

DPS 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

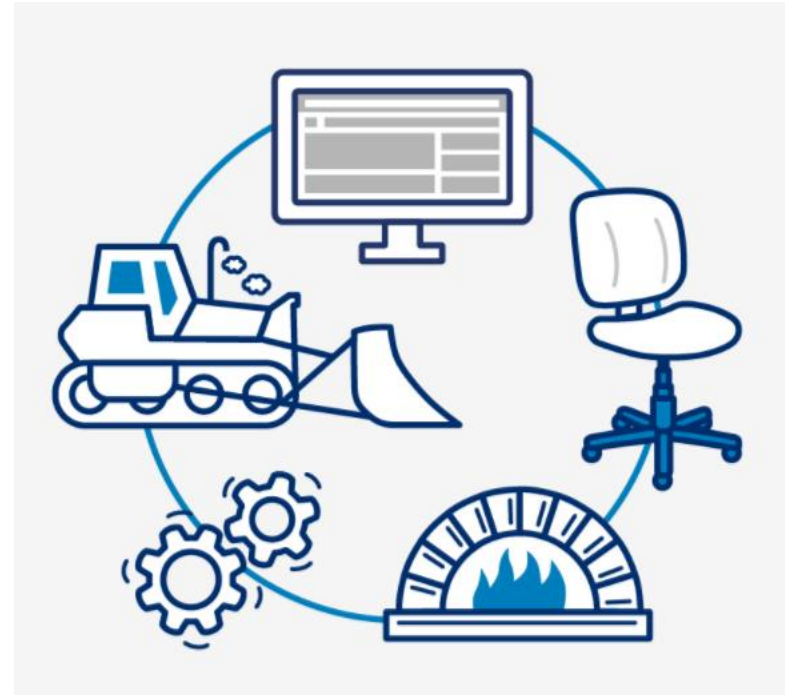
Funding via the SBA

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.



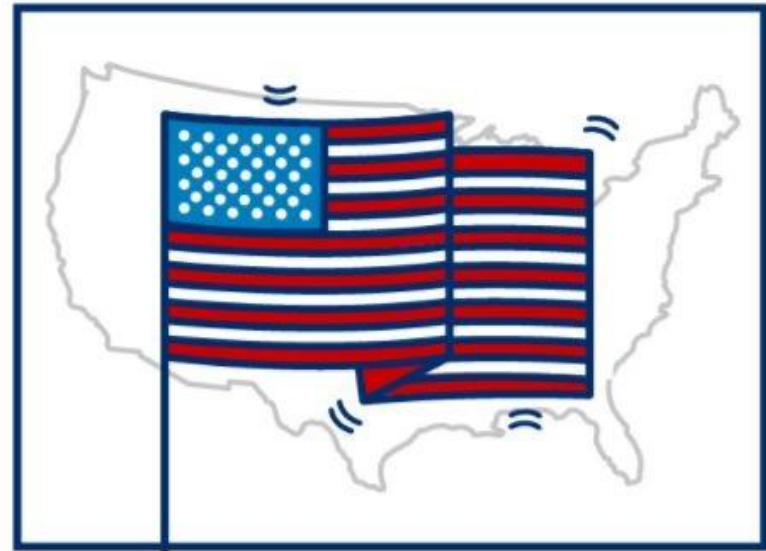
Fixed Assets: Furniture, real estate, machinery, equipment, construction & remodeling

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.



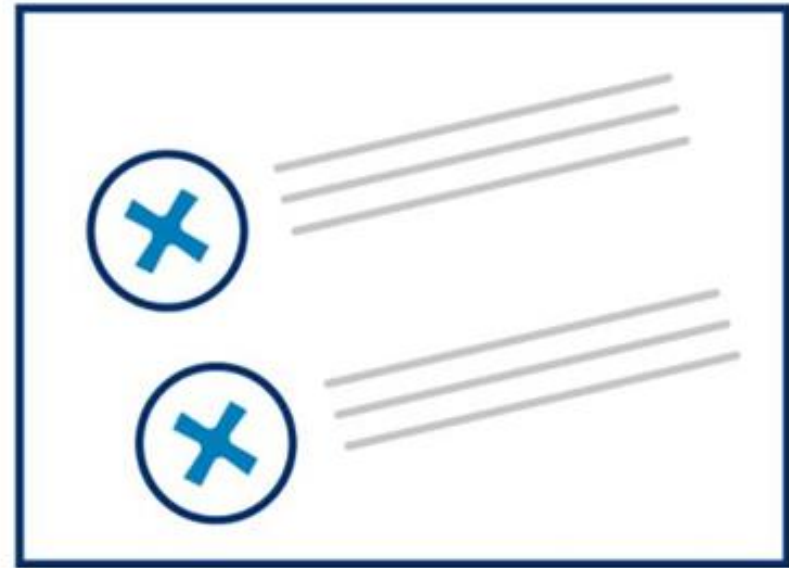
Do business in the U.S.: The business is physically located & operates in the U.S. or its territories.

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

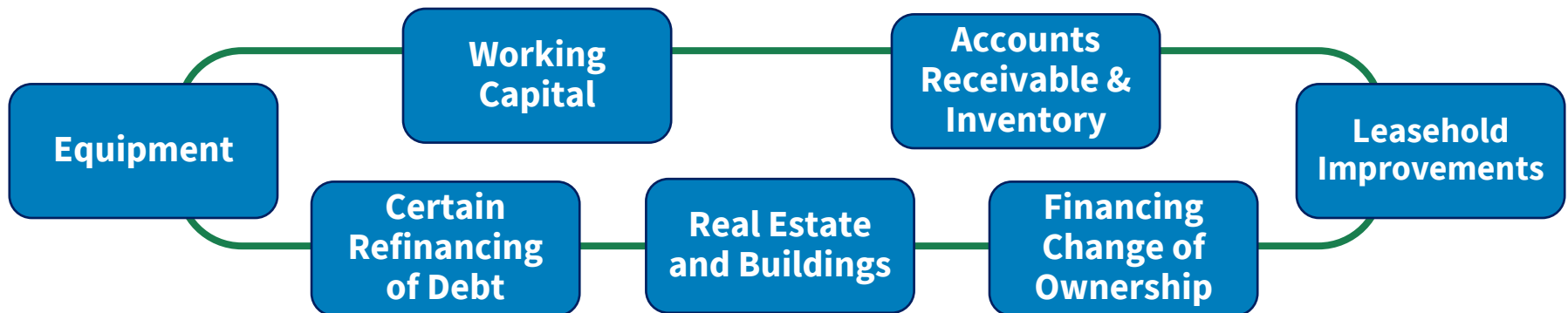
Two flagship business **loan guarantee** programs help start-up businesses launch and existing business expand

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

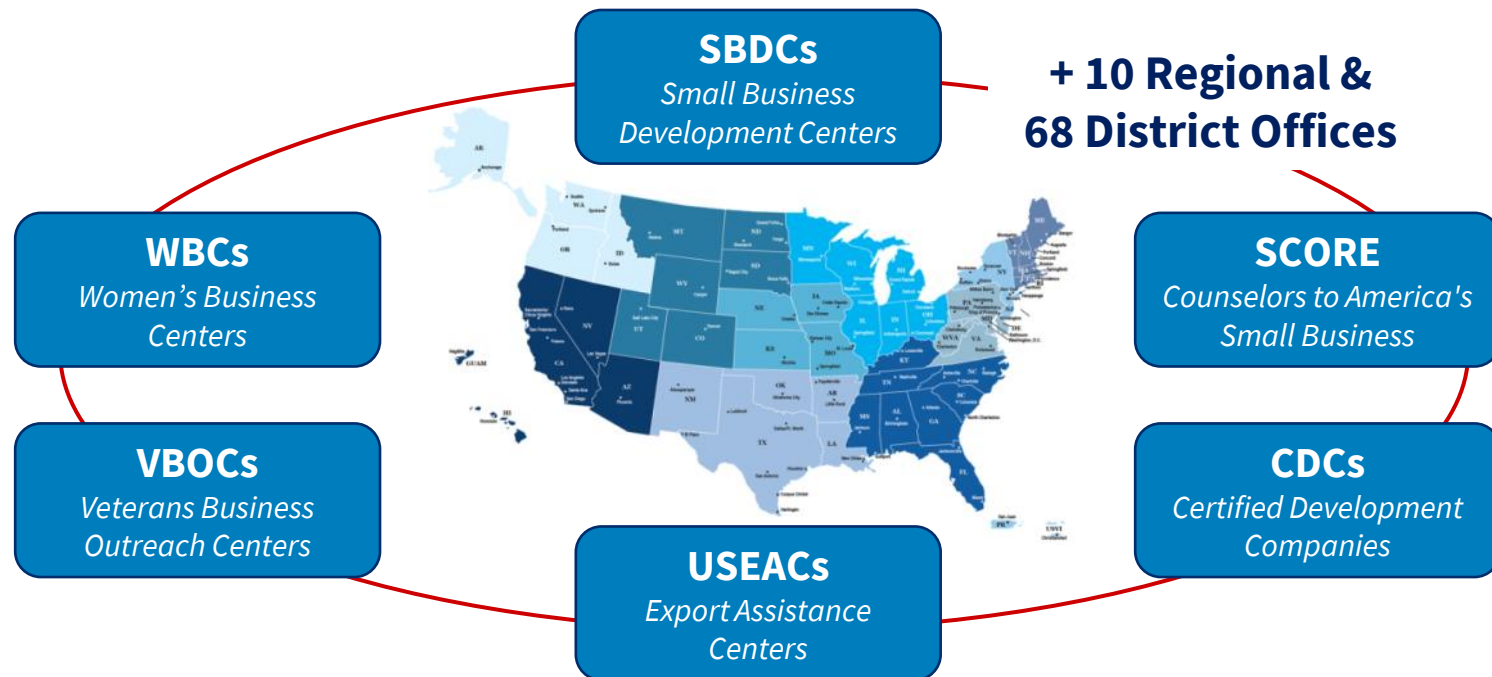
Support Partners & Government Contracting

