans

Objective is to maximize DBE firms in high-tier subcontracting positions.

On-the-Job Training Program

 Compliance with DOL's Mega Construction Project Program requirements



Key Personnel

- Project Manager
- Construction Manager
- Construction Quality Control Manager
- Design Manager
- Design Quality Control Manager
- Environmental Compliance Manager
- Lead Cost Estimator
- Lead Geotechnical Engineer

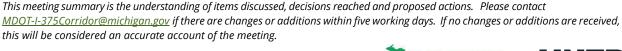
- Lead Hydraulics Engineer
- Lead Structures Engineer
- · Lead Road Engineer
- · Lead Traffic Engineer
- Lead Maintenance of Traffic Engineer
- Lead Utility Engineer
- Stakeholder Engagement Manager
- · Equity Manager



DESIGN PREQUALIFICATION CLASSIFICATIONS NEEDED

MDOT Prequalification Description	n Description NAICS Codes		Approximate Cost of Work Under Prequalification Classification
Design-Bridges	541330	4	\$3,000,000
Design-Bridges: Complex	541330	1	\$8,000,000
Design-Bridges: Load Rating	541330	2	\$800,000
Design-Roadway: Complex	541330	2	\$18,000,000
Design- Geotechnical: Advanced	541330, 541380	3	\$3,500,000
Design-Traffic: Capacity & Geometric Analysis	541320, 925120, 541611, 541330	2	\$3,500,000
Design-Traffic: ITS Design & System Manager	541330	1	\$1,000,000
Design-Traffic: Pavement Markings	237310, 541330,541320, 925120, 541611,237110, 541380, 541370	7	\$75,000
Design-Traffic: Safety Studies	541320, 925120, 541611, 541330	2	\$850,000
Design-Traffic: Signals	541320, 925120, 541611, 541330	2	\$750,000
Design-Traffic: Signing - Freeway	541330	1	\$150,000
Design-Traffic: Signing - Non-Freeway	541330	2	\$150,000









MEETING NOTES SUMMARY

DESIGN PREQUALIFICATION CLASSIFICATIONS NEEDED CONT'D

MDOT Prequalification Description	NAICS Codes	DBE Certified Firms	Approximate Cost of Work Under Prequalification Classification	
Design-Traffic: Work Zone Maintenance of Traffic	237310, 541330	4	\$2,500,000	
Design-Traffic: Work Zone Mobility and Safety	541320, 925120, 541611, 541330	1	\$1,500,000	
Design-Utilities: Municipal	541330	1	\$1,500,000	
Design-Utilities: Pump Stations		NA	\$50,000	
Design-Utilities: Roadway Lighting	541330	1	\$750,000	
Design: Landscape Architecture		NA	\$800,000	
Design- Hydraulics II	541330	2	\$5,000,000	
Design-Traffic: Signal Operations - Complex	541320, 925120, 541611, 541330	2	\$500,000	
Surveying: Hydraulics	237110, 541380, 541370, 541330, 237310	3	\$1,000,000	
Surveying: Right of Way	237110, 541380, 541370, 541330, 237310	4	\$1,000,000	
Surveying: Road Design	237110, 541380, 541370, 541330, 237310	4	\$1,500,000	
Surveying: Structures	237110, 541380, 541370, 541330, 237310	3	\$1,500,000	

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CONSTRUCTION PREQUALIFICATION CLASSIFICATIONS NEEDED

MDOT Prequal Code	MDOT Prequalification Description	Applicable Sections of 202 Standard Specifications for Construction	NAICS Codes	DBE Certified Firms	Approximate Cost of Work Under Prequalification Classification
В	Concrete Pavement	602	237310, 238990, 238110	2	\$18,500,000
СВ	Plant-Mix/Not Mix Asph/Bitumous Paving	501-504, 805, 806, 814	237310, 561730, 238990,238910,238190,237990	5	\$1,650,000
EA	Grading/Drainage Struct /Aggregate Construction	203-209, 301-303, 306, 307, 401, 403, 404	238910,237110, 238990,237310,561730, 562991,237990,238110,238190,238210, 238110, 238390, 238320, 238120, 484110,484220	23	\$107,260,000
FA	Bridges and Special Structures	701, 706, 709, 717, 813	237110, 238910,237310, 484110, 238390	3	\$91,900,000
FB	Structural Steel	707, 708	237990, 238120	2	\$6,800,000
FD	Pump Stations	405		NA	\$50,000
G	Building Moving/Demolition			5	\$20,700,000
н	Landscaping	815	111421,561730,238910,237310,237110, 238990	11	\$1,160,000
1	Seeding/Sodding/Turf Establishment	816, 818	562998,237110, 238990, 237310,561730, 238910,562991,111421,238210, 484110, 238390,484220	19	\$1,160,000
ITS	Intelligent Transportation Services		236210, 238210, 236220	1	\$9,700,000
J	Misc. Concrete Items	801-804	237110,238990,237310,561730, 238910,562991,238110,237990,238190, 238390,238320,238120, 484110,212230	25	\$7,600,000
К	Sewers/Watermains	402	237110, 238990, 237310,238910,562998,562991,237990, 484110,238390,484220,	10	\$43,400,000
L	Electrical Construction	819, 820	237110, 484220, 238910,238210,236210,236220	4	\$11,000,000

