



Cooperative Inclusion Plan

"Connecting the Dallas-Fort Worth highway transportation providers and contractors association"



CIP Heavy Highway Construction Firms Workshop

December 6, 2022

Agenda

- Welcome
- Opening Remarks
- CIP Overview
- NTTA's 5 Year Capital Plan & Upcoming Opportunities
- NTTA Procurement Process & Electronic Bid Response
- TxDOT Maintenance Opportunities
- Resource Opportunities Forum with Presenters
- CIP Website
- CIP Survey Completion
- Breakout Sessions with Forum Presenters
- Adjourn

Housekeeping

EVENT SIGN-IN	AUDIO & VISUAL	BREAKOUT ROOMS
Sign in with your name and company name in the chat window for our records.	Mute your microphones to avoid feedbacks. Use of the video function is highly encouraged.	CIP Professional Services Workshop Meeting and Prime-Hosted breakout sessions.
BREAKOUT LINKS	INSTRUCTIONS	AUDIO & VISUAL
Links to the breakout sessions will be provided in the chat window. Click on desired link when requested, to join your preferred session.	Instructions on navigating between breakout sessions are in the Main Business session chat window.	During the breakout session, turn on your camera and unmute your microphone to communicate directly with the prime representative.

Submit ONLY general questions in CIP Workshop Meeting chat window. Responses will be provided at the end of the session. Questions specific to an entity or presenter should be discussed during the breakout sessions.

Thank you for your cooperation





Opening Remarks

John H. Martinez-D,
President & CEO,
RHCA



CIP Overview

Connor VanSteenberg
North Texas Area Manager,
AGC of Texas

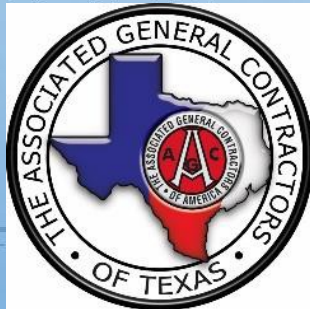
Cooperative Inclusion Plan (CIP)

WHAT IS (CIP)?

- THE COOPERATIVE INCLUSION PLAN (CIP) IS A COMPREHENSIVE APPROACH TO ADDRESSING THE SHORTAGE OF DISADVANTAGED, MINORITY, WOMEN, AND SMALL BUSINESSES AND HISTORICALLY UNDERUTILIZED BUSINESSES (D/M/W/SBE AND HUB) FIRMS IN HEAVY HIGHWAY CONTRACTING.
- THE CIP TEAM HOLDS FREE WORKSHOPS/TRAININGS, OPEN TO THE PUBLIC FOR CONTRACTORS AND CONSULTANTS WHO PERFORM WORK IN THE HEAVY HIGHWAY CONSTRUCTION INDUSTRY. THE TARGET AUDIENCES ARE MINORITY CONTRACTORS, CONSULTANTS AND PROVIDERS OF GOODS AND SERVICES FROM THE HEAVY HIGHWAY CONSTRUCTION INDUSTRY.

FIVE (5) CIP PARTNERS

- **ASIAN AMERICAN CONTRACTORS AND PROFESSIONAL ASSOCIATION (AACPA)**
- **ASSOCIATED GENERAL CONTRACTORS OF TEXAS (AGC)**
- **NORTH TEXAS TOLLWAY AUTHORITY (NTTA)**
- **REGIONAL HISPANIC CONTRACTORS ASSOCIATION (RHCA)**
- **TEXAS DEPARTMENT OF TRANSPORTATION (TXDOT)**





NORTH TEXAS TOLLWAY AUTHORITY

CIP Construction Services Workshop

Mark Bouma, P.E.
Senior Corridor Manager
December 6, 2022

North Texas Tollway Authority

Our Mission

❖ **Provide** a safe and reliable toll road system ❖ **Increase** value and mobility options for customers ❖ **Operate** the Authority in a businesslike manner ❖ **Protect** our bondholders ❖ **Partner** to meet our region's growing need for transportation infrastructure



FIVE-YEAR CAPITAL PLAN

KEY

- County lines
- Existing
- In Development
- Corridor Study

DNT Extension
over US 380

DNT Widening
SRT to 380

DNT 4B
FM 428 to
Grayson County

DNT 4A
US 380 to FM 428

DNT
Corridor Study

**PGBT East
Branch**
IH 30 to IH 20

360 Elbow

**CTP Super 2
Widening**

360 Section 2





**DNT 4B
Frontage Road**



**DNT
OVER US 380**





**DNT
Widening
SRT to US 380**



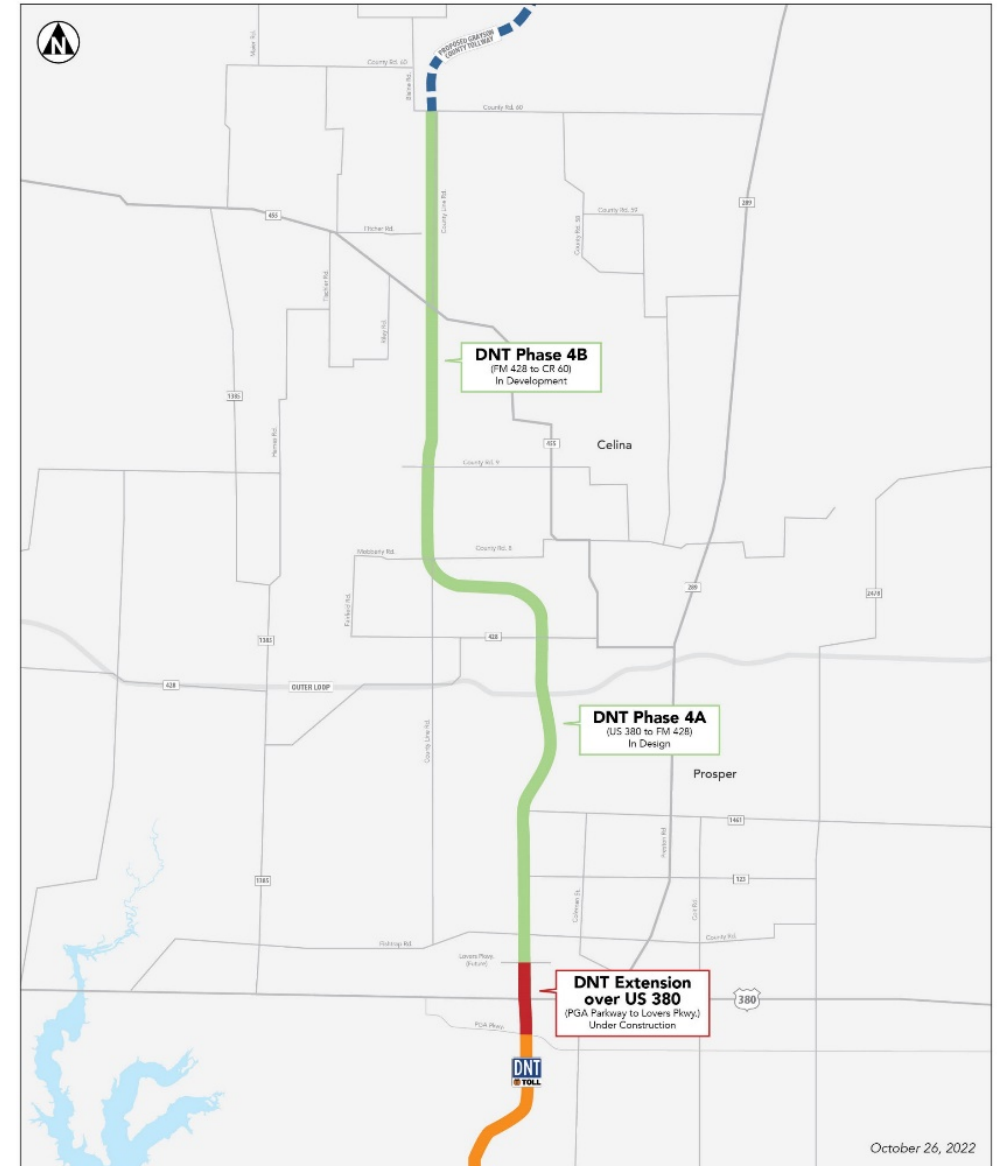
Dallas
North
Tollway



Extension 4A

- 6 miles
- US 380 to FM 428, Collin County
- Both frontage roads in place
- Design underway, construction anticipated to start 2024
- 2 construction contracts bidding 3rd quarter 2023