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**



U.S. Small Business Administration

Illinois District Office

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:

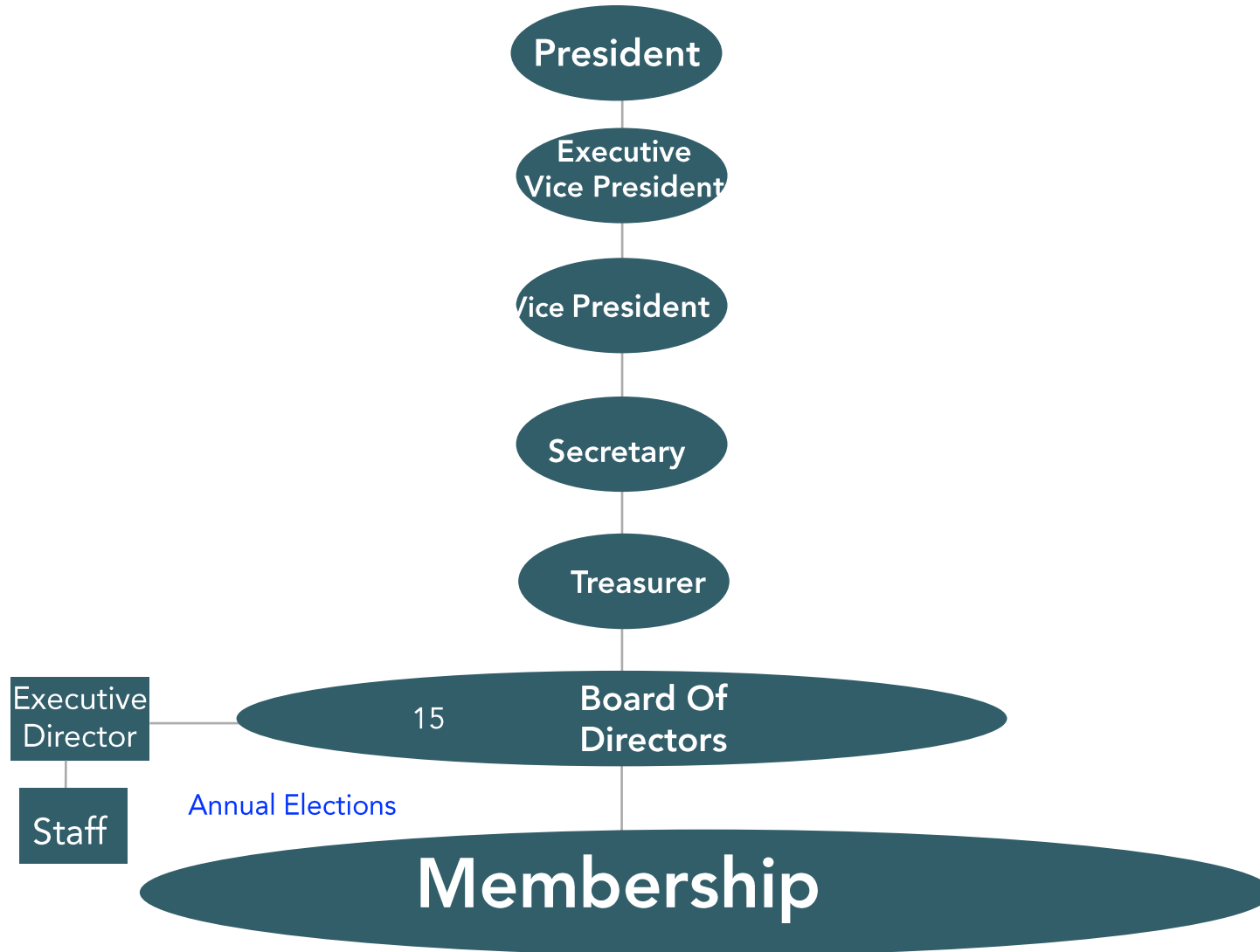
Jorge Perez
Executive Director



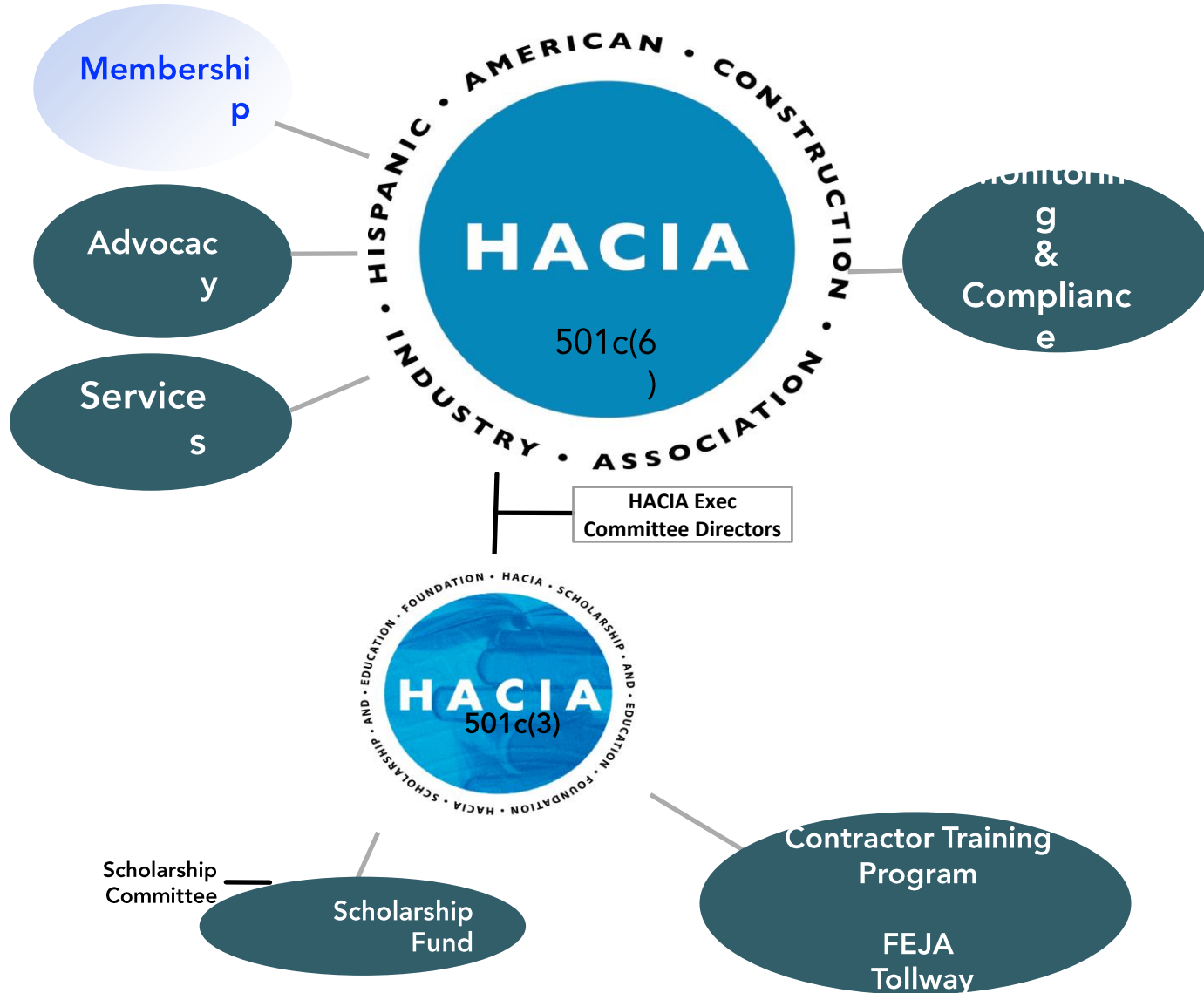
Mission

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



ComEd
An Exelon Company



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!

ComEd
An Exelon Company

HACIA
HISPANIC • AMERICAN • CONSTRUCTION
INDUSTRY • ASSOCIATION

APPLY NOW

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

Training Programs



HACIA

HISpanic • AMERICAN • CONSTRUCTION • 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 increased 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

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

The image shows a YouTube video player interface. At the top left is the YouTube logo and a search bar. The video content features a background of a light blue architectural floor plan. In the center, the text reads: "Register today" in orange, "1-888-979-3773" in large blue font, and "HACIAWorks.org/CTP" in blue font. To the right is a circular logo with a blue globe and the word "HACIA" in white, surrounded by the text "FOUNDATION • HACIA • SCHOLARSHIP" repeated twice. In the bottom left corner is the "dceo" logo. In the bottom right corner is the "+IWE INSTITUTE FOR WORKFORCE EDUCATION" logo, with "A DIVISION OF ST. AUGUSTINE COLLEGE" in smaller text below it. The video player controls at the bottom show a progress bar at 0:25 / 0:30, a volume icon, and standard YouTube playback controls.

