

34TH DBE WORKSHOP & SECRETARY'S GOLDEN SHOVEL AWARDS

PURSUE • WIN • EXECUTE
Diversifying Contracts in Design
and Construction

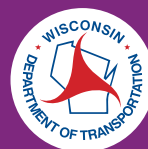


February 19 and February 20, 2020
The Ingleside Hotel, Pewaukee, WI

WisDOT Office of Business Opportunity and Equity Compliance
Disadvantaged Business Enterprise (DBE) Program
<https://wisconsin.gov/Pages/doing-bus/civil-rights/dbe/default.aspx>

National Association of Minority Contractors
Wisconsin Chapter
NAMCWI.ORG

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WELCOME

EVENTS & PROFILES

AWARDS

Cover Photo Contest winners:

Top banner: **Walbec Group**

Top left: **KL Engineering, Inc.**

Bottom left: **CORRE, Inc.**

Top right: **Irgens**

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STATE OF WISCONSIN

Welcome



Governor
Tony Evers



Lieutenant Governor
Mandela Barnes

Greetings Attendees!

On behalf of our administration, we are honored to welcome you to the 34th Annual Golden Shovel Awards. Thank you to the National Association of Minority Contractors of Wisconsin (NAMC-WI) and the Wisconsin Department of Transportation for hosting this celebration of excellence in design and construction.

As Governor and Lieutenant Governor, we believe diversity makes our industries, workforce and businesses stronger, especially when we support those owned by women, people of color, and other underrepresented communities. Since taking office, we have made great strides in making our state more inclusive and welcoming to everyone. With that, we seek to further collaborate with those being recognized at the Golden Shovel Awards.

Please remember you have partners in this administration who want to see your work and businesses thrive. We look forward to meeting with you and learning more about your work. Feel free to reach out to our office if we can ever be of any assistance.

Thank you,

Tony Evers
Governor
State of Wisconsin

Mandela Barnes
Lieutenant Governor
State of Wisconsin

WISCONSIN DEPARTMENT OF TRANSPORTATION

Welcome



Secretary-Designee
Craig Thompson



Deputy Secretary
Paul Hammer

Welcome Attendees!

On behalf of the Wisconsin Department of Transportation (WisDOT) it is our privilege to welcome you to the 34th Annual DBE Workshop and Secretary's Golden Shovel Awards.

WisDOT has a long and proud tradition of working with small and emerging businesses to carry out important public infrastructure projects focused on increasing safety and economic activity throughout our state. Your talent, dedication and hard work helps make it all happen.

We want small and emerging business owners to have a firm understanding of the tools and resources available to help increase competitiveness in the marketplace. The Disadvantaged Business Enterprise (DBