



On behalf of

**Mayor
Lori E. Lightfoot**

And

**Chief Procurement Officer
Shannon E. Andrews**

**Welcome to
The City of Chicago**

Department of Procurement Services

Informational Workshop





Working with Assist Agencies

Presented By:

U.S. Small Business Administration

HACIA



What Are Assist Agencies?

Assist Agencies consist of...

- Not-for-profit Agencies
- Chambers of Commerce

Representing the interest of...

- Small
- Minority and/or women owned businesses

Connecting...

- Prime contractors with certified firms for subcontracting opportunities



Role of An Assist Agency

- Promote the M/WBE program to its members and community
- Help explain to applicant firms the City of Chicago's certification process and assist with completion of certification documents
- Assist with dissemination of Department of Procurement Services information to Assist Agency members
- Attend quarterly City of Chicago workshops on procurement opportunities and processes
- Work with the City of Chicago and prime contractors to identify potential M/WBE subcontractors
- Provide feedback and information to the City of Chicago from its members and the community regarding the process or any topic to improve the City of Chicago's programs
- Participate in research projects conducted by the City of Chicago in order to document the amount of disparity and discrimination that affects M/WBE firms



DPS Partnership Efforts

- Meet quarterly with all of Assist Agencies
- Host quarterly workshops designed specifically for Assist Agencies
- Conduct an annual review of City of Chicago and Assist Agencies partnerships
- Produce correspondence regarding opportunities for Assist Agencies' constituents





Presented By:

Donald Pellico
Business Opportunity Specialist



Our Mission: **Supporting small businesses for 65 years**

The SBA **empowers** entrepreneurs and small business owners with the **support** they need to start and grow their businesses and **helps with recovery** nationwide after a disaster.

We are the **go-to resource** for access to capital, valuable resources, business know-how, and the right expertise for **every stage** of your business lifecycle.



Free business counseling



SBA guaranteed business loans



Home & business disaster loans



Federal government contracting

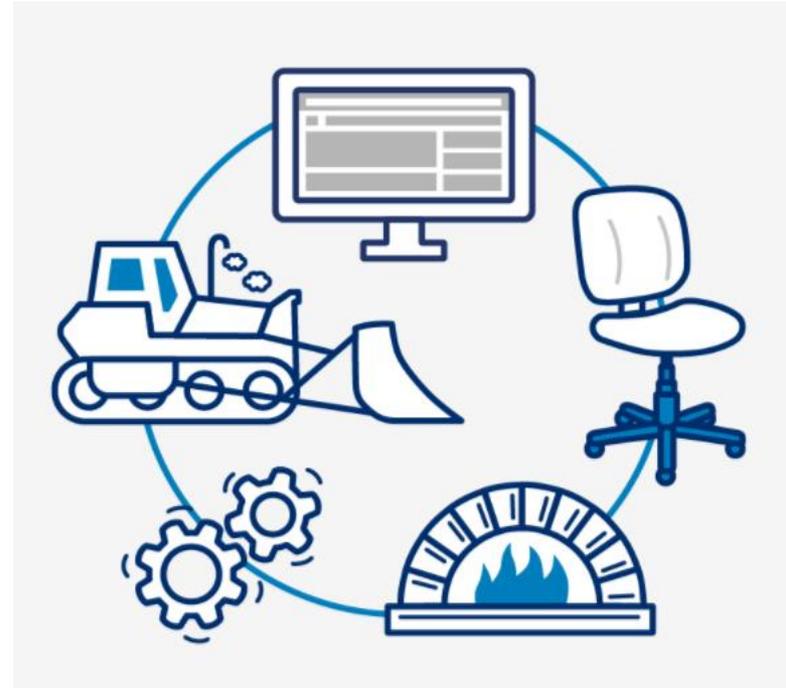
Funding via the SBA

How We Help: Funding

Access **\$500 to \$5.5 million** to fund your business.



Working Capital: Seasonal financing, export loans, revolving credit & refinanced business debt.



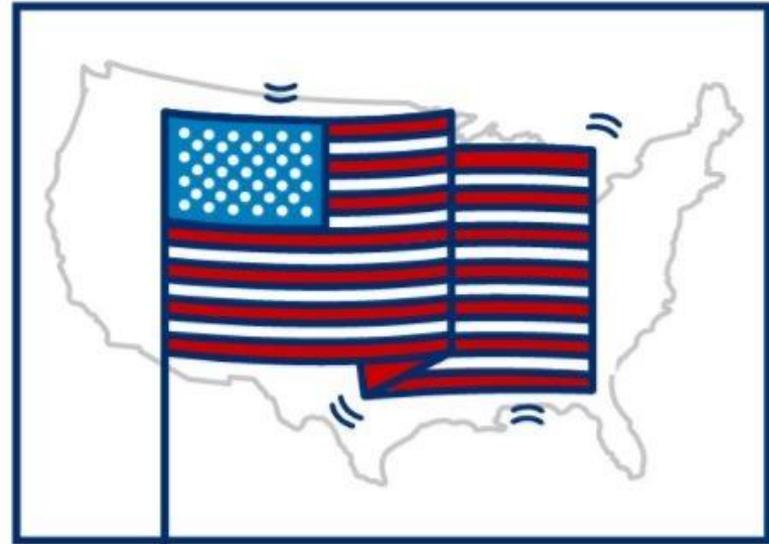
Fixed Assets: Furniture, real estate, machinery, equipment, construction & remodeling

How We Help: Funding Requirements

Small business owners work with lenders to get SBA-guaranteed loans. The SBA does not directly loan money.



Be a for-profit business: The business is officially registered & operates legally.



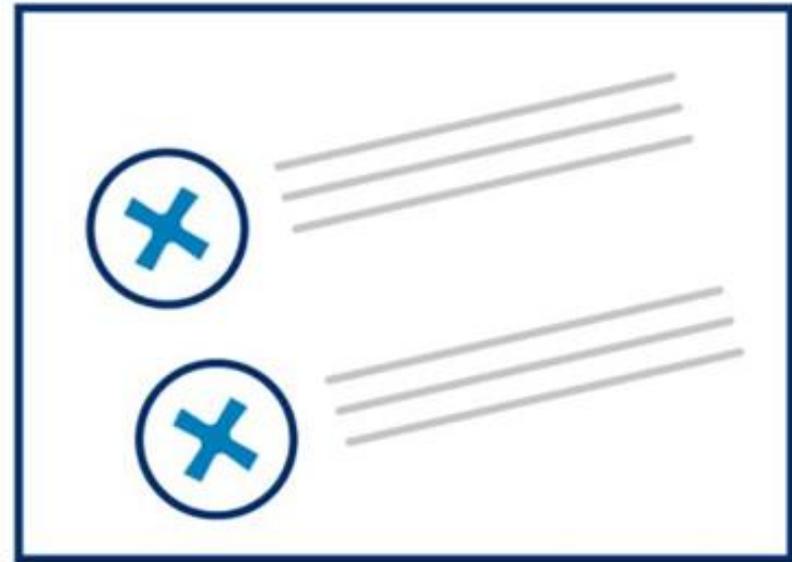
Do business in the U.S.: The business is physically located & operates in the U.S. or its territories.

How We Help: Funding Requirements

The lender provides a full list of eligibility requirements for your loan.



Have invested equity: The business owner has invested their own time or money into the business.



Exhaust financing options: The business cannot get funds from any other financial lender.