Register today
1-888-979-3773
HACIAWorks.org/CTP

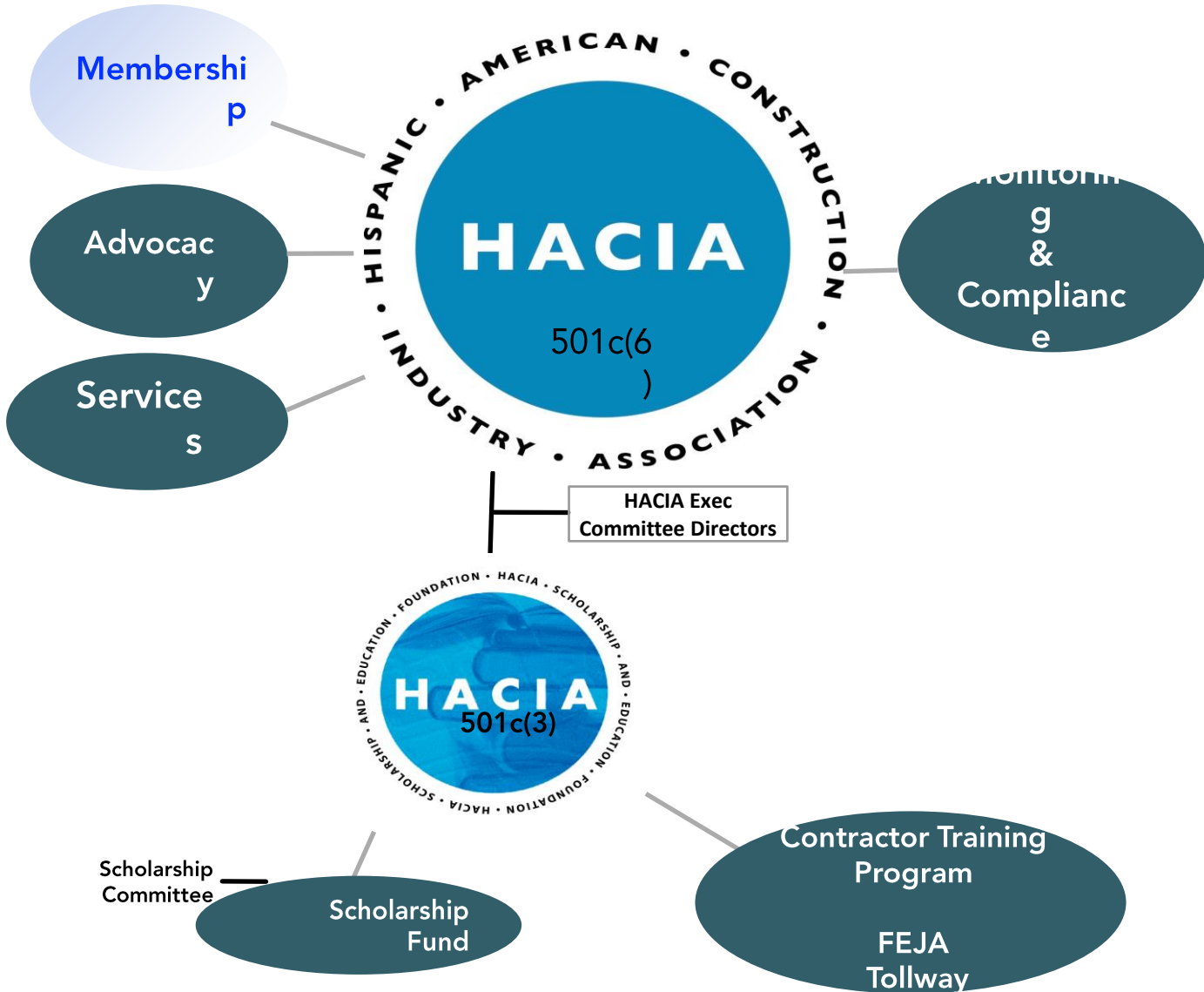
HACIA
FOUNDATION • HACIA • SCHOLARSHIP

dceo

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

0:25 / 0:30