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MEETING NOTES SUMMARY

CONSTRUCTION PREQUALIFICATION CLASSIFICATIONS NEEDED CONT'D

MDOT Prequal Code	MDOT Prequalification Description	Applicable Sections of 202 Standard Specifications for Construction	NAICS Codes	DBE Certified Firms	Approximate Cost of Work Under Prequalification Classification
N2	Clearing	202	237110, 238990, 237310,238910, 561730, 484110, 238390,238910, 484220	10	\$50,000
N3	Pavement Markings	811	238190, 238910,424950, 444120,423320, 493110, 423510, 423390, 423330	1	\$670,000
N4	Bridge Painting	715, 716		2	NA
N6	Permanent Signs	810	236210, 238210, 236220,423610	1	\$2,800,000
N7	Waterproofing	710	237310, 484110, 238910, 238390,238320	3	\$58,000
N92C	Roadway-Erosion Control Structures	208		2	\$1,160,000
N93A	Pavements-Cold Milling	822		3	\$1,650,000
N93C	Pavements - Concrete Sawing	603.03		3	\$90,000
N93D	Pavements - Grinding and Grooving	603.03		NA	\$90,000
N94A	Drainage-Sewer Cleanout	402.03		1	\$430,000
N94B	Drainage-Sewer Inspection	402.03		2	\$430,000
N95C	Foundations-Pile Driving	705		NA	\$17,150,000
N95D	Foundations-Sheet Piling	704		NA	\$22,200,000

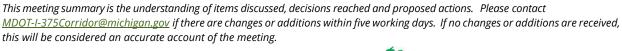
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CONSTRUCTION PREQUALIFICATION CLASSIFICATIONS NEEDED CONT'D

MDOT Prequal Code	MDOT Prequalification Description	Applicable Sections of 202 Standard Specifications for Construction	NAICS Codes	DBE Certified Firms	Approximate Cost of Work Under Prequalification Classification
N96L	General-Guardrail	807		3	\$210,000
N96M	General-Fences	808		4	\$225,000
QB4	Media/Marketing Viceo Services			2	\$440,000
RC	Road Construction Cleanup			1	\$440,000
RD	Temporary Traffic Control			NA	\$27,900,000
RF	Traffic Regulator			1	\$1,400,000
RJ	Trucking heavy construction materials			68	\$7,980,000
TG	Electrical Materials Supplier			5	\$2,700,000
TH	Fence Supplier			1	\$56,000
TI	Aggregates Supplier			15	\$2,900,000
TJ.	Guard Rail & Related Products Supplier			2	\$52,000

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MEETING NOTES SUMMARY







MEETING NOTES SUMMARY

DO I QUALIFY?



Is your business:

- Qualified as a small business as defined by the U.S. Small Business Administration (SBA)?
- Owned and controlled by a socially and economically disadvantaged individual?
- Economically disadvantaged business?
- Viable, independent for-profit business?

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FOUR CERTIFICATION STANDARDS



Business Size



Social & Economic Disadvantage



Ownership



Control

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MEETING NOTES SUMMARY

AM I CONSIDERED A SMALL BUSINESS?

TWO STANDARDS MUST BE MET.

The SBA's size standards are based on economic activity and industry through the North American Industry Classification System (NAICS). Therefore, each NAICS code has a size standard requirement that is averaged over a 3-year period.

To be considered a small business according to the USDOT, the 3-year average gross receipts must not exceed \$30.9 million.