How We Help: Funding | Starting Out

Micro- & Community Advantage loan programs drive economic growth in underserved markets & help startups achieve success



Benefits:

- ✓ Consideration beyond your numbers/credit history
- ✓ More affordable credit and favorable terms
- ✓ Business-based training, mentoring and support resources
- ✓ Funds supplies, inventory, expansion and/or working capital

How We Help: Funding | SBA-Guaranteed Loans

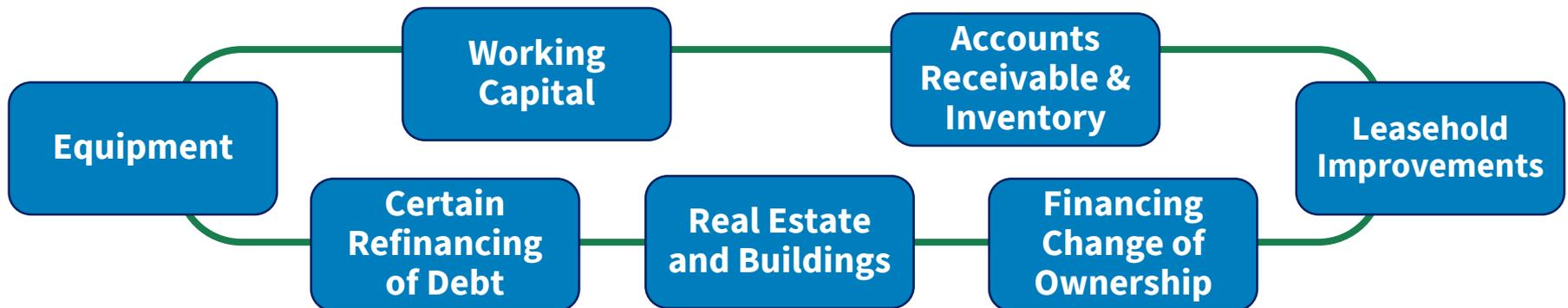
Two flagship business **loan guarantee** programs help start-up businesses launch and existing business expand

7(a) loans

Provide a guarantee of select small business loans made by lender participants

504 loans

Support job creation and economic development through guaranteed debentures

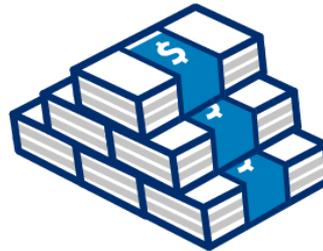


How We Help: Funding | Find a Lender

Visit your local SBA office for a lender referral, or use Lender Match, sba.gov/lendermatch. The SBA's online tool connects entrepreneurs with SBA Lenders interested in making small business loans in your area.



Lending partner



Loan



Small business
(You)

SBA reduces risk and enables easier access to capital.

How We Help: Funding | Exports

Increase revenue, reduce market dependence & stabilize seasonal sales via exporting

2/3
of the world's
purchasing power
is in foreign
countries.



How We Help: Funding | Surety Bond Guarantees

Win construction, supply & service contracts with a guarantee the work will be completed

You can receive the bonding assistance necessary to compete for jobs via a **Surety Bond Guarantee**.



How it works:

- ✓ Surety bond is requested
- ✓ Surety partners with business
- ✓ SBA guarantees cost of contract up to \$6.5 million for prime/sub-contracts and up to \$10 million for federal
- ✓ Small business benefits

How We Help: Funding Recovery after a Disaster

Access funds needed to rebuild with a **direct loan** from the government



The SBA provides a variety of **low-interest disaster loans** to help small businesses, non-profit organizations and homeowners recover from declared disasters.

More Help from the SBA

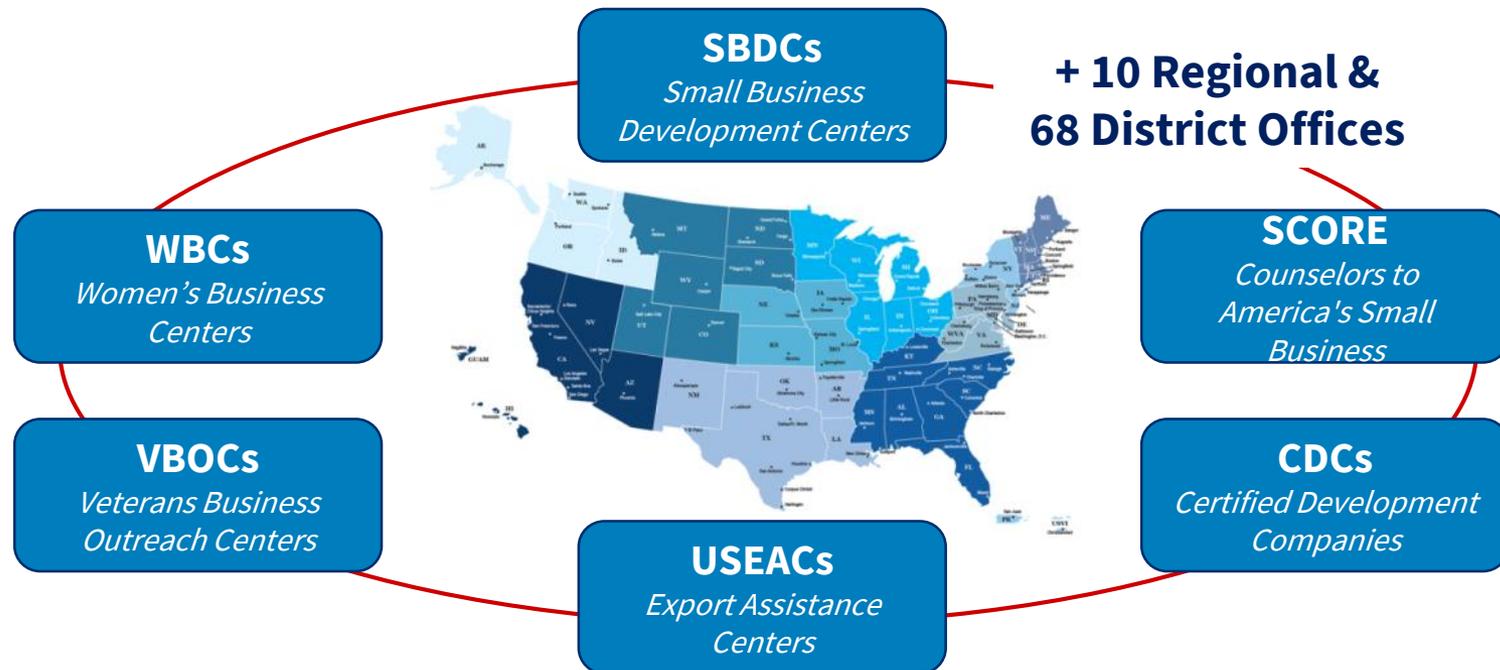
Support Partners & Government Contracting

How We Help: Support Partners

The SBA powers a number of partners to help you achieve success.

One-on-one and in-person mentoring for every stage of your small business growth and development:

- ✓ **Little to no cost** advice targeted on your needs
- ✓ Multiple locations **around the nation**
- ✓ Guidance for expansion via **international trade**



How We Help: Classes & Online Courses

The SBA offers a variety of online courses to help you start & run your business. You can also sign up for classes through the district office or our partners.