HACIA Organizations



IL Legislative

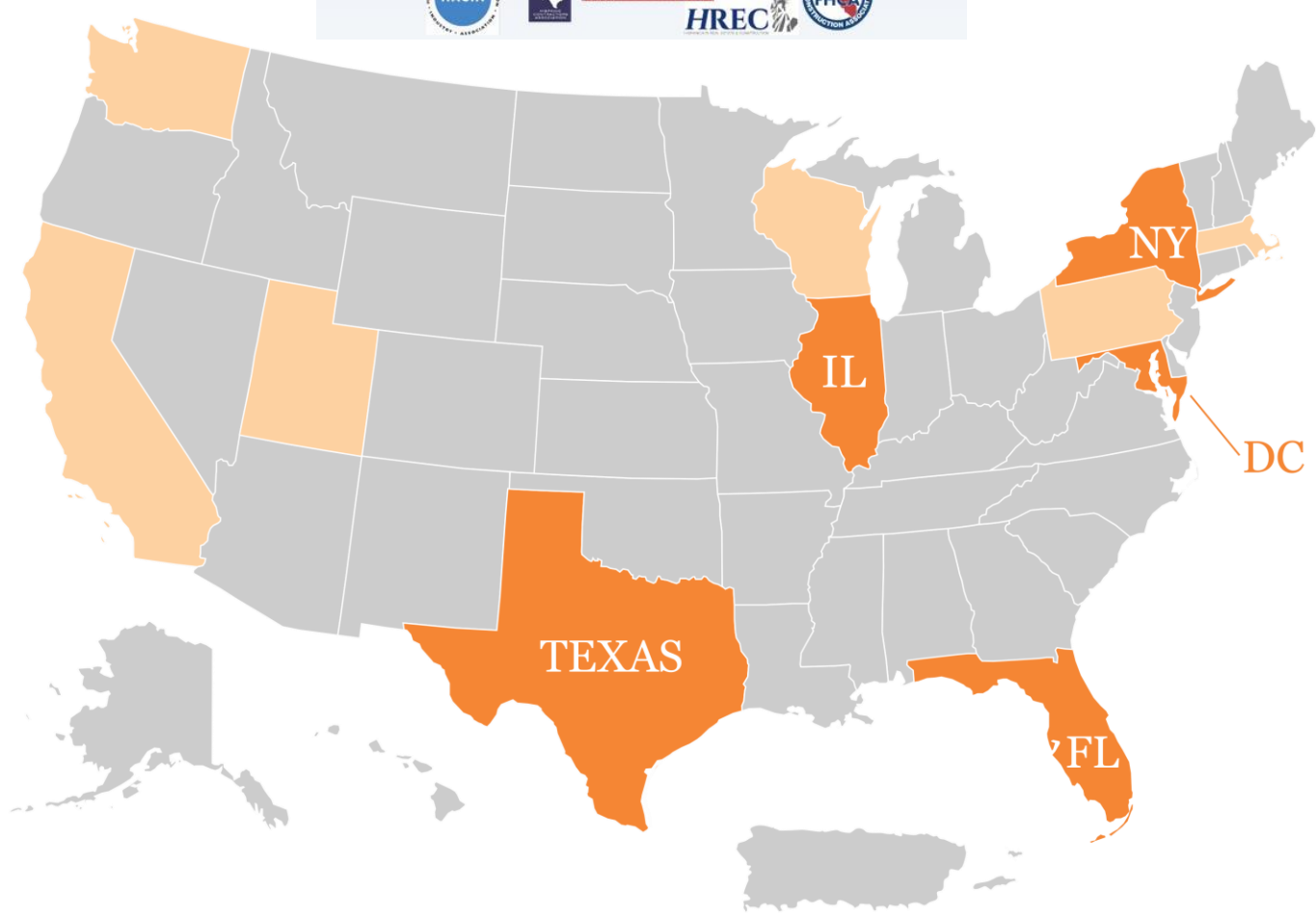
- 2011 - Utilities
- 2015 - Hospitals
- 2017 - Class I Railroads, EDGE Tax
Credit Recipients, Private Universities,
Telecom