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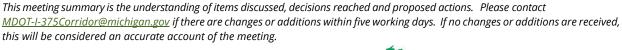
AM I SOCIALLY DISADVANTAGED AND WHAT DOES THAT MEAN?

As per 49 CFR 26.5 and 26.67 citizens and lawfully admitted permanent residents of the United States who are members of the following groups are presumed to be socially disadvantaged:

- African Americans
- Hispanic Americans
- Native Americans
- Asian-Pacific Americans
- Subcontinent Asian Americans
- Women

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MEETING NOTES SUMMARY

AM I ECONOMICALLY DISADVANTAGED?

The socially disadvantaged owner's personal net worth (PNW) must not exceed \$1.32 million

The applicant firm's 3-year gross average receipts must not exceed \$30.9 million

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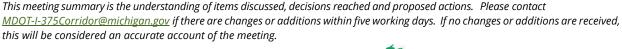
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AM I INDEPENDENT? WHO HAS CONTROL?

The socially and economically disadvantaged owner must have operational control, managerial control and be independent of other firms.

- The disadvantaged owner must have sufficient expertise and authority.
- The disadvantaged owner must have control over the day -to-day operations of the firm.
- The firm must not be dependent on other firms for viability.

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MEETING NOTES SUMMARY

MDOT CERTIFICATION PROCESS



Received completed applications are assigned to an investigator. The clock begins.*

*MDOT has up to 90 days from the date of receipt of a COMPLETED application tomake a determination. However, there could be an extension process if deemed necessary by the Compliance Team.



This investigator will review the **COMPLETED** application packet and schedule an onsite review.



To ensure your application is completed, **PLEASE REVIEW THE CHECKLIST** on the last page of the DBE application. For Prequal, make sure **Form 0166A** is completed and included with application.



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ONSITE



The onsite usually consists of:



Review of the business location, pictures taken



Review of equipment and vehicles, pictures taken

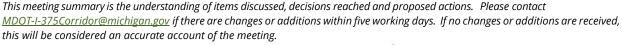


Interview of the owner(s) and management



Onsite questionnaire to be completed by all executives of the business

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MEETING NOTES SUMMARY

WHAT HAPPENS ONCE I'M CERTIFIED?

- Your business is added to the MUCP database.
- Upon the completion of the Prequal process (not including truckers or suppliers), your business is qualified to bid on upcoming MDOT projects and take advantage of those dollars allocated for certified DBEs.
- STAY CERTIFIED!!

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NEXT STEPS

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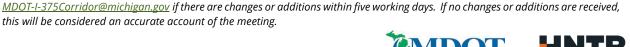
If you are interested in working on this project:

- 1. Become Certified with MDOT as a DBE firm
- 2. Apply for Protégé Status if you want to participate in the Design
- 3. Inquire with MDOT on the Prequalification Process
- 4. Schedule an Assessment with MDOT Office of Business

Crystal Smith, Outreach and Support Services Analyst

SmithC147@michigan.gov (517) 648-6540

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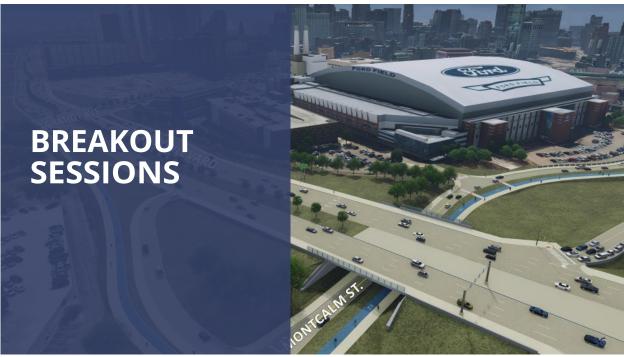




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MEETING NOTES SUMMARY

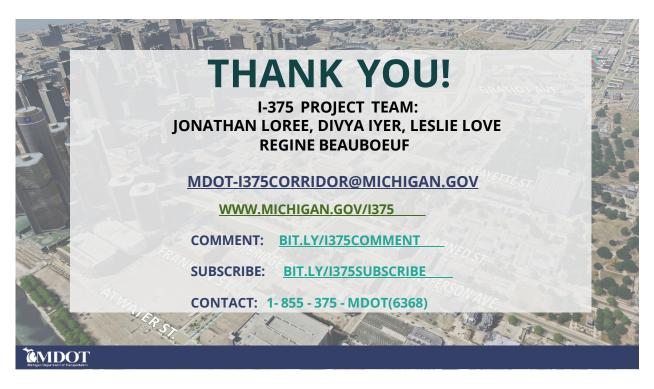








MEETING NOTES SUMMARY

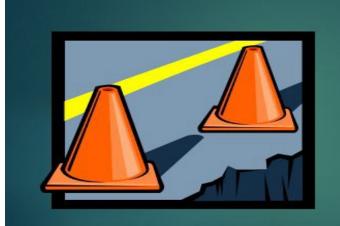






MEETING NOTES SUMMARY

APPENDIX C: DBE BREAKOUT SESSION PRESENTATION



MDOT Construction Prequalification

APPLICATION PROCESS AND INFORMATION

 PRESENTED BY: THERESA MYRICK CONSTRUCTION PREQUALIFICATION ANALYST

New Contractors: FAQs

Is prequalification required for MDOT jobs?

Yes! Whether working as a prime contractor or a sub-contractor, you must be prequalified to work on any MDOT jobs.

When can I apply for prequalification?

A first-time applicant can apply for prequalification at anytime; applications and financials must be as of the company's opening balance date (if company is newly created) or most recent fiscal year end.

How long does the application process take?

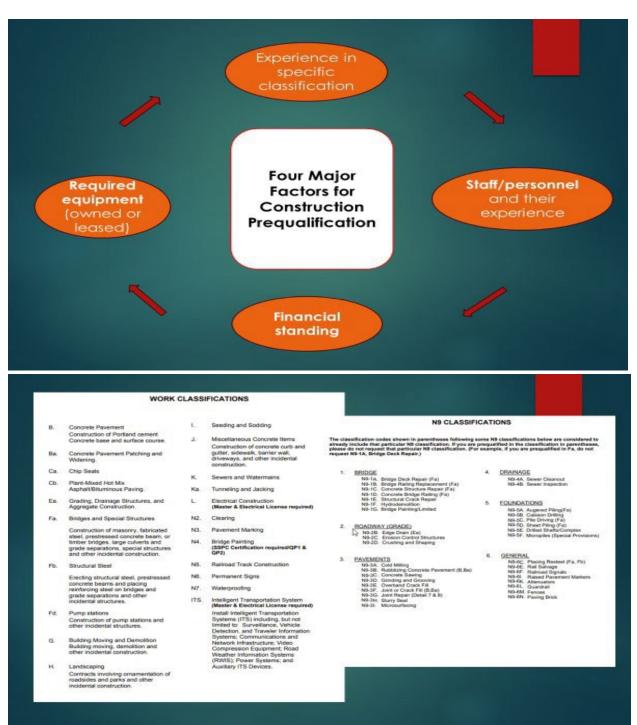
A contractor applying for the first time can expect the application review to take up to two to three weeks, on average. This allows for references to be contacted and the application and all corresponding documentation to be reviewed.

What if there are errors in my application or missing information? We will reach out during the review process if any additional information or corrections are needed.





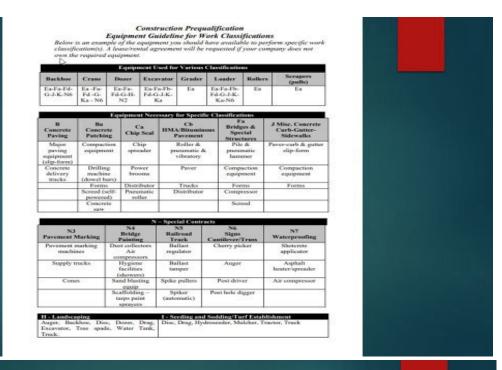
MEETING NOTES SUMMARY







MEETING NOTES SUMMARY



First-Time Applicants

Required Information for Prequalification

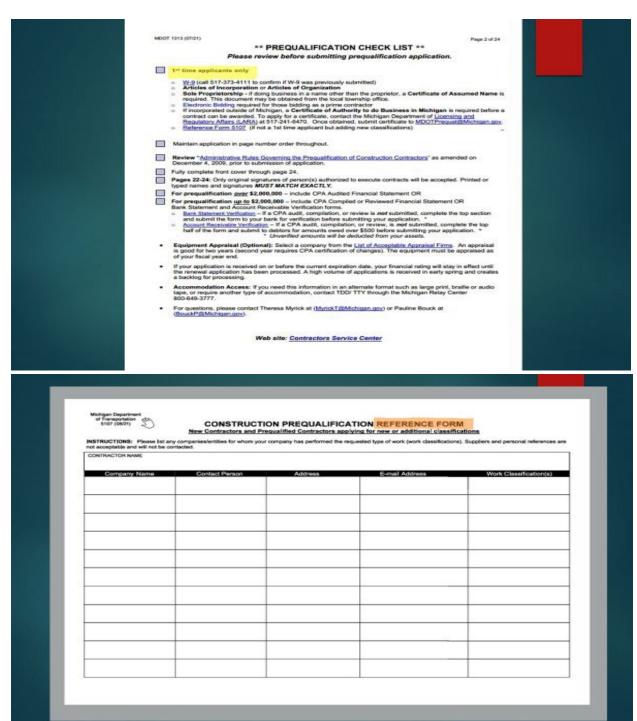


- 1313 Construction Prequalification Application with financials
- Reference Form (5107)
- IRS Form W-9
- Articles of Incorporation (for a C or S-corporation) or organization
- Certificate of Assumed Name (for a sole-proprietor)
- Certificate of Authority to Do Business in Michigan (for out-of-state contractors) is required before a contract can be awarded
- Copy of equipment rental agreement or lease (if needed)





MEETING NOTES SUMMARY







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Types of financial statements (one of the following is required for prequalification) CPAAudited Financial Statements (or) - Required for prequalification in excess of \$2 million CPA"Reviewed" or "Compiled" Financials (or) - Required for prequalification up to \$2 million Bank Statement Verification Form and/or Account Receivable Verification Forms to verify company assets (found on MDOT website); necessary only if an audit, review, or compilation is not submitted - Required for prequalification up to \$2 million

How is my prequalification rating determined?

* Net Working Capital (current assets <u>less</u> current liabilities)

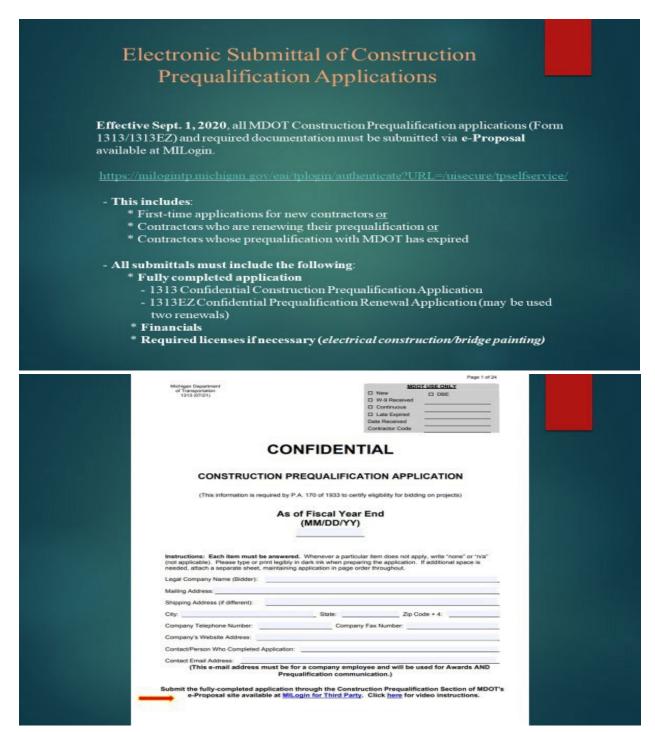
* Depreciation Expense (current year depreciation of equipment multiplied by factor of 1.5)

* Equipment Value
(Net Book Value of owned equipment less long-term debt
owed on that equipment)





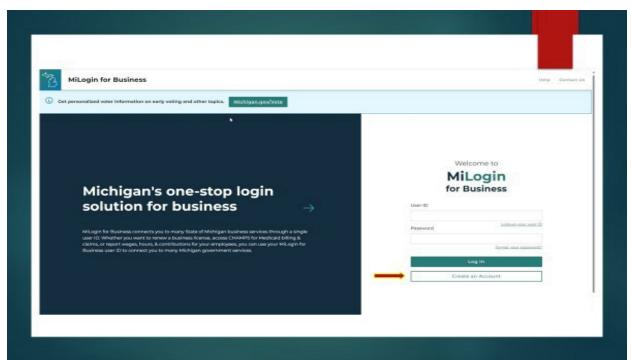
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