**SBA Online Learning
Center**



**District & Partner
Training**

How We Help: Contracting

Expand by selling your product and/or services to the government

- ✓ The **largest purchaser** of goods & services **in the world**
- ✓ Goal of having **23 percent of federal contracts** come from **small businesses**
- ✓ In FY 2017, small businesses were awarded nearly **\$106 billion in federal contracts**
- ✓ Get certified at **www.certify.sba.gov**



Contracting guide



**Contracting assistance
programs**



Counseling and help

How We Help: Contracting

Your small business must meet some basic requirements before you can compete for government contracts



1. DUNS number & NAICS code

2. Meet size standards

3. Register in the System for Award Management (SAM) database

Tap the SBA to Succeed: **Where & How to Find Us**



Contact

- ✓ **Phone:** 312-353-4528
- ✓ Illinois.do@sba.gov
- ✓ www.sba.gov/il

Follow Us

- ✓ **Twitter:** @SBA_Illinois, @SBAGreatLakes, @SBAgov
- ✓ **Facebook:** SBA
- ✓ **Instagram:** @sbagov
- ✓ **YouTube:** SBA

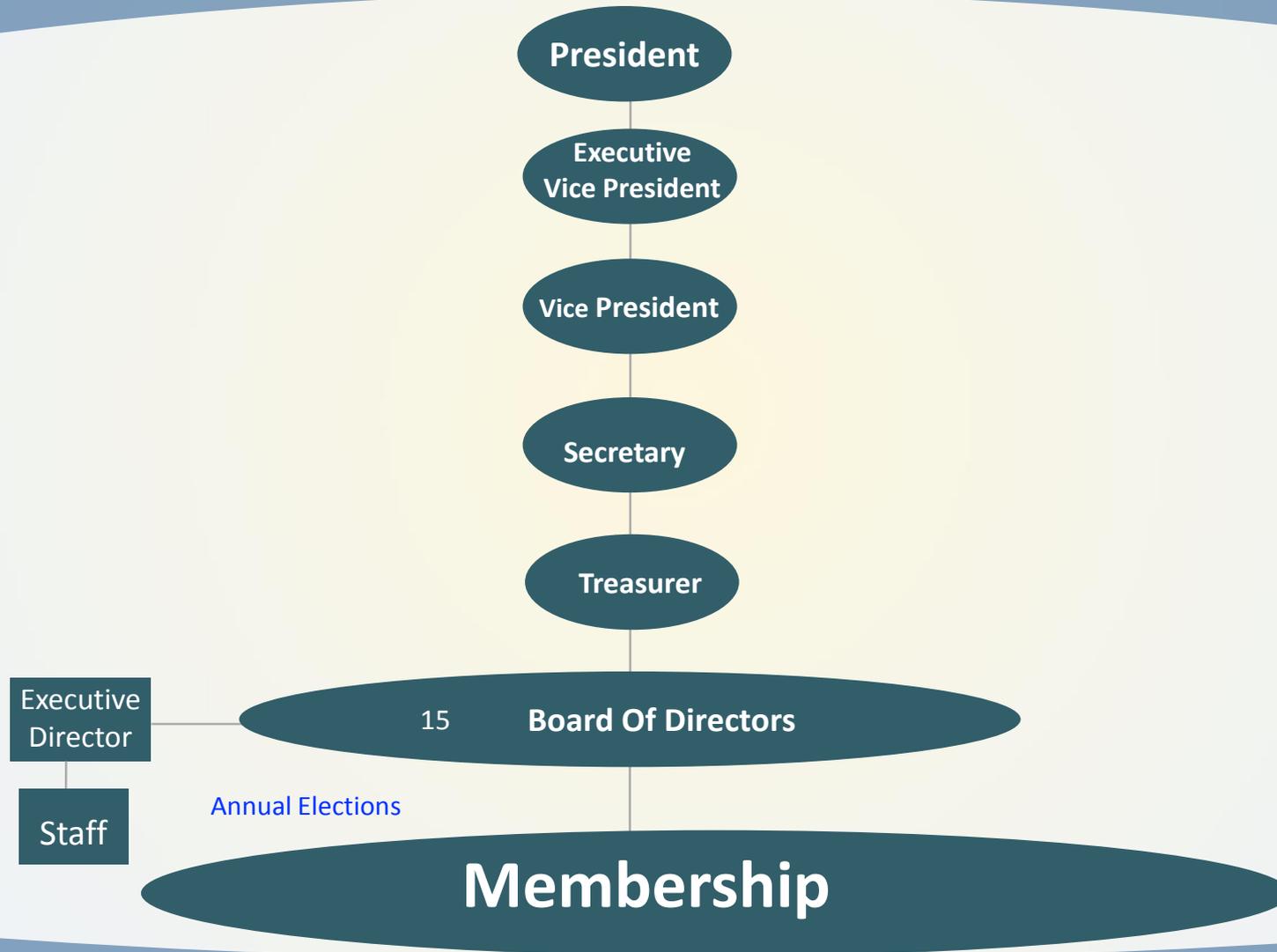
Presented By:
Jorge Perez
Executive
Director



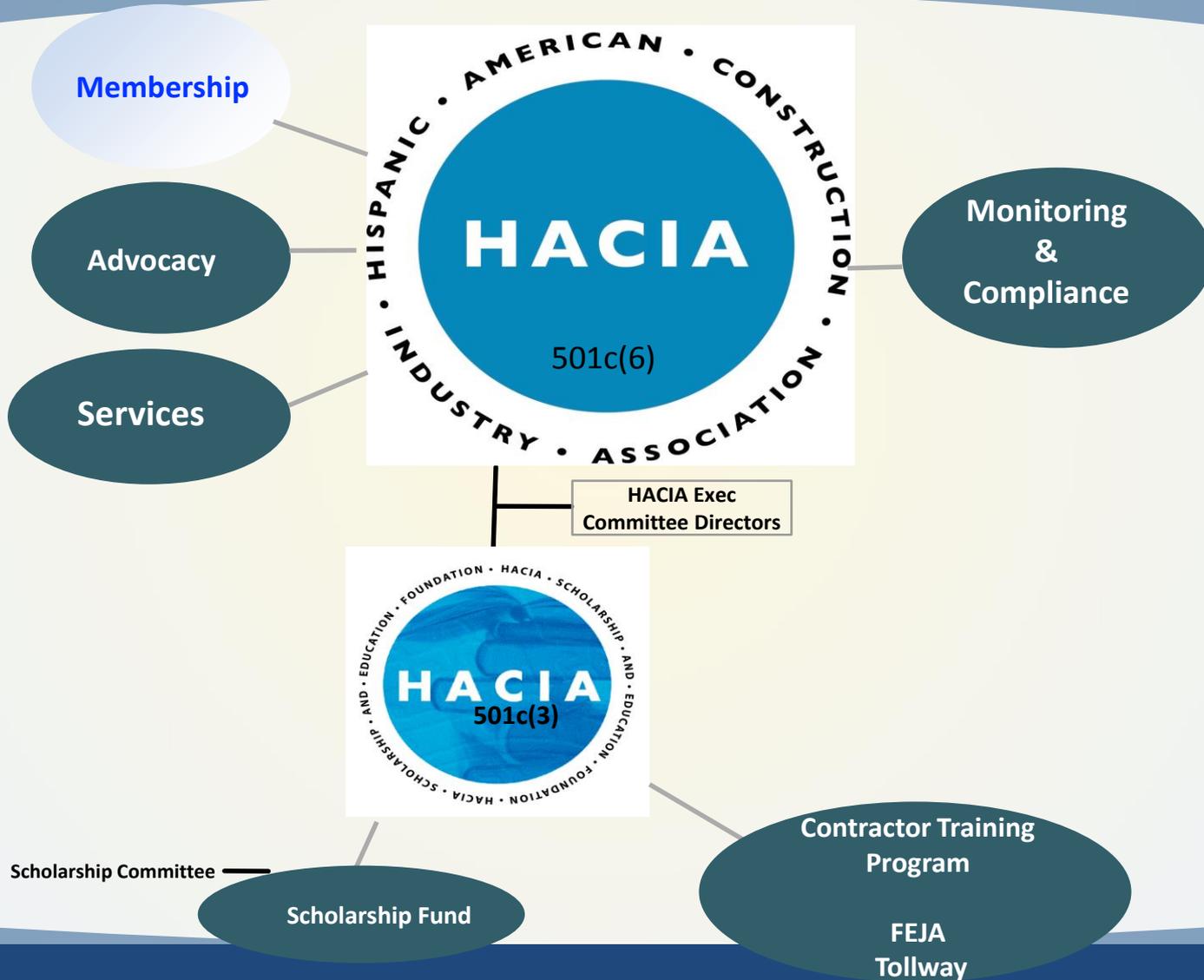
Mission

The Hispanic American Construction Industry Association (HACIA) works to ensure the equitable participation of its members in the construction industry, while also promoting the growth, quality of work, professionalism and integrity of these individuals and businesses.