- 2019 Direct Pay
 - Retainage Amendment
 - NO to SB1783

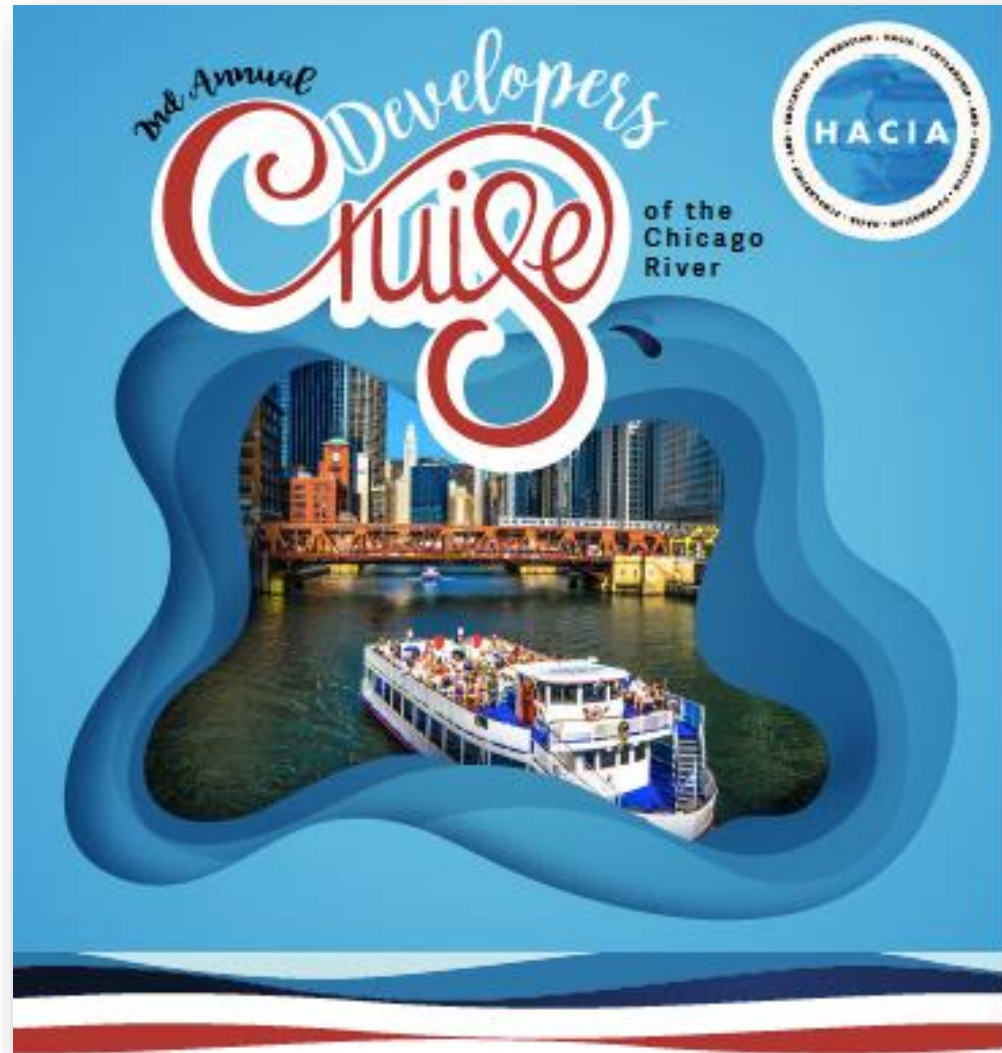


National Hispanic Construction Association

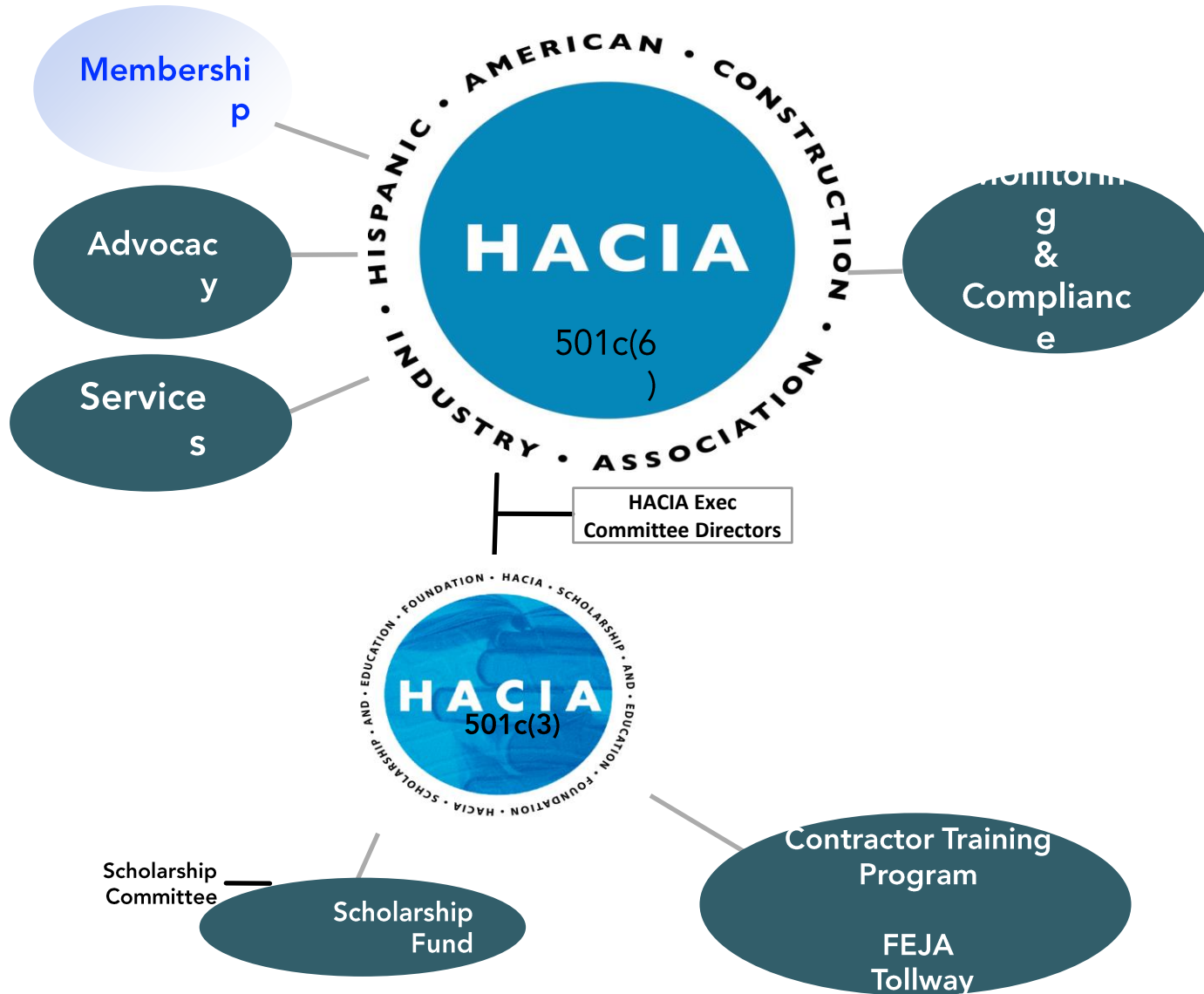
BUILT BY LATINOS



Events



HACIA ORGANIZATIONS



Membership
Contractors
Professional Services
Finance
Sustainability

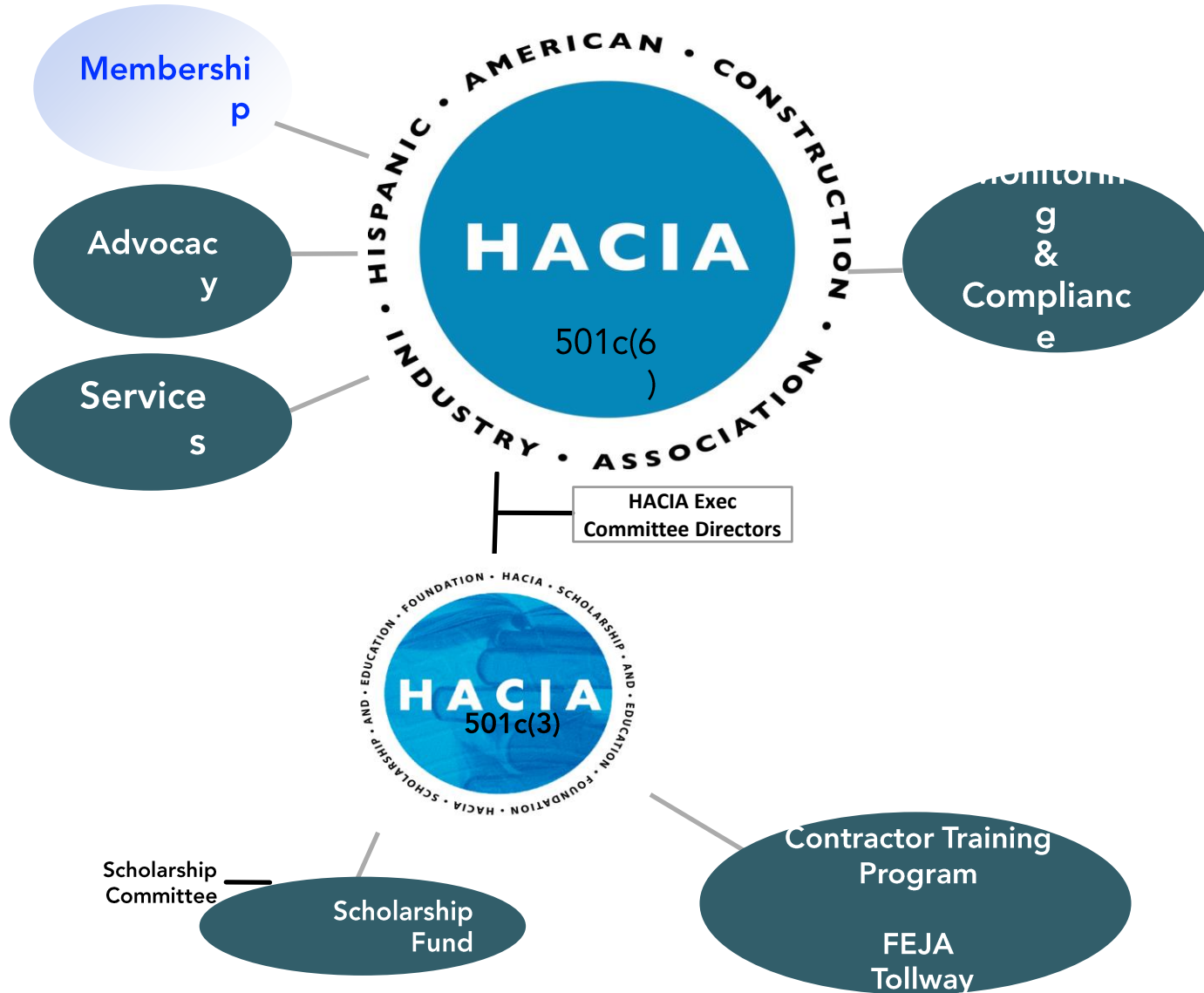
Events

Banquet
Golf
Scholarship

Ad Hoc

By Laws
Nominating

HACIA ORGANIZATIONS





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:



Flagging Operations



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



NACIA
CONSTRUCTION TRAINING SEMINARS

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

* Classes are FREE - (With Comp. Bents)
\$25 Registration fee per class

FOR MORE INFORMATION, VISIT
www.nacia.org

with 1/24/2017
PW 6/18/2017

ANSI

DAN RA







Questions?



WORKSHOP SCHEDULE
CITYOFCHICAGO.ORG/DPS

TRAINING • OUTREACH • COMMUNICATIONS



www.facebook.com/ChicagoDPS



[@ChicagoDPS](https://twitter.com/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.

Thank You for Attending...



FAIRNESS • TRANSPARENCY • DIVERSITY • INCLUSION

Department of Procurement Services
121 North LaSalle, City Hall Room 806, Chicago, IL
60602

City Hall Bid & Bond Room 103 • 11th Floor Room 1103

www.cityofchicago.org/dps •

dpsevents@cityofchicago.org

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youtube.com/ChicagoDPS