DNT Phase 4



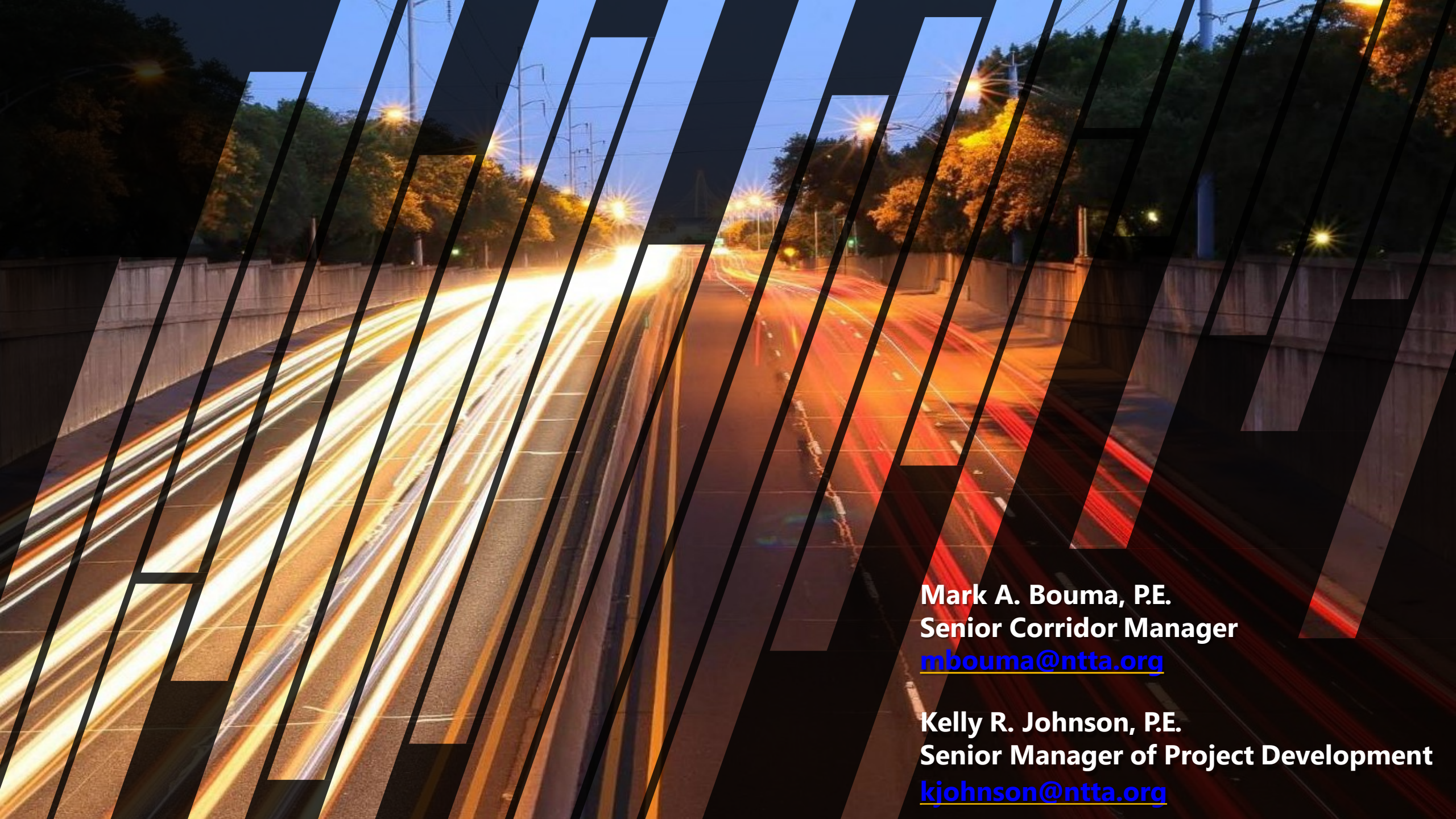
Routine Maintenance Projects

*Striping
Erosion Control
Sign Replacements
Pavement Repair
Bridge Deck Repair*

*Issued throughout
the year*



Anticipated Advertisement Month/Quarter	Procurement Contract Type	Contract Name	Contract Description	Contract Term (months)	Cost Magnitude
Nov-2022	RFB	2023 Mainlane Striping Recapping 05759-NTT-00-CN-PD	Recap edge lines that have been damaged or removed due to snow and ice operation on DNT, SRT & LLTB	2 mths	\$100k - \$200k
Nov-2022	RFB	2023 RPM Replacement 05761-NTT-00-CN-PD	Replace RPMs that have been damaged or removed due to snow and ice operation on DNT, SRT & LLTB	2 mths	\$300K - \$500K
Nov-2022	RFB	SRT Bridge Joint Seal Replacement 05755-SRT-00-CN-PD	Replace failed bridge and approach slab joint seals at multiple bridges on SRT	6 mths	\$500K - \$1M
Dec-2022	RFB	PGBT Re-striping from I-35E to US 75 05760-PGB-00-CN-PD	Re-striping of PGBT Main lanes and applicable frontage roads in Segments 1 and 3.	4 mths	\$500K - \$1M
Dec-2022	RFB	SRT Frontage Road Joint and Crack Sealing 05745-SRT-03-CN-PD	Cleaning and sealing of existing concrete pavement joints and cracks on SRT Frontage Roads for preventative maintenance. Coit Rd to Stacy Rd	4 mths	\$1M - \$5M
Dec-2022	RFB	Winter Highway Maintenance Facility 05756-DNT-05-CN-PD	New salt storage facility for north end of DNT	6 mths	\$1M - \$5M
Jan-2023	RFB	Pavement Surface Improvements 05728A-PGB-00-CN-PD	Eliminate pavement shadow striping on PGBT EB mainlanes at Alma Road	1 mth	\$200K - \$299K
Feb-2023	RFB	DNT Bridge Joint Seal Replacement 05788-DNT-00-CN-PD	Cleaning and re-sealing/replacement of bridge joints on DNT from IH 35 to PGBT	3 mths	\$500K - \$1M
Mar-2023	RFB	CTP Erosion Mitigation	Mitigating erosion on slope embankments from flows coming from adjacent housing development, and erosion along a ditch line.	6 mths	\$500K - \$1M
Mar-2023	RFB	DNT Seg 1 Bridge Repair - Phase 2	Partial-depth deck hydrodemolition removal and modified concrete overlay for Park Ln, Walnut Hill, Mockingbird, North Haven, & Bordeaux bridges	6 mths	\$1M - \$5M
Mar-2023	RFB	LLTB East Abutment Erosion Mitigation 04978-LLB-00-CN-PD	Under bridge slope stabilization at east end of the lake bridge	12 mths	\$1M - \$5M
Apr-2023	RFB	DNT @ 635 Wall Repair	Repair of DNT Wall area near 635.	4 mths	\$500K - \$1M
Apr-2023	RFB	PGBT EE Sign Replacement 05757-PGB-06-CN-PD	Remove & replace existing small and large signs w/trailblazers along at the PGBT EE from SH 78 to IH-30.	12 mths	\$1M - \$5M
Apr-2023	RFB	PGBT Erosion Mitigation at I-20	Erosion repairs in the PGBT/IH-20 Interchange	4 mths	\$500K - \$1M
Apr-2023	RFB	SRT FR Joint and Crack Seal	Cleaning and sealing of existing concrete pavement joints and cracks on SRT frontage roads for preventative maintenance from Stacy Rd to SH 5	4 mths	\$500K - \$1M
May-2023	RFB	CTP Seg 6 Pavement Rehabilitation	Mill & overlay of the asphalt ramp tie-ins in between US 67 and FM 1187	3 mths	\$300K - \$500K
May-2023	RFB	DNT Mainlane Bridge Deck Repairs	Repair of multipe DNT Mainlane bridge decks in Segment 1.	9 mths	\$1M - \$5M
May-2023	RFB	DNT Seg 4 Wall Stabilization 05660-DNT-04-CN-PD	Stabilization of 12 retaining walls along DNT from Stonebrook Pkwy to Eldorado Pkwy	24 mths	\$20M - \$30M
May-2023	RFB	MCLB Bridge and Bent Cap Repair	Repair of MCLB bent cap cracking and spalling of existing concrete collars at bridge bents to minimize corrosion and remove voids.	9 mths	\$1M - \$5M
May-2023	RFB	PGBT Erosion Mitigation @ Kirby Creek and Lower Tarrant Road	Erosion mitigation measures at Kirby Creek and Lower Tarrant Road	9 mths	\$1M - \$5M



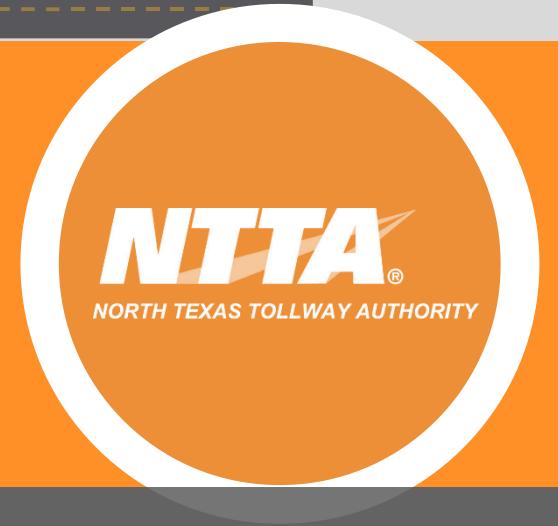
Mark A. Bouma, P.E.
Senior Corridor Manager
mbouma@ntta.org