HACIA Board Structure



HACIA Organizations



Contractor Training Programs

Track A

>\$500K

FEJA

Track B

\$500k-\$2.5m

Track C

Highway Const

Track D

HACIA U



Construction
Professional Services



FEJA CONTRACTOR TRAINING PROGRAM

****CURRENTLY RECRUITING 2018****

- FREE 6-MONTH TRAINING IN:**
- ESTIMATING
 - LEED AP EXAM PREP
 - PHOTOVOLTAICS
 - BLUEPRINT READING
 - OSHA 10 CERTIFICATION
 - GREEN CONSTRUCTION
 - AND MORE!



An Exelon Company



**APPLY AT HACIAWORKS.ORG/FEJA
FOR MORE INFO CALL: 312-575-0389**

Training Programs



HACIA

HISPANIC AMERICAN CONTRACTORS
INDUSTRY ASSOCIATION

HACIA CONTRACTOR TRAINING PROGRAM
Receive 6-months of FREE contractor training!

COURSE OUTLINES:

- OSHA 30 HR
- CONTRACT MANAGEMENT
- PROJECT MANAGEMENT
- ESTIMATING & BIDDING
- AutoCAD
- BLUEPRINT READING
- TECHNOLOGY APPLICATIONS
- & MUCH MORE!

REQUIREMENTS:

THIS PROGRAM IS DESIGNED FOR OWNERS/MANAGERS WHO WANT TO LEARN THE SKILLS NEEDED TO RUN A CONSTRUCTION BUSINESS.

TRACK B:
TRACK B: CONTRACTORS DOING BUSINESS FOR MORE THAN 3 YEARS & OVER \$500K OF ANNUAL REVENUE

FOR MORE INFORMATION:
C: 312.575.0389 E: iramirez@haciaworks.org

WWW.HACIAWORKS.ORG

HACIA Contractor Training Program

6-months of FREE contractor training!

ILLINOIS TOLLWAY:
MAKING A CONNECTION

TECHNICAL ASSISTANCE PROGRAM

New Cohort Begins November 8th!

The Illinois Tollway Technical Assistance Program administered by HACIA is a free 8-month program for construction firms to receive comprehensive, customized business development assistance to build financial understanding and business plan development for increased business stability and growth in bidding public projects.

PARTICIPANT CRITERIA*

LEVEL TWO

- Five years in business
- At least \$750,000 annual revenue
- Subcontracting experience on horizontal or vertical construction projects
- Moderate to proficient computer skills
- Proficient in blueprint reading, general documents and specifications

*Applicants not meeting these criteria will be referred to other available resources.

COURSE OUTLINE

- Business Operations/Management
- Strategic Planning/Development Partnership
- Financial Management
- QuickBooks for Contractors
- Safety Plans
- Estimating and Bidding
- Project Management
- Contract Administration
- Microsoft Project
- Microsoft Office

CLASSES START SOON

Tuesdays & Thursdays at 5 p.m.

St. Augustine College
841 N Lake St.
Aurora, IL 60506

HACIA delivers Illinois Tollway Technical Assistance Program services in collaboration with:



FOR MORE INFORMATION CONTACT:
Joel Salgado, Program Manager
Phone: 312.575.0389
Email: jsalgado@haciaworks.org



ILLINOIS TOLLWAY:
MAKING A CONNECTION

TECHNICAL ASSISTANCE PROGRAM

Calling ALL Minority Construction Contractors for a
Recruitment Session &
Networking Event

You're invited to a free Recruitment and Networking event to learn more about the Illinois Tollway Technical Assistance Program administered by the HACIA Scholarship & Education Foundation.

Tuesday, October 16th, 2018
5 to 8 p.m.
St. Augustine Aurora Campus
841 N. Lake St.
Aurora, IL 60506

With the Illinois Tollway Technical Assistance Program the participants receive customized business development assistance to build financial understanding and business plan development to increase business stability and growth in the transportation-related construction industry.

Attendees will learn more about:

- Tollway's commitment to diversity
- HACIA's partnership with the Tollway
- How to participate in the program

To register or for questions, please contact:

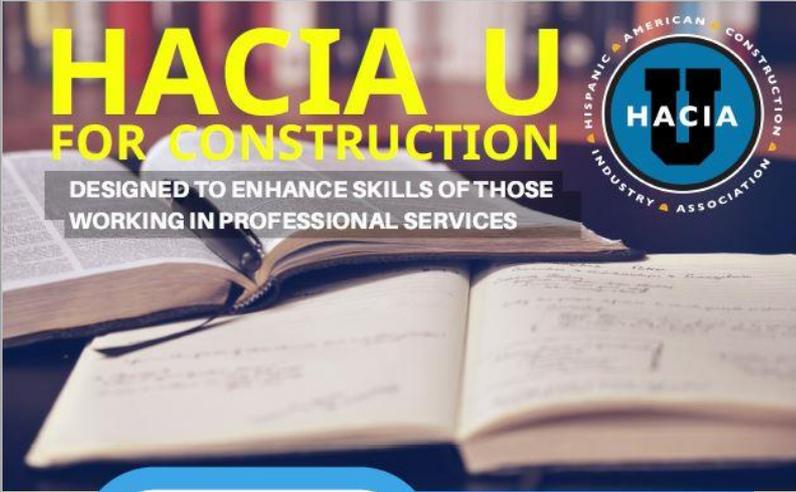
Joel Salgado, Project Manager
Phone: 312-575-0389
Email: jsalgado@haciaworks.org

HACIA delivers Illinois Tollway Technical Assistance Program services in collaboration with:





HACIA U



HACIA U
FOR CONSTRUCTION

DESIGNED TO ENHANCE SKILLS OF THOSE
WORKING IN PROFESSIONAL SERVICES

HISPANIC AMERICAN CONSTRUCTION
INDUSTRY ASSOCIATION

ENHANCE SKILLS IN:

- COMMUNICATION
- PRESENTATION
- LEADERSHIP
- MARKETING
- BUSINESS WRITING
- PROJECT MANAGEMENT
- CONSTRUCTION MANAGEMENT
- OSHA 10/30 HR
- ESTIMATING
- & MUCH MORE!

**A PROGRAM FOR
CONSTRUCTION
PROFESSIONALS**



Enroll in a course and start excelling in your field:
<https://haciau.gosignmeup.com>

For more information contact Pamela Smith, Project Coordinator
at 773-878-3712 psmitheiw@staugustine.edu

- FOR CONSTRUCTION, DESIGNED TO ENHANCE SKILLS OF THOSE WORKING IN PROFESSIONAL SERVICES

Visit our YouTube Channel

YouTube



Register today

1-888-979-3773

HACIAWorks.org/CTP



+IWE INSTITUTE FOR
WORKFORCE EDUCATION
A DIVISION OF ST. AUGUSTINE COLLEGE



You are cordially invited to

HACIA Scholarship Foundation's
Contractor Training Program



GRADUATION CEREMONY

**Date: Thursday,
June 18th**

Time: 5:00 pm to 8:00 pm

**Where: St. Augustine College
Charlie Chaplin Theater**

1345 W Argyle St, Chicago, IL 60640

Graduation Ceremony to begin promptly at 5:30 pm

Networking & Cocktail Hour: 6:30 pm - 8:00 pm

On-site parking available

Students are allowed up to 3 guests.