Kelly R. Johnson, P.E.
Senior Manager of Project Development
kjohnson@ntta.org

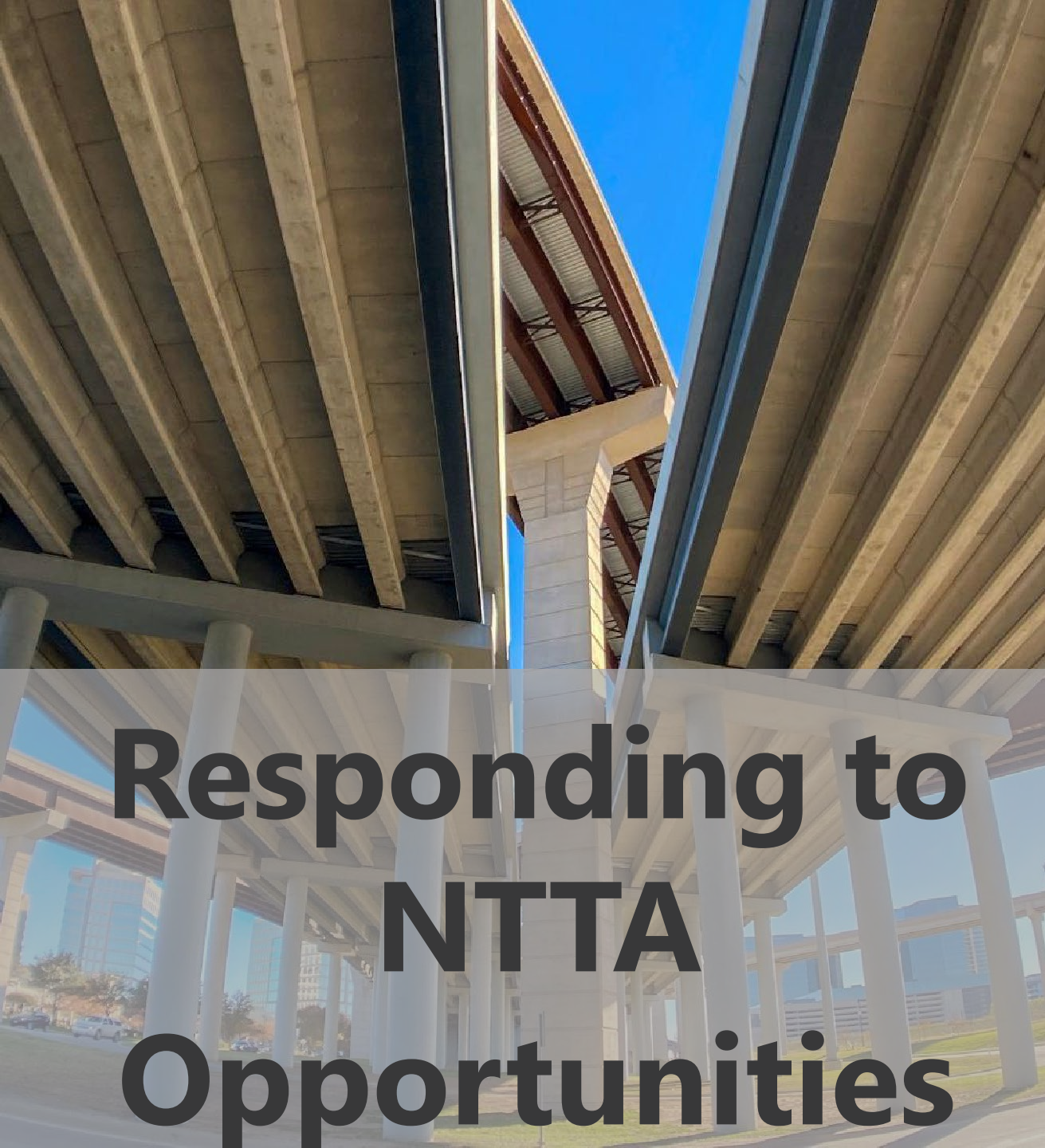
NTTA PROCUREMENT SERVICES AND ELECTRONIC BID RESPONSE PROCESSES

5900 W. PLANO PARKWAY
PLANO, TX 75093
(214) 461-2000

MONDAY – FRIDAY
8 A.M. – 5 P.M.
WWW.NTTA.ORG



David Evans, Sr. Director of Procurement



NTTA Annual Spend:
\$250-\$450M

Procurement

- Register on nttmarketplace.org (required)
- Review current and future opportunities
- Receive notifications of targeted procurements
- Come talk to us BEFORE procurement starts
- Attend pre-submission conference
- Submit ALL required documents with the response to solicitations
- Request debriefs

**Responding to
NTTA
Opportunities**

Solicitation Participation

In order to participate in a solicitation, prospective vendors must register in Marketplace

The following are possible once you have a vendor account:

- Responding electronically
- Submitting clarifying questions
- Receiving notifications of amendments
- Being added to the bid holder list for a solicitation
- Visibility into closed solicitation information and awards

procurement type may



on what NTTA has out for

ERE.

Mail us at bidpurchasing@ntta.org.

nttamarkeplace.org

Important Links

[Frequently Asked Questions \(FAQ\)](#)
[Vendor Registration & Process Guidance](#)
[Marketplace Navigation Guide](#)
[NIGP Code Selection Guide](#)
[Marketplace Q&A Process Guide](#)
[Login Assistance Guide](#)
[NTTA.org](#)

Electronic Response – Important Steps

General Item Information Validation Warnings
Your quote has not been submitted.

Quote Q00000208 - Company of DC

General **Items** Questions Subcontractors Notes Terms & Conditions Attachments Summary [Back to Bid](#)

Amount: 0.00

No Bid ☐ No Charge ☐

See Quote Attachment(s) ☒

Response Total: \$0.00

While on the Items Tab

You will need to check the “See Quote Attachment(s)” box for us.

This is a system workaround that we need your help accomplishing

Add File

i Name is the display name for the file that will appear where attachment repository files are displayed. It can be different from the name of the file.

i Marking an item "Confidential" will ensure the document is only seen by relevant personnel and will not be displayed publicly.

Name*:

Description:

File*: No file chosen

Location: 00000148

Confidential: ☐

[Save & Exit](#) [Save & Continue](#) [Return](#)

While on the Attachments tab

The “Confidential” check box controls whether a document can be seen by the general public once the contract is awarded.

If “confidential” only NTTA staff will see the attachment


Locating & Joining Virtual Meetings

Date Issued	April 17, 2020
Pre-Bid Conference	April 28, 2020 at 11:00 a.m. CT
Microsoft Teams Virtual Meeting Details: Request meeting presentation from: Sr. Procurement Specialist, [redacted] [redacted]	Virtual Pre-Bid Conference Join Microsoft Teams Meeting [redacted] United States, Dallas (Toll) Conference ID: [redacted]

Any meeting information related to NTTA procurement opportunities can be found on the respective solicitation packet cover sheet.

Each procurement will have separate meeting information for its planned pre-conference and bid opening, if applicable.

Once on the meeting webpage, clicking “JOIN ON THE WEB INSTEAD” will enable you to enter the meeting.



Experience the best of Teams meetings with the desktop app

Download the Windows app

Join on the web instead

Already have the Teams app? [Launch it now](#)



TEXAS DEPARTMENT OF TRANSPORTATION



DALLAS DISTRICT CONTRACT MAINTENANCE OFFICE



Table of contents

- 1 Types of Maintenance Contracts
- 2 Are you prequalified?
- 3 Things to remember about pre-qualificaion
- 4 Common questionnaire errors
- 5 Resources/Links
- 6 FAQ's
- 7 How do I find upcoming maintenance contracts?

Types of Maintenance Contracts

TxDOT supplements its work force with various types of routine maintenance contracts. These types of contracts are:

BPM – Bridge Preventative Maintenance

EMC – Emergency Maintenance Contracts

MMC - Maintenance Material Contracts

RMC - Routine Maintenance Contracts

SUP – State Use Program

TMC – Traffic Material Contracts

REMEMBER...

CONSTRUCTION builds the highway system.

MAINTENANCE repairs and/or preserves the existing highway system.

TxDOT must qualify bidders to become eligible to bid or to receive a bid proposal.

3 LEVELS OF QUALIFICATION

Confidential Questionnaire (CQ)	Bidder's Questionnaire (BQ)	Materials Supplier's Questionnaire (MQ)
<ul style="list-style-type: none">• Normally for Construction Projects• Must provide an audited financial statement• Supporting documents per the questionnaire	<ul style="list-style-type: none">• Bidding on contracts that are <u>waived</u>• Smaller contracts• Supporting documents per the questionnaire	<ul style="list-style-type: none">• For suppliers to bid on material and traffic and safety devices• Materials for use by in-house state force work only• Supporting documents per the questionnaire

<https://www.txdot.gov/business/contractors/contractorprequalification.html>

Things to remember about prequalification

- Takes up to 10 calendar days to review your submitted questionnaire
- Questionnaires may be emailed or mail a physical copy (*Do not submit both ways*)
- Emailed submissions are recommended and will allow for faster processing
- Contractor with an approved CQ or BQ may bid on material contracts.
- Prequalification approval is good for 1 year from date of receipt or date of balance sheet + 90-day grace period to requalify
- Questionnaire will not open in your web browser
- Download the questionnaire to your desktop and open the document separately.
- You only need to complete one questionnaire.

Things to remember about prequalification (continued)

- For security reasons, please do not submit links to cloud files. If attachments are too large for one e-mail, separate attachments into multiple e-mails or submit a zip file.
- The second half of March and early April are the busiest times of the year for qualifications; if at all possible, submit questionnaires outside of this time period.
- Please separate out additional attachments from the questionnaire; do not insert attachments within the pages of the questionnaire.
- Submit a separate file with additional documents/pages.
- If you wish to be a sub-contractor, you do NOT need to be prequalified.

Common Errors

- Missing items
 - Resumes for authorized signers (for initial qualification with BQ or CQ only)
 - Telephone number on BQ (Item 3)



3. _____
Post Office Box City State Zip Code Telephone Number (required)

- Financial statements
 - Appropriate level of examination needed (compiled, reviewed, or audited)
 - Balance sheet date must be less than one year old and have a positive net working capital
 - CPA firm must be registered with the applicable state board of accountancy

Common Errors (continued)

- Notary page

The bidder certifies that all taxes, licenses, permits, fees, etc., as required by city, county, state or federal law relating to his/her business operations are current and unrestricted. In addition the undersigned authorizes the department to verify any and all information provided as determined necessary.

Further, under Section 231.006, Family Code, the vendor or applicant certifies that the individual or business entity named in this application is not ineligible to receive the specified grant, loan, or payment and acknowledges that any contract may be terminated and payment may be withheld if this certification is inaccurate.

Print/Firm Name

Signature Title

Before me, the undersigned authority, a Notary Public, on this day personally appeared Authorized signer's name
who, being by me duly sworn, upon oath says that he/she is qualified and authorized to make affidavit for and on
behalf of Company name
bidder, of _____ County, and is fully cognizant of the facts herein set out
and affirms to the truth and accuracy of the certifications made herein by signing the document above.

Subscribed and sworn to before me by the said Authorized signer's name NOT the notary's name

Officer's Name
this _____ day of _____, _____, to certify which witness my
hand and seal of office.

Notary signature

Notary Public in and for

County

NOTE: The Notary Public must be an individual other than an officer, partner, or LLC member/manager.

Resources/Links

Prequalification page on txdot.gov

cst_questions@txdot.gov

TxDOT Plans Online

<https://www.txdot.gov/business/lettingbids/plans-online.html>

TxDOT Proposals

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

TxDOT Districts

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

Texas Secretary of State

<https://www.sos.state.tx.us/>

Texas State Board of Public Accountancy

<https://www.tsbpa.texas.gov/php/fpl/frmlookup.php>

CPA Verify

<https://cpaverify.org/>

Electronic Bidding System

<https://www.txdot.gov/business/road-bridge-maintenance/contract-letting/electronic-bidding-system-ebs-icx.html>

View current estimates for active maintenance contract

<https://www.txdot.gov/business/road-bridge-maintenance/contractor-information-system-cis-estimate-reports.html>

- How do I download the forms?
 - Internet Explorer
 - cst_questions@txdot.gov
- Can my prequalification be accelerated?
 - No, questionnaires are processed in the order received.
- How are the bidding capacity calculated?
 - MQ: bid capacity does not apply
 - BQ: See pages 3-4 of the questionnaire
 - CQ: The net working capital is multiplied by a factor determined by TxDOT
- Can my qualification period be extended or will exceptions be allowed?
 - No, the 3-month grace period cannot be extended and almost all requests for exceptions are denied

- Officers
 - The officers/individuals listed as authorized signers on the questionnaire must have full authority to sign
 - It is helpful to limit the number of officers if at all possible
- The e-mail address listed on the questionnaire will be the one published to the TxDOT website

How do I find upcoming contracts?

Maintenance contracts are made available/released at least 22 days in advance of the bid opening.

Project Information

https://tableau.txdot.gov/views/ProjectInformationDashboard/ProjectsScheduledforLetting?%3Aembed=y&%3B%3AshowAppBanner=false&%3B%3Adisplay_count=n&%3B%3AshowVizHome=n

Pre-Letting Questions

<https://ftp.txdot.gov/pub/txdot-info/Pre-Letting%20Responses/>

Bid Tabulations (after letting)

<https://www.txdot.gov/business/road-bridgemaintenance/contract-letting/bid-tabulations-dashboard.html>

Everyone be safe and have a great rest of your week!

Texas Department of Transportation – Dallas District
District Contract Maintenance
4777 E. Hwy 80
Mesquite, Texas 75150

Jennifer Godina
214-320-6640 Office
512-671-0570 Work Cell

Holly Blakemore
District Contract Maintenance
214-319-3631

David Shon
Construction Division
Pre-Qualification Questions
512-416-2495



Resource Opportunities Forum with Presenters

JJD Development, LLC
Josh Gibbs
Director of Operations

TruFund Financial Services, Inc.
LaShaunda P. Rene
VP, Managing Director-TX


INSURICA
Tracie Garner
Partner, Commercial Lines
Producer



INTRODUCTION TO THE HIGHWAY CONSTRUCTION INDUSTRY

Overview and Opportunities

OBJECTIVES

1. Get a high-level understanding of the Highway Construction Industry – it's needs and players.
 2. Gain perspective on the TCCA and other On the Job Training Programs.
 3. Introduce the pathway to opportunities that can help meet industry needs.
- 
- Three parallel white lines of varying lengths are positioned diagonally on the right side of the slide, extending from the middle towards the bottom right corner.

MODULES

1. The Need for Skilled Labor
2. Meet the Players
 - FHWA
 - TxDOT
 - TCCA and the OJT/SS Program
 - AGC
3. Job Classifications for Skilled Laborers
4. Opportunities and Next Steps



THE NEED FOR SKILLED LABOR



Module 1

TEXAS IS BOOMING

- 6 of 15 Fastest Growing Cities in the Country
- 54 Corporate HQ's

Growth

Available Labor

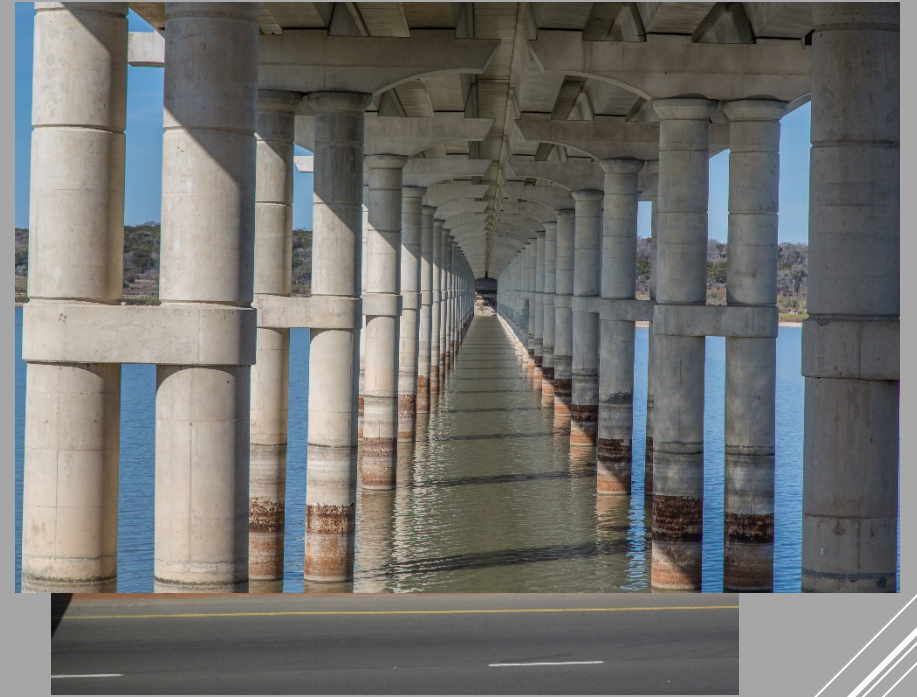


TEXAS ROADS:

- 80,000+ Miles
- 50,000+ Bridges
- 500 million miles traveled per day



TREMENDOUS OPPORTUNITY



TxDOT forecasts 70 billion dollars will be spent over the next 10 years.

THE NUMBERS

\$7 Billion Per Year

1% = 70 Million dollars



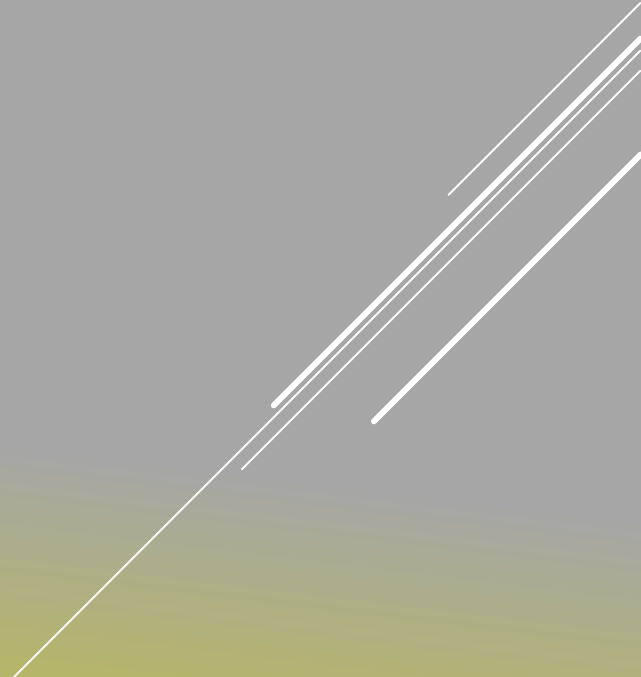
- FHWA funded in TX Projects require DBE participation of 12.6%
- \$7 Million Dollar contract (0.1%)
- Requires minimum of \$882,000.00 of DBE participation.

WHY INFRASTRUCTURE JOBS?

- Recession proof
- Year-round work in Texas
- Potential for growth
 - Increased responsibility
 - Increased skills and knowledge
 - Increased pay and benefits



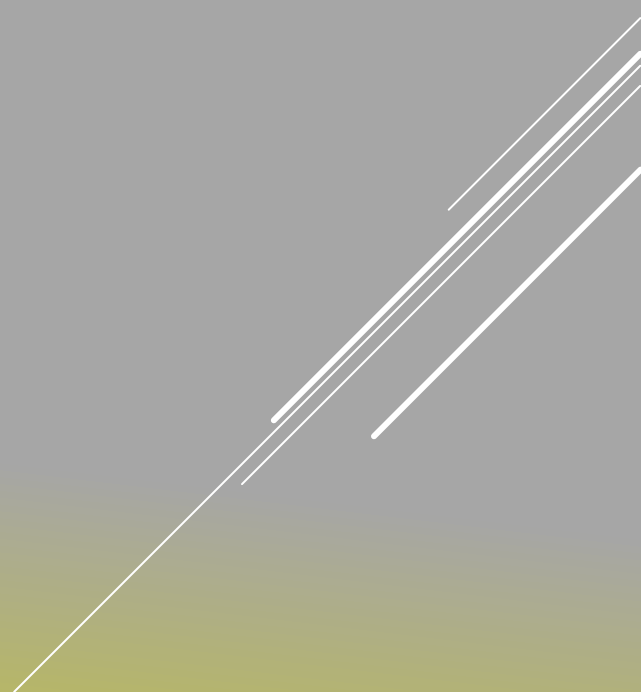
WHY INFRASTRUCTURE JOBS?

- Part of creating and improving our road system
 - Working in the great outdoors
 - Hands-on
 - Teamwork
- 



HIRING STATS FOR WORKERS

- 80% of the 2,500 firms surveyed in the 2018 AGC labor study reported difficulty finding qualified hourly craft labor.
- 81% of firms surveyed indicated that the difficulty filling positions will only continue or intensify.





HIRING STATS FOR WORKERS

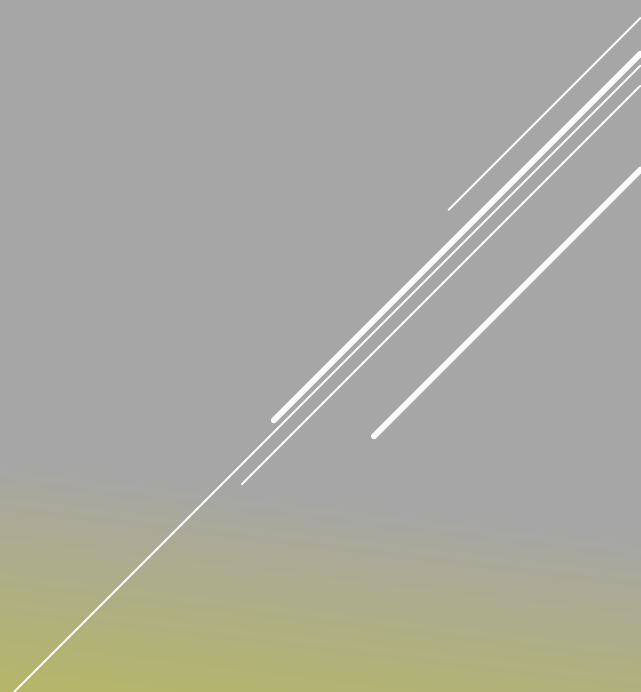
- 282,000 construction industry jobs were added to the economy in 2017.
- Estimated shortage of 1.5 million skilled craft workers by 2021.





HIRING STATS FOR WORKERS

- Nationally, pipe-layers, sheet metal workers, carpenters, concrete workers, and pipefitters/welders are particularly hard to find in terms of hourly wage jobs.
- The five toughest-to-fill salaried jobs are project managers/supervisors, engineers, estimating personnel, quality control personnel, and technical designers.





Occupational Title		SOC Code	Dallas Employment	Dallas Mean Wage
Construction/Industrial Production				
Construction Managers		11-9021	3,620	\$ 44.55
Brickmasons & Blockmasons		47-2021	590	\$ 20.19
Cement Masons & Concrete Finishers		47-2051	2,490	\$ 16.58
Operating Engineers & Other		47-2073	3,110	\$ 19.52
Electricians		47-2111	8,410	\$ 21.35
Plumbers, Pipefitters*		47-2152	5,350	\$ 20.88
Highway Maintenance Workers		47-4051	470	\$ 16.97

From the Workforce Solutions Greater Dallas
Target Occupation list for 2018-2019.



DISCUSSION

- Considering the details, what do you think are some potential solutions?



MEET THE PLAYERS



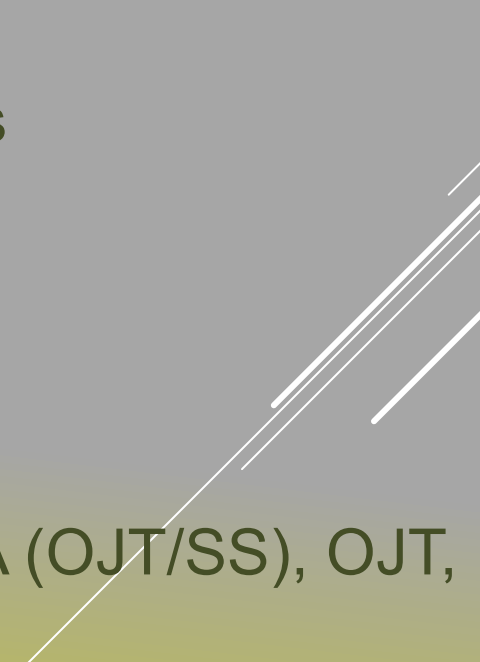
Module 2



WHO'S WHO

- **FHWA – Federal Highway Administration**
 - Part of the Department of Transportation.
 - Is a cabinet level organization of the Executive Branch.
 - Provides financial support for state and local government projects.
 - Does research in safety, construction materials and methods.
 - Receives funding from fuel and motor vehicle excise taxes.
 - Provides grant funding for training programs like this one.
 - Davis-Bacon Act of 1931 – Prevailing Wages

WHO'S WHO

- **TxDOT – Texas Department of Transportation**
 - State government - answerable to the State Congressional Transportation Committee
 - Headquartered in Austin, dividing the state into 25 Districts
 - Receives money from FHWA
 - Designs and oversees most projects
 - Monthly Letting
 - Civil Rights Division – administers programs like the TCCA (OJT/SS), OJT, and DBE programs.
- 


CIVIL RIGHTS DIVISION (CIV)

- Mission: Promote diversity and inclusion on TxDOT projects.
- Monitor contract goals.
- Manage and support opportunities for training – including for Pre-Employment Training (TCCA).


TCCA

- Texas Construction Career Academy
 - Started in 2009. Travels around the state.
 - Part of the OJT/SS (Supportive Service) Program.
Supplementing the OJT program with pre-employment training and recruitment.
 - Provides contractors with quality job candidates.
 - Provides industry-recognized certifications and training.
 - Hosts job fairs.

OJT PROGRAM

- On the Job Training Program
 - Mission: Provide training and advancement of minorities, women, and economically disadvantaged persons toward journey-worker status.
 - This training commitment is not intended, and shall not be used to discriminate against any applicant for training, whether or not he/she is a member of a minority group.
 - TxDOT can provide some reimbursement to contractors for this training.
- 

WHO'S WHO

- AGC – Association of General Contractors
 - Private Contractors
 - Headquartered in Austin
 - Publishes the Orange Book
 - Encourages training programs to meet participation goals
- 

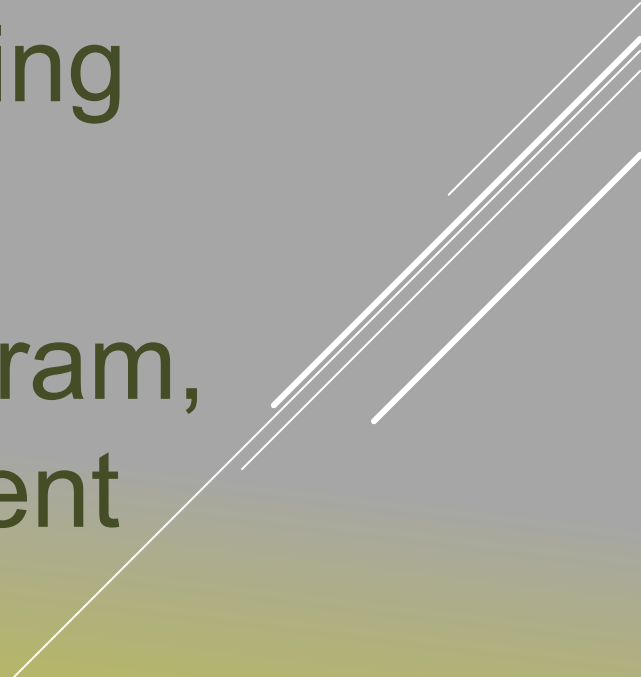
“THE ORANGE BOOK”

ON THE JOB TRAINING
PROGRAM



AGC OF TEXAS
HIGHWAY, HEAVY, UTILITIES
AND INDUSTRIAL BRANCH

WHY INCLUDE THIS?

- The Orange book is written by the AGC and addressed to the companies and employees who are part of their training program.
 - The TCCA is a small part of this program, but the material included is an excellent resource for you going forward.
- 
- Three parallel white lines of varying lengths are positioned diagonally on the right side of the slide, extending from the middle towards the bottom right corner.



AGC OF TEXAS
ON THE JOB TRAINING PROGRAM
HIGHWAY, HEAVY UTILITIES AND INDUSTRIAL BRANCH
~A NOTE TO TRAINEES~

- Page 18

JOB CLASSIFICATIONS FOR SKILLED LABORERS



Module 3



APPENDIX B

OVERVIEW OF TRAINING PROGRAMS

PRIORITIES

- Loader/Backhoe Operator – page 59
- Excavator Operator, over 50,000 lbs – page 60
- Front End Loader, over 3 CY – page 63



OPPORTUNITIES AND NEXT STEPS



Module 4



TRADE SCHOOLS

VS

OJT

Welding

Diesel Mechanic

Automotive Mechanic

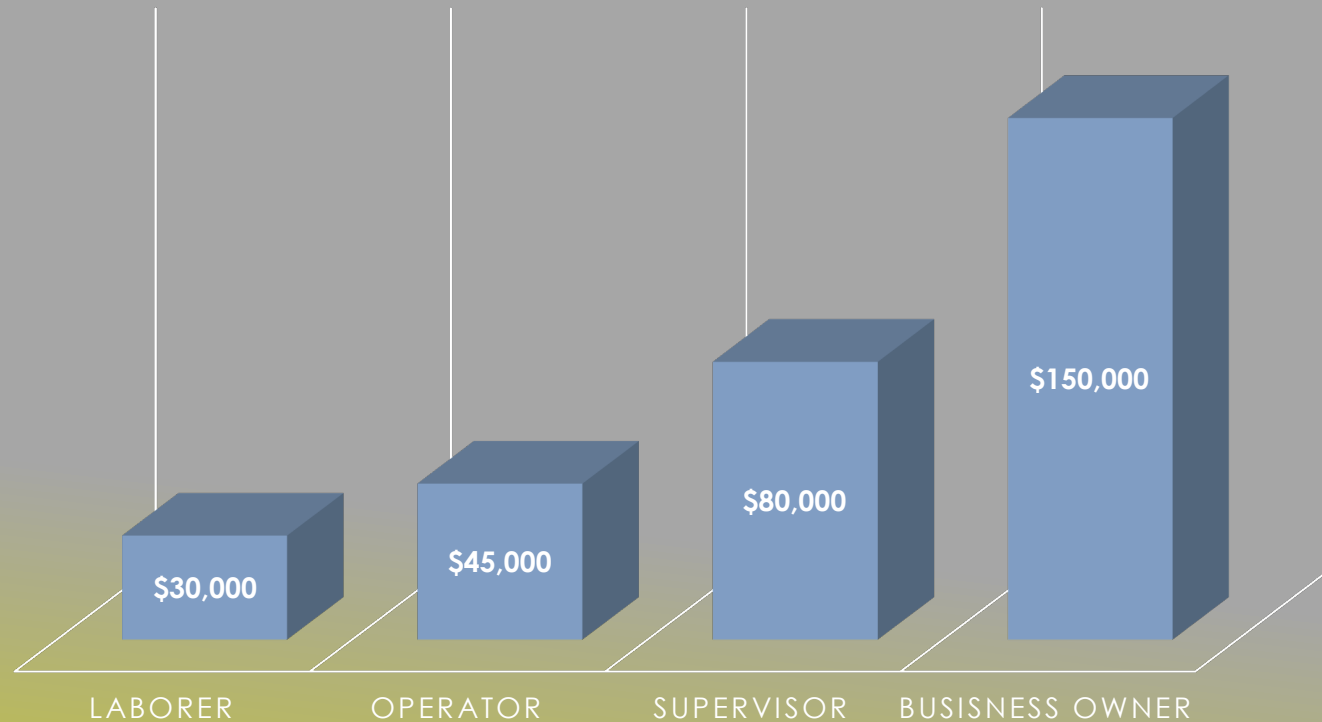
CDL


$$\$20 \times 40 \times 52 = \$42K$$

Cost vs Pay

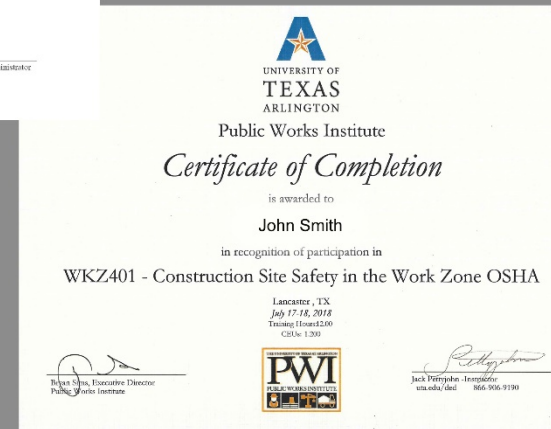
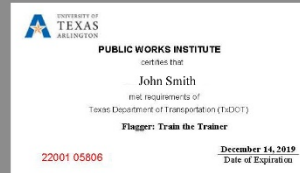
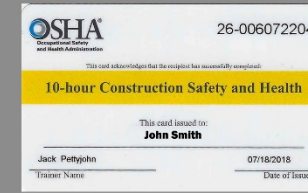
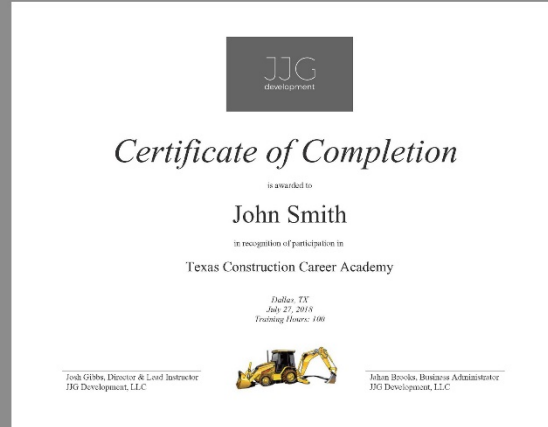


BUILD YOUR CAREER



GET CERTIFIED

1. NICET
2. ASE
3. Surveyor
4. CMCI
5. AIC
6. GBCI
7. ACI
8. OSHA



NEXT STEPS

- Grow your skills
- Look for opportunities
- Network and connect
- Consider supply and demand
- Get experience
- NAICS codes



NCTRCA

- North Central Texas Regional Certification Agency
- Disadvantaged Business Enterprise (DBE)
 - Basic steps:
 1. Set up your business – Sole Proprietorship, LLC, or Corporation (6 weeks).
 2. Submit the online application.
 3. Endure the review process (6-12 months).

TIPS

- Make sure your contact info is valid and stays the same for the whole review period.
- Read & Respond to emails completely and correctly.
- Be prepared to share all of your financial statements – banking, tax documents, etc.
- Have quality references to provide feedback about your subject of expertise.
- Don't over-promise and under-deliver!!!

TIPS

A positive attitude
will lead to positive
outcomes.





Questions Will Be
Answered In Breakout
Session?

Our Products and Programs: Contractor Edition



LaShaunda P. René
Vice President –
Texas Market

504.293.5526
Lrene@trufund.org
linkedin.com/in/lprmpa



<https://www.trufund.org/>
@TruFundFinancialServicesInc



Stay in Touch – Get the Latest TruFund News



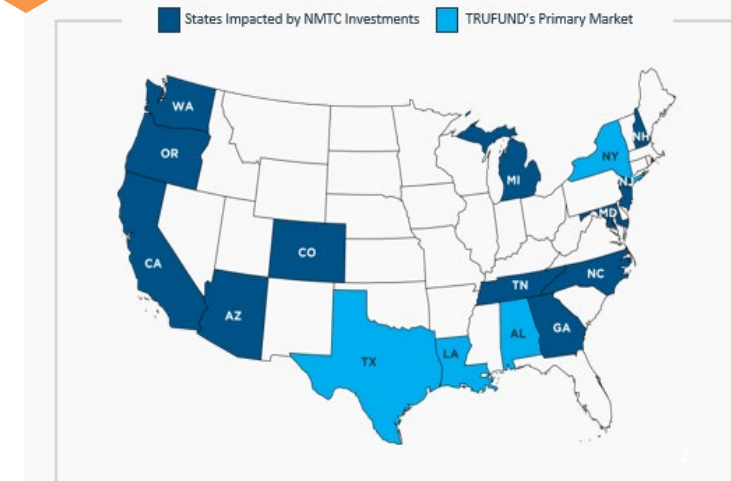
About Us

TruFund Financial Services, Inc. is a 501 (c) 3 certified Community Development Financial Institution (CDFI) headquartered in New York City with field offices in Texas, Alabama, Louisiana, and Georgia.

- Our mission is to help historically disadvantaged individuals and communities create thriving and resilient small businesses and entrepreneurial ecosystems in order to close racial and economic disparities and ensure an inclusive and equitable society.

- 82% MWBE
- 44% LMI
- 18,978 Jobs
- 3,525 served
- \$50M PPP TruFund
- \$5.5M PPP Texas

- \$239 Million to small businesses and non-profits, in the Gulf Coast (AL, LA, and TX), NY and Northern NJ.



Our Programs



Financial Empowerment - A five-week program designed to help small business owners gain critical insight into their financial business health to position themselves to make better financial management decisions



TrustPlus Credit Counseling – Individual personal financial coaching services to help clients get their finances on track, such as help with improving credit, reducing burdensome debt, and building better budgeting practices.



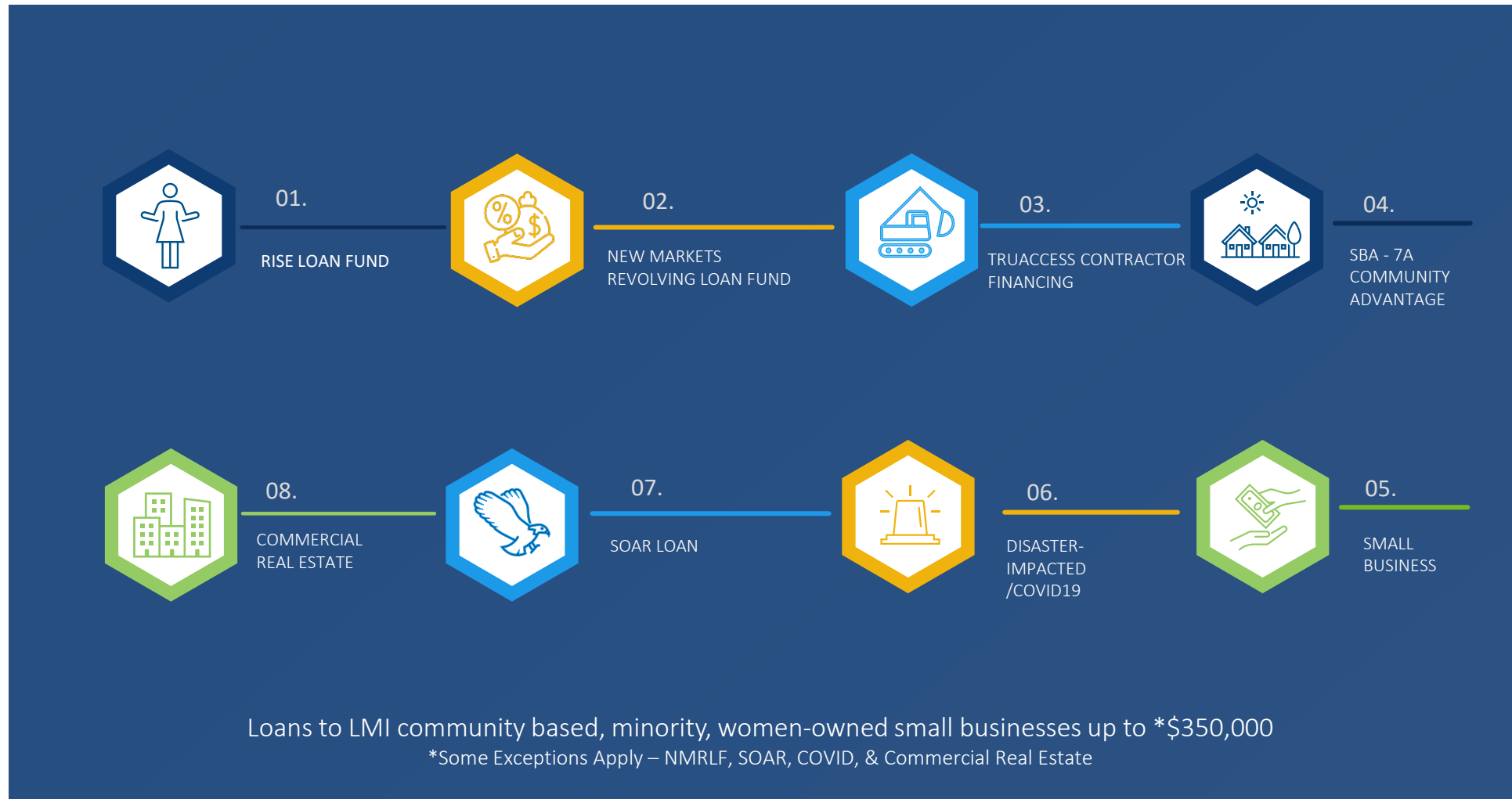
Women in Business - EmpowHERment - This program provides business and financial management training for women entrepreneurs. Sessions address, discuss, and train participants on topics such as work-life balance, creating a marketing strategy, etc.



EMPOWER Digital Marketing - A five-week premium digital marketing program to help businesses establish an effective digital presence.



Our Products



*TruFund pulls from all three credit bureaus and reports to credit bureaus

**UCC liens used – collateral no required but not required

***Can lend to non-profits



Typical Contractor Profile

01

Established

In Business 1 year or more – has generated business revenue & file taxes

02

Credit History

Credit Score 600 or greater

03

Documented Performance

Personal & Business Financial Statements Available

04

Good Standing w/IRS

Most recent Personal and Business Taxes filed (previous 3 years)

05

Debt Service

Have cash flow to support new debt

06

Large-Scale Buyer

Have an Assignable Contract with government or corporate entity

*All Loan applications are considered individually, some exceptions may apply



TruAccess Contractor Financing

When You Might Need a Contractor Loan:

- TruFund's TruAccess Contractor Mobilizations Loans provide access to capital for contractors to fund costs of mobilization, including working capital, materials, supplies, and receivables financing.
- TruFund's TruAccess Contractor Long Term Capital Loans provide access to capital for contractors for long-term capital needs, including equipment, vehicles, facilities/leasehold improvements, back-office staff hiring, and debt consolidation.

01

Contract/Project-Based

Up to 30% of the value of the contract or work remaining available up to \$350,000

02

Contract as Collateral

For contractors where assignment of payments or proceeds are available, loan consideration is prioritized

03

Capacity Building

Loans intended to improve Contractor's ability to take on larger scale or greater volume in contracts

04

Customized Product

Loan terms and structure tailored to project or business needs, can be used by contractors in a variety of industries

Can You Articulate?

Who You Are as an Entrepreneur

How You Generate Business Income

Contract Terms & Project Role

How Much You Need

Your Plan For Use of Funds

Connection to Strategic Plan

How COVID is/will Impact Your Business



Stay in Touch – Get the Latest TruFund News



Texas Regional Team



LaShaunda P. René
Vice President – Texas Market
Texas

Phone: 504.293.5526
Email: Lrene@trufund.org



ShaRhonda Hill
Program Officer
Texas

Phone: 346-388-4848
Email: shill@trufund.org



Juan Nathan
Regional Business Development Officer
New Orleans & Houston Markets

Phone: 504-293-5528
Email: jnathan@trufund.org



Olivia Chen
Business Development Officer
North Tx – Dallas-Fort Worth, Texoma & Nortex

Phone: 346-266-2423
Email: ochenl@trufund.org



Raul Vasquez
Business Development Officer
South Tx – Houston Metro

Phone: 646.357.0246
Email: rvasquez@trufund.org



THANK YOU!

FOLLOW US
ON SOCIAL MEDIA



[@TruFundFinancialServicesInc](https://www.trufund.org)

www.trufund.org



What Does Insurance Cover?

Tracie Garner

817.471.1812 Tracie.Garner@INSURICA.com

Commercial General Liability Insurance

Commercial general liability insurance can protect your business from liability exposures, including premises and operations, independent contractors, product liability and completed operations. From injury or property damage resulting from defective design or production, to a fall and injury at your place of business, we've got you covered. When you work in an industry as inherently dangerous as construction, that risk magnifies even further. Imagine if you were responsible for an injury or property damage to someone else.

How Does General Liability Insurance Work

[Contractor general liability](#) offers coverage from the financial repercussions of a third-party claim for injury or property damage. Which means you'll have a safety net in the event of a claim or lawsuit.

A standard GL policy will cover medical expenses and any lawsuits that arise out of a third-party injury, up to the limit of your policy. In the absolute worst-case scenario, your policy typically provides coverage for funeral expenses and court-awarded compensation in the event a third-party injury leads to death.

Products - Completed Operations

You may not realize it, but even work you've long since completed could still put you at risk for a lawsuit. General liability coverage typically covers you in the event your completed work results in a third-party injury. But beware, this coverage may only be in place for as long as your policy is. [General liability insurance is there to protect](#) you from property damage claims and lawsuits in the event you're responsible for damage to someone else's property.

Commercial Auto Insurance

Commercial auto insurance can protect your business from financial loss due to an auto accident.

Commercial auto insurance typically provides coverage for: **liability damages; collision or comprehensive physical damage loss to your business autos;** medical expenses for injury to occupants of your business autos; and damages sustained by occupants of your business autos due to the negligence of an uninsured or underinsured motorist.

The following physical damage coverages are available if purchased:

- **Collision Insurance:** Pays for a loss to your auto or equipment caused by a collision of a covered auto with another object or an overturn of the covered auto
- **Comprehensive:** Pays for a loss caused by glass breakage, hitting a bird or an animal, or falling objects or missiles
- **Towing and labor:** Pays for towing and labor costs incurred when a covered private passenger auto is disabled

Supplementary coverages and endorsements include:

- **Auto medical payments insurance:** Provides sources of medical expense reimbursement for policyholders and their passengers injured in auto accidents
- **No-fault (personal injury) protection:** Pays regardless of which party was at fault, guaranteeing you recovery in the event of a loss, where available
- **Uninsured and underinsured motorists' coverage:** Recovery for those injured in an accident caused by an at-fault motorist without an adequate amount of bodily injury liability coverage to pay for any or all the damages

Regulated Versus Non-Regulated Fleets

Regulated:

Commercial Motor Vehicle (Interstate) Any self-propelled or towed motor vehicle used on a highway in interstate commerce to transport passengers or property when the vehicle -

- (1) Has a GVWR or GCWR or GVW or GCW of 10,001 pounds or more, whichever is greater; or
- (2) Is designed to transport more than 8 passengers (including the driver) for compensation; or
- (3) Is designed to transport more than 15 passengers (including the driver) and is not used to transport passengers for compensation; or
- (4) Is used to transport Hazardous Material in a quantity requiring a placard..

Commercial Motor Vehicle (Intrastate) Texas

Any self-propelled or towed vehicle, other than a farm vehicle with a GVW, registered weight, or GVWR of less than 48,000 pounds, that is used on a public highway to transport passengers or cargo if:

- (1) The vehicle or combination of vehicles has a GWR, registered weight or GVWR of more than 26,000 pounds; or
- (2) The vehicle is designed or used to transport more than 15 passengers, including the driver; or
- (3) The vehicle is used to transport hazardous materials in a quantity requiring placarding

U.S. DOT Number — If your truck meets any of the preceding criteria and you cross state lines, you must have a U.S. DOT number from the U.S. DOT.

Interstate Commerce— Means trade, traffic, or transportation in the United States;

- (1) Between a place in a State and a place outside of such State(including a place outside of the U.S.)
- (2) Between two places in a State through another State or a place outside of the United States
- (3) Between two places in a State as part of trade, traffic, or transportation originating or terminating outside the State or the United States.

Intrastate Commerce - Means any trade, traffic, or transportation in any State which is not described in the term "interstate commerce"

Hazardous Materials — those materials which have been designated by U.S. DOT to be capable of giving an unreasonable risk to health, safety and property when transported.

Non-Regulated:

Commercial auto insurance can protect your business from financial loss due to an auto accident.

Commercial auto insurance typically provides coverage for: **liability damages; collision or comprehensive physical damage loss to your business autos;** medical expenses for injury to occupants of your business autos; and damages sustained by occupants of your business autos due to the negligence of an uninsured or underinsured motorist.

The following physical damage coverages are available if purchased:

- **Collision Insurance:** Pays for a loss to your auto or equipment caused by a collision of a covered auto with another object or an overturn of the covered auto
- **Comprehensive:** Pays for a loss caused by glass breakage, hitting a bird or an animal, or falling objects or missiles
- **Towing and labor:** Pays for towing and labor costs incurred when a covered private passenger auto is disabled

Supplementary coverages and endorsements include:

- **Auto medical payments insurance:** Provides sources of medical expense reimbursement for policyholders and their passengers injured in auto accidents
- **No-fault (personal injury) protection:** Pays regardless of which party was at fault, guaranteeing you recovery in the event of a loss, where available
- **Uninsured and underinsured motorists' coverage:** Recovery for those injured in an accident caused by an at-fault motorist without an adequate amount of bodily injury liability coverage to pay for any or all the damages.

What does Equipment Policy Cover?

Equipment floater insurance covers the tools and moveable equipment your business uses, in case of damage or theft.

Watch your policies for Actual Cash Value or Replacement Cost on the value of your equipment. Most policies are issued on ACV not replacement cost.

What Is Workers' Compensation Insurance?

Workers' compensation (also known as workers' comp insurance) is a type of insurance that offers your employees compensation for injuries or disabilities sustained as a result of their job. If an employee is injured or contracts an illness on the job, workers' compensation insurance helps cover:

- Medical care
- Rehabilitation
- Lost wages
- Death benefits

Do I Need Workers' Comp Insurance?

For the bulk of employers, the answer to this question is “yes.” Workers' comp insurance is necessary not only because it's required by law in most states, but because it provides protection to both your business and your employees.

Protection for Employees

Employees who are covered by your workers' compensation insurance can receive financial protection if a workplace hazard results in injury, disability or death while performing their regular work duties.

Protection for Employers

Workers' compensation insurance provides protection to employers by sheltering them from potentially crippling lawsuits resulting from an employee injury.

Implementing an early [return to work program](#) can help your organization control the costs of workers' compensation claims. In fact, [studies](#) show return to work programs can save an organization an average of \$463 per day off work.

Umbrella Coverage

An important part of your insurance portfolio, an umbrella policy adds protection and is a key insurance and risk management tool that may provide your business with additional security in the event of a catastrophic liability claim.

Employment Practices Liability

Employment practices liability (EPL) coverage is available by endorsement to your general liability, auto dealer or businessowners coverage. Our EPL coverage, designed for businesses with 250 employees or fewer, can help defend against employment discrimination, sexual harassment and wrongful termination employment claims.

CyberSolutions

Almost every business relies on data and computer systems, and when these systems experience an attack, critical information can be lost. The effects of a cyber attack or data breach, including loss of income and expensive litigation, can be long-lasting and financially devastating.

Robust product that combines cyber liability and data compromise coverages to help your business or organization react to and recover from a cyber-related event.

Coverage When You Need It Most

CyberSolutions is available to a wide variety of businesses and organizations — from schools and municipalities to offices, manufacturers and contractors — and covers the costs associated with:

- Computer software restoration
- Data recovery
- Third-party liability protection
- Response efforts
- Defense and liability
- Identity recovery for key individuals within your organization

CyberSolutions offers a variety of limits and deductibles at affordable rates and can be added easily to your commercial insurance policy.

The background image shows a multi-level highway interchange with concrete pillars and overpasses. A large retaining wall on the right side of the frame features a colorful mural of a stylized mountain range in shades of blue, yellow, and green. The foreground consists of a grassy embankment and a gravel drainage ditch.

Cooperative Inclusion Plan Website

Debra Wells Kensong | TxDOT CIP Resource
Specialist



CIP WEBSITE

WWW.KEEPITMOVINGDALLAS.COM



Home	Interstate Highways	US Highways	State Highways	FM Roads	Other Roads	Public Hearings/Meetings	Contact Us	Business Diversity / CIP	Key Projects (Dallas Planning)	CityMAP
----------------------	-------------------------------------	-----------------------------	--------------------------------	--------------------------	-----------------------------	--	----------------------------	--	--	-------------------------

Upcoming Public Hearing / Meeting

No upcoming public hearing at this time. Please check back later.

[more](#)

Recent Public Hearings / Meetings

1. Notice Finding of No Significant Impact Available for Public Review – United States Highway (US) 377 From BUS 377 to US 380, Denton County, TX
Friday, February 19, 2021
2. Notice Affording Opportunity For Public Hearing - Interstate Highway (I) 35W From Tarrant County Line to I-35W/I-35E Interchange
Thursday, February 18, 2021
3. Notice of Virtual Public Scoping Meeting for Proposed Spur 399 Extension, Collin County
Friday, February 05, 2021



Welcome

Welcome to the keepitmovingdallas.com website. This website is maintained by the Texas Department of Transportation – Dallas (TxDOT - Dallas) district. The purpose of this website is to provide information related to different transportation related projects in/around Dallas as well as Dallas District's business diversity outreach programs including Cooperative Inclusion Plan (CIP). The users of this website will be able to view and download the design schematics, public hearing notices as well as other project related documents.

The construction projects are divided by the type of roadway (State Highway, US Highways, Farm-to-Market roads, Interstate Highways and Others) on this website. The "Public Hearings" part of this website will list all the past and present public hearings

COOPERATIVE INCLUSION PLAN INFORMATION



Keep It Moving Dallas

 [Search](#)[Home](#)[Interstate
Highways](#)[US
Highways](#)[State
Highways](#)[FM
Roads](#)[Other
Roads](#)[Public
Hearings/Meetings](#)[Contact
Us](#)[Business
Diversity / CIP](#)[Key Projects
\(Dallas Planning\)](#)[CityMAP](#)[Cooperative Inclusion Plan \(CIP\)](#)[Home » Business Diversity » Dallas District Business Diversity](#)

Dallas District Business Diversity

Business Diversity Mission

The mission of the Dallas District Business Diversity Office is to improve the delivery of district's transportation projects through maximizing the use of local work force, Small Business Enterprises (SBE), Disadvantage Business Enterprises (DBE) and Historically Underutilized Businesses (HUB).

Programs

[Cooperative Inclusion Plan \(CIP\)](#) 

CIP Resource Specialist

For more information please contact Debra Wells at:

Email Address: Debra.Wells@txdot.gov

Phone (office): (214) 319-3553

COOPERATIVE INCLUSION PLAN INFORMATION cont.

For more detailed information regarding the CIP or to print a copy of the informational CIP Resource Guide, please visit the following link:

- CIP Resource Guide
- 2021 CIP Schedule

Contracting Opportunities

- Contract Letting
- Contract Bidding
- Comprehensive Development Agreement
- DBE Program
- HUB Program
- SBE Program

Training Opportunities

- TxDOT Trainings
- NTTA Business Diversity Page

All Classes and Workshops Will Be Held Virtually.

CIP Classes

2020 CIP Classes

- Class #1: Navigating TxDOT Website and NTTA Marketplace - January 17, 2020 - **COMPLETED**

► Links

► 2019 CIP Classes

CIP Workshops

2022 CIP Workshops & Webinar

- CIP Professional Services Firms Workshop on March 22nd, 2022
 - CIP Presentation
 - CIP Registration



Cooperative Inclusion Plan (CIP)

CONTACTS:

DEBRA WELLS 214-319-3553: CIP RESOURCE SPECIALIST-TXDOT

DEBRA.WELLS@TXDOT.GOV

NORA PEREZ 214-319-6456: DALLAS DISTRICT DBE COORDINATOR-TXDOT

NORAIMA.PEREZ@TXDOT.GOV

CIP RESOURCE GUIDE ON

WWW.KEEPITMOVINGDALLAS.COM



Survey Completion

Julio Florez
VP of Programs, RHCA

Cooperative Inclusion Plan (CIP)

Please turn on your camera and unmute your microphone for direct conversation with the session presenters.

BREAKOUT SESSIONS

Moses Aito
Director of Business Diversity
NTTA



Adjourn