Invitation extended to adults only.

Please RSVP to caguirre@haciaworks.org





HACIA Scholarship Foundation's
Contractor Training Program

GRADUATION CEREMONY

OPEN UP
NEW CAREER
OPPORTUNITIES
THROUGH
TRAINING
COURSES

SAC
CONSTRUCTION
SCHOOL OF
DETROIT

HACIA

HACIA
CONTRACTOR
TRAINING
PROGRAM

+IWE





SAC ST. AUGUSTINE COLLEGE
Reach



Certificate of Appreciation



Cohort 3 HACIASEF's Contractor Training Program Graduation

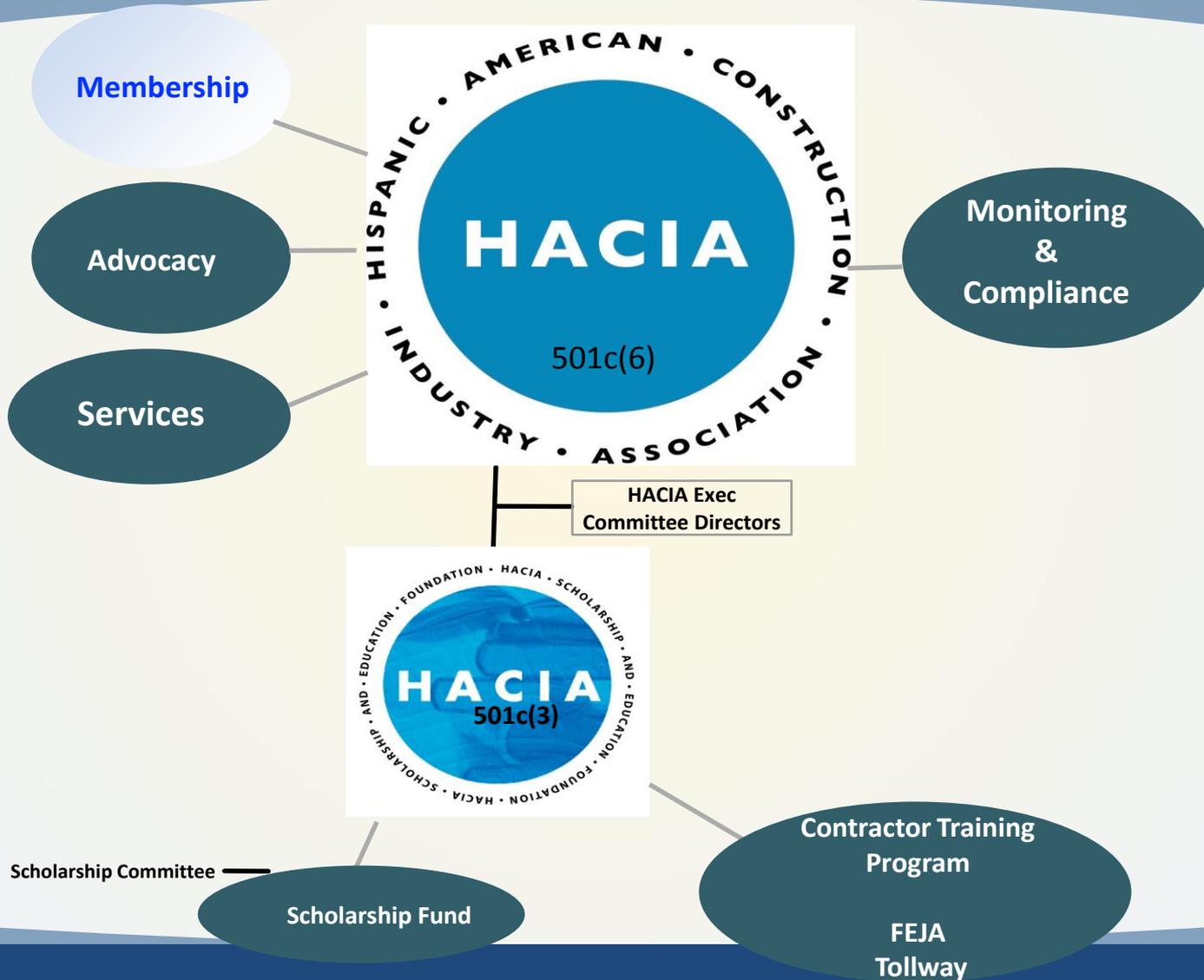


HACIAOrg

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21 views

HACIA Organizations



March 19, 2019



IL Legislative

- 2011 - Utilities
- 2015 - Hospitals
- 2017 - Class I Railroads, EDGE Tax Credit Recipients, Private Universities, Telecom

- 2019 Direct Pay
 - Retainage Amendment
 - NO to SB1783



●●●○ AT&T LTE 11:08 AM 33%

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 **IL Business Journal**
@ILBusinessJourn

Clayborne named 2017
Legislative Champion by
Hispanic American Construction
Industry Association
ibjonline.com/local-business...
[@HACIAworks](https://twitter.com/HACIAworks)

 Clayborne named 2017
Legislative Champion by Hi...
ibjonline.com

10/10/17, 7:58 AM

Tweet your reply



●●○○○ AT&T LTE 11:11 AM 93%

✕

 **Marcus C. Evans Jr.** added 5 new photos. September 1 at 4:29 PM

Today I connected with my friend **Jorge Perez** Executive Director of the Hispanic American Construction Industry Association (HACIA) to receive an award for 2017 Legislative champion.

I truly appreciate this great histori... [See More](#)



Write a comment... GIF 🗨️



●●●● AT&T LTE 11:13 AM 92%

< Search

HOME POSTS REVIEWS PHOTOS

 **Senator Cristina Castro is with Cristina Castro.** ...

September 12 at 10:32 AM · 🌐

Yesterday, I was honored to receive an award from the **Hispanic American Construction Industry Association (HACIA)** for the new law I passed to help encourage female, veteran and minority businesses to relocate to Illinois.

... See More









State Representative Emanuel "Chris" Welch is at **State Representative Emanuel Chris Welch**.

Friday at 1:11 PM · 🌐

Honored to be recognized by the Hispanic American Construction Industry Association (HACIA) for my work in promoting supplier diversity in Higher Education. Always looking for ways to help minority businesses grow.





OPPOSE SB1783/HB3316

HACIA Members:

We are joining a growing Coalition in Opposition to this Prevailing Wage Legislation that negatively affects our Trucking Members and ultimately all members.

SB1783 would remove the Illinois statutory prevailing wage exemption for workers transporting specific construction materials and equipment.

- The Illinois statutory supplier exemption is reflected in all other state prevailing wage acts and would directly conflict with the federal prevailing wage statute (Davis-Bacon Act). The material delivery exclusion from the Prevailing Wage Act has been litigated and affirmed by Illinois and Federal courts many times over.

SB1783 will essentially force prevailing wage beyond the boundaries of the construction project, which categorically has been excluded by every prevailing wage act in the nation.

SB1783 would create an administrative nightmare for the prevailing wage reporting requirements.

- Many suppliers haul multiple materials to a public works jobsite which may or may not be considered prevailing wage under SB1783.
- Suppliers who may stockpile materials in a central location that serves nonpublic works projects would be forced out of the bidding process.

SB1783 would complicate the bidding process for many contractors and discourage many suppliers from participating in public works projects due to unreasonable requirements and costs that would be imposed on them.

SB1783 would require contractors to incorporate IDOT equipment rental rate for independent owner-operators that is currently not a part of Illinois DOL prevailing wage schedule.

CALL TO ACTION

Please call:

Senator Cristina Castro 22nd

(217) 782-7746

(847) 214-8864

Senator Michael Hastings 19th

(217) 782-9595

(815) 464-5431

And tell them NO to SB 1783!

HACIA Joins Call to **stop** this legislation



ILLINOIS LOBBY DAY



JOIN HACIA for a day in meeting with State Legislators on our annual lobby day. We will be pushing our HACIA sponsored bills.

HACIA visit to Springfield March 19th



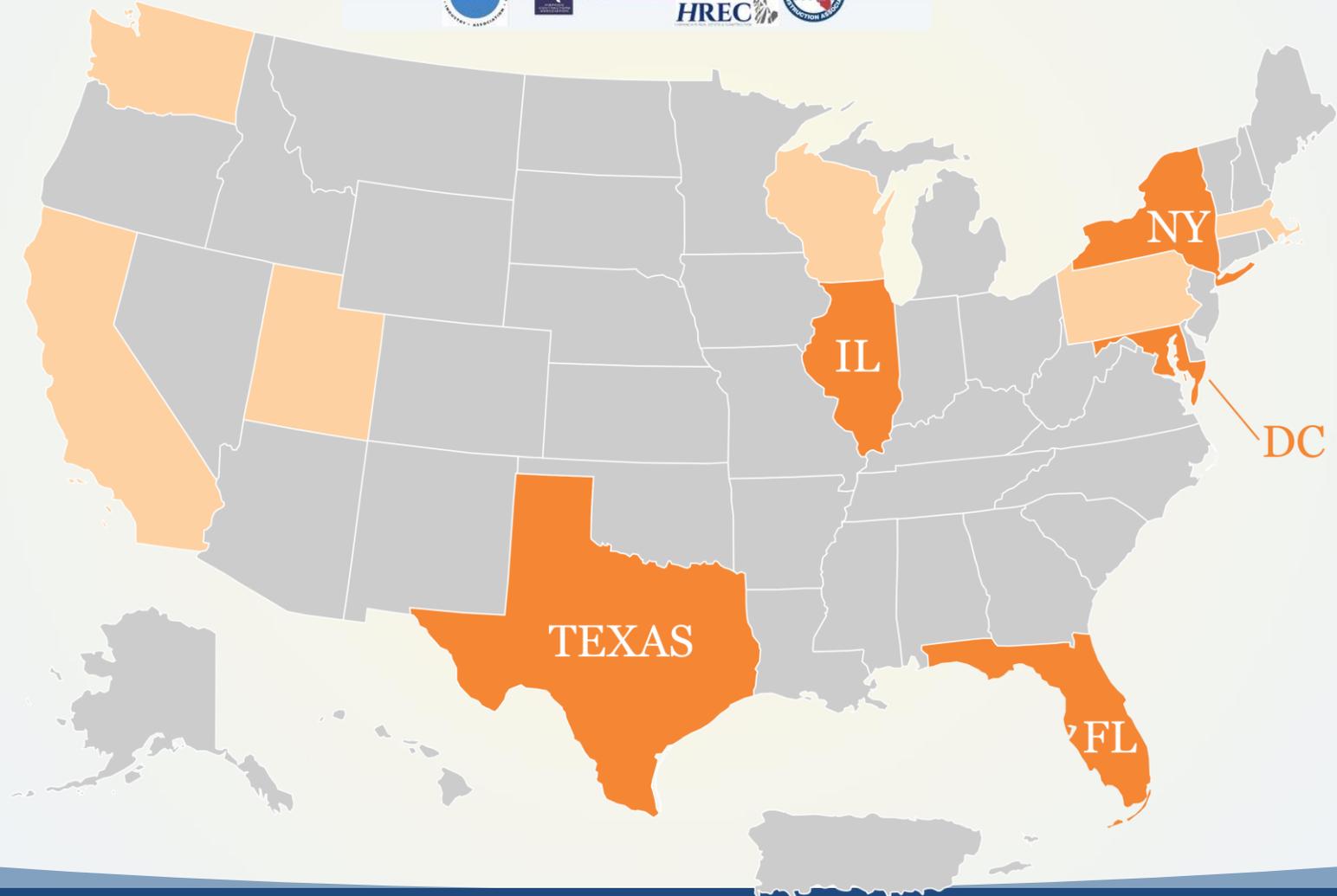
National Hispanic Construction Association

BUILT BY LATINOS

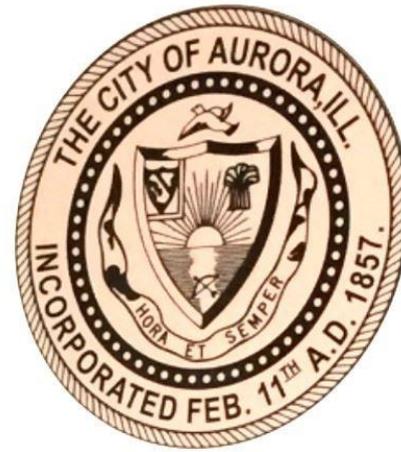


DC HISPANIC Contractors Association

HREC







MAYOR

Richard C. Irvin



HACIA
@HACIAworks



Our ExeDir @jorgeperez60617
@ILCommerceComm
#AnnualSupplierDiversityPolicySession
@ComEd @PeoplesGasCHI @Nicor_Gas
@AmerenIllinois @NorthShoreGas
@americanwater



8:14 AM - 5 Sep 2018 from Chicago, IL

3 Retweets 8 Likes



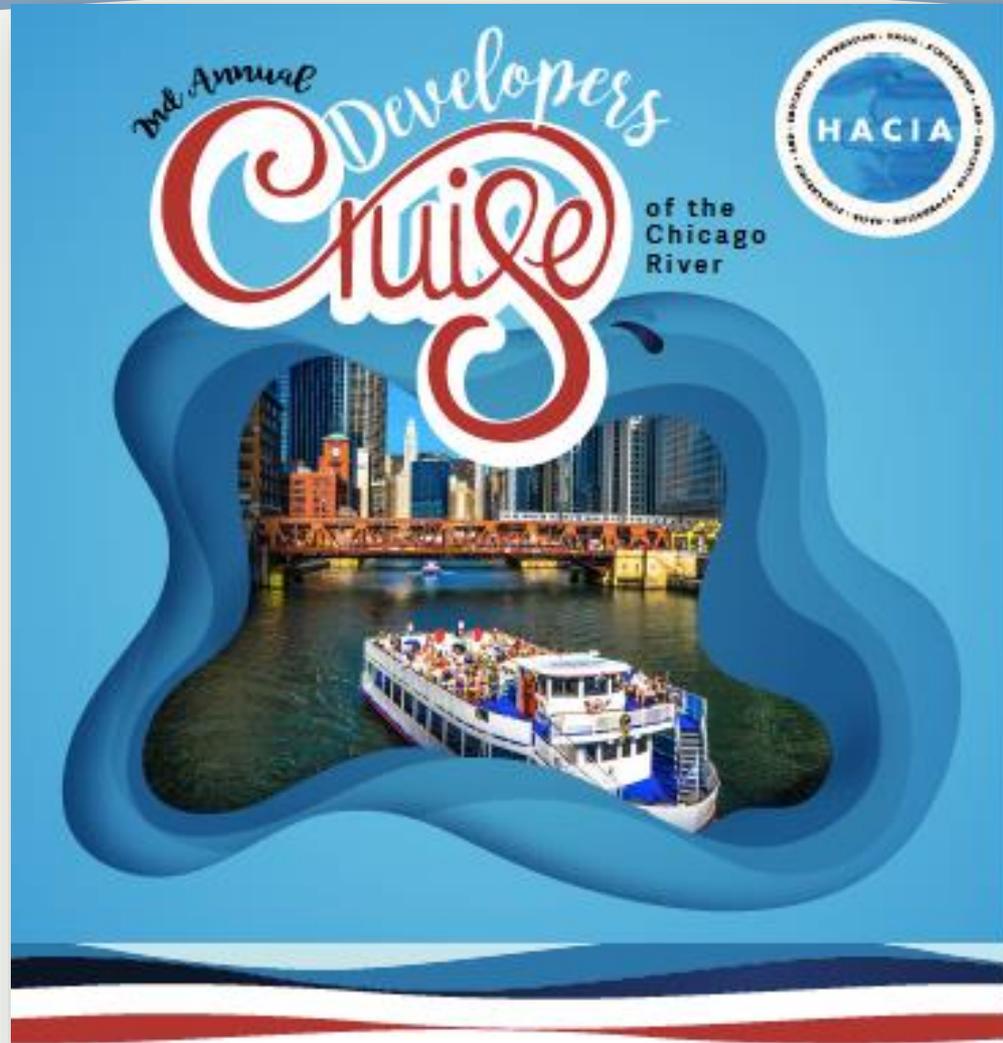
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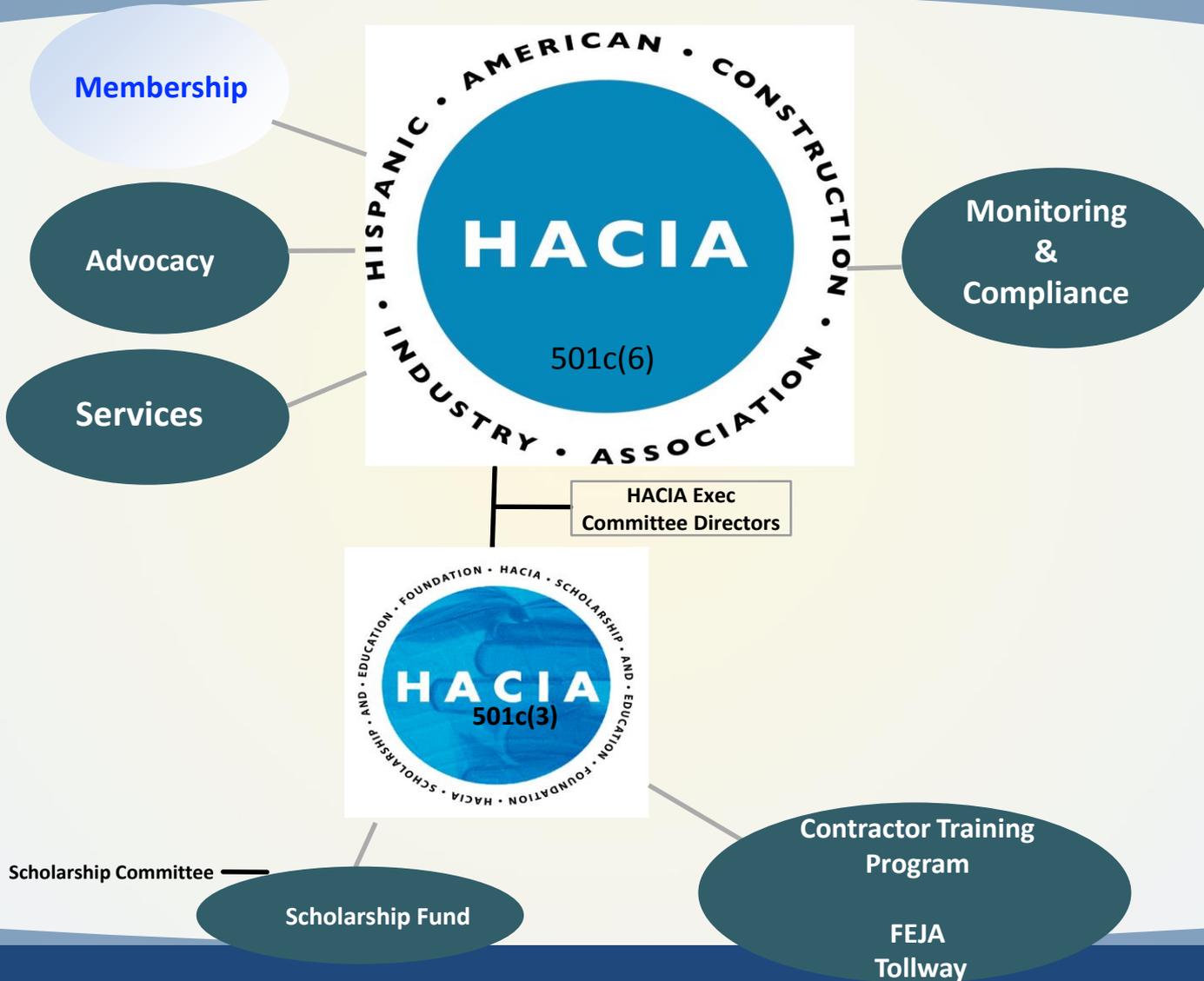


HACIA's Inaugural Developers Cruise of the Chicago River

64 views

👍 1 💬 0 ➦ SHARE ≡+ ⋮

HACIA ORGANIZATIONS



Committees

Membership
Contractors
Professional Services
Finance
Sustainability

Events

Banquet
Golf
Scholarship

Ad Hoc

By Laws
Nominating



30th ANNUAL GOLF OUTING

Silver Lakes Country Club, Orland Park IL

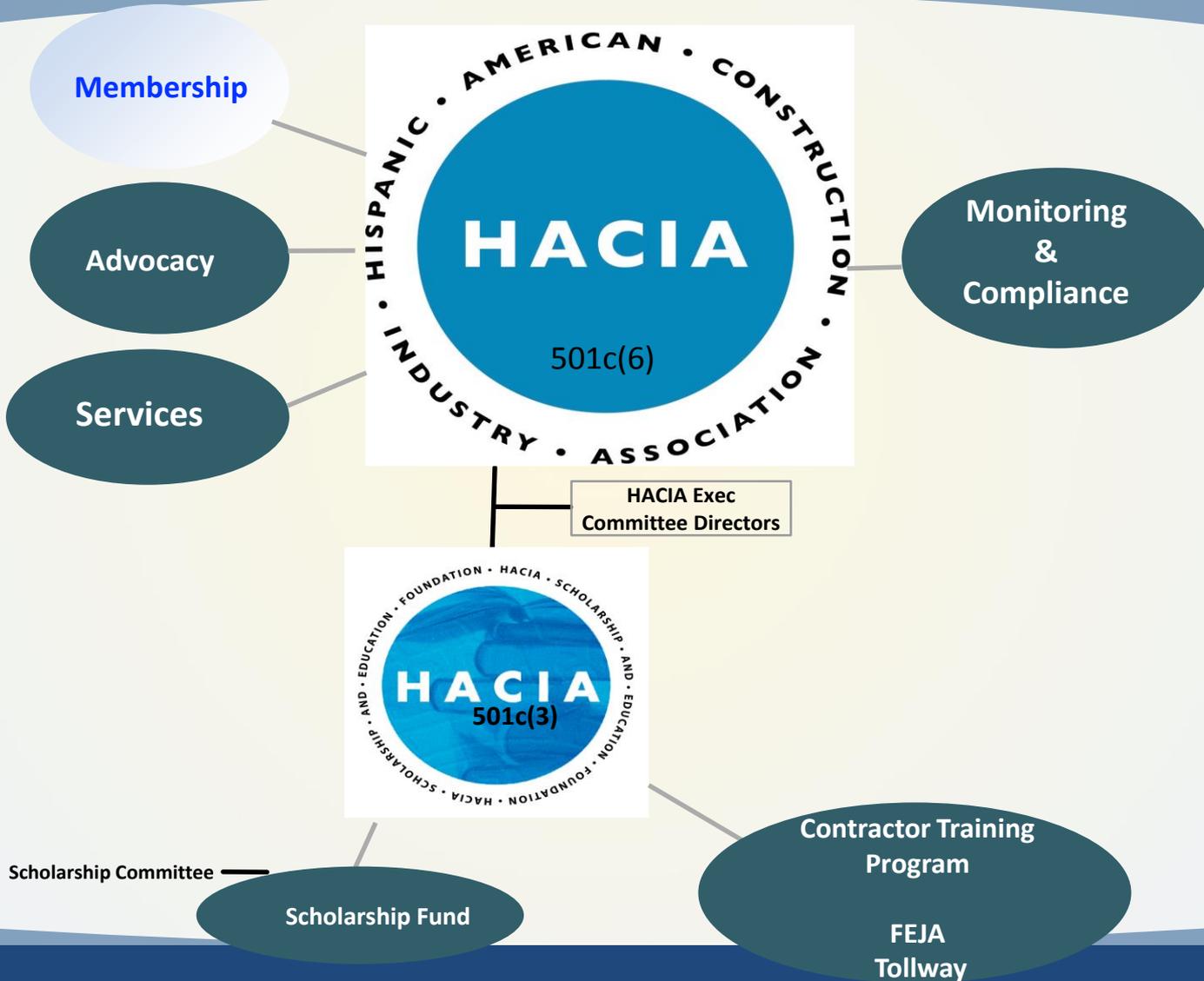
AUGUST 17, 2017







HACIA ORGANIZATIONS







SCALABLE SOLUTIONS FOR VR IN CONSTRUCTION

THURSDAY, MARCH 1
4:00 PM - 6:00 PM

HACIA
650 W LAKE ST
CHICAGO, IL 60661

RSVP AT:
WWW.HACIAWORKS.ORG/EVENTS



TIM SCHUBERT
Integrated Construction
Manager
Mortenson



TOM BOSSOW
Integrated Construction
Coordinator
Mortenson



JUN LI
Virtual Reality
Specialist
VIAtechnik



BRIAN JENKINS
Sales, Director
IrisVR



As virtual reality (VR) becomes ubiquitous in the construction industry, it's important to understand how this technology is being used and how it can be leveraged on your projects. Please join us on Thursday, March 1st, for a demonstration of the various types of VR, including a hands-on experience with real project examples. Led by a panel of VR and Building Information Modeling (BIM) experts from VIAtechnik, Mortenson Construction, & IrishVR, this is a one-of-a-kind event you don't want to miss!

FOR MORE INFORMATION CONTACT: JCALAHORRANO@HACIAWORKS.ORG





CONSTRUCTION TRAINING SEMINARS



TO REGISTER:

312-575-0389

jcalahorrano@haciaworks.org

** When registering please
provide the course #*

Classes are FREE

CLASSES

10 Hour OSHA • Course # HTW-010

30 Hour OSHA • Course # HTW-030

City of Chicago
Scaffold Erector Card • Course # HTW-100

ATSSA Flagger • Course # HTW-120

First Aid and CPR • Course # HTW-130

TRAINING PROVIDED BY:

LATINO WORKFORCE SAFETY CENTER

SPONSORED BY:





HACIA





NACIA
CONSTRUCTION TRAINING SEMINARS

COURSES
10 Hour OSHA
30 Hour OSHA
City of Chicago
Scarfing Erector Crane
ATSCA Flagger
First Aid and CPR

* Classes are FREE - (With Course Book)
\$25 Registration fee per class

Flagging Operations



- Must have training
- State certification may be required
- High-visibility vest
- SLOW / STOP paddles
- Communication



DAN RA
CITY OF CHICAGO
SCARFING ERECTOR CRANE
OPERATOR

A group of approximately 15 people are seated at long wooden tables in a classroom setting. They are facing towards the front of the room where a presentation is being given. The tables are cluttered with papers, notebooks, water bottles, and coffee cups. The room has white brick walls and a large window. A projector is mounted on the ceiling, and a whiteboard is visible on the right wall.

ANSI
107

DAN RAMIR

398
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STOP

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DAN



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CONSTRUCTION TRAINING SERVICES



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HACIA @HACIAworks · Feb 26

Our 2019 Breakfast for Success Series has begun. JBR Law Presenting on Avoiding Pitfalls of Improper Employee Classification & Mitigate Risk for Subcontractors and Workforce Policies and Ops. #HACIA40 Great Turnout! @Wintrust Sponsor!



INDEPENDENT CONTRACTOR – GENERALLY DEFINED

- An Independent Contractor is a person or business who performs services for another under an express or implied agreement and who is not subject to the other's control, or right to control, the manner or means of performing the services.
- Generally, a person or entity who hires an independent contractor is not liable to others for the actions or omissions of the independent contractor.





HACIA'S
BREAKFAST
FOR SUCCESS

CONSTRUCTION LIABILITY CONCERNS & RISK
MANAGEMENT PRESENTED BY ASSURANCE &
DEVORE RADUNSKY

NOVEMBER 13, 2018 | 7AM TO 9AM

LOCATION: HACIA'S OFFICES

650 W LAKE ST. SUITE 415

CHICAGO, IL 60607



REGISTER: WWW.HACIAWORKS.ORG/EVENTS



HACIA

@HACIAworks



Our Contractors Committee Breakfast Seminar is underway! @HACIA HQ!
@AssuranceATeam Jose Suarez and Troy Radunsky of Devore Radunsky presenting!
#HACIA2018 #Protectsmallcontractors





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MEMBERS ONLY

BUSINESS MIXER

WITH HOSPITAL PROCUREMENT OFFICIALS AND PRIME CONTRACTORS LOOKING TO BUILD RELATIONSHIPS WITH MINORITY-OWNED AND WOMEN-OWNED BUSINESSES

HOSTED BY: THE ILLINOIS HEALTH & HOSPITAL ASSOCIATION, THE HISPANIC AMERICAN CONSTRUCTION INDUSTRY ASSOCIATION (HACIA) AND THE FEDERATION OF WOMEN CONTRACTORS

DECEMBER · 10TH · 2018
2PM TO 4PM
HACIA'S OFFICE
650 W LAKE ST, SUITE 415
CHICAGO, IL 60607

*PARKING AVAILABLE NEARBY

To RSVP Contact:
NEIDA CINTRON
NCINTRON@HACIAWORKS.ORG

BACKGROUND: HACIA and FWC worked on the legislation in full collaboration with the Illinois Health and Hospital Association to improve supplier diversity in the health facilities space. Now that the law is in effect, we hope to continue our partnerships and collaboration to bring resources of fully certified businesses to hospitals throughout Northern Illinois that can meet hospital needs, especially in construction and rehabilitation of facilities.



Want More Information? Check out....



www.facebook.com/ChicagoDPS



@ChicagoDPS



www.youtube.com/ChicagoDPS



www.cityofchicago.org/dps

Note: All bid advertisements, addenda, upcoming workshops, events, new policies, and procedures that affect vendor community.



Questions?





Thank You For Attending

For more information visit: www.cityofchicago.org/procurement

City of Chicago
Department of Procurement Services
121 North LaSalle Room 806
312-744-4900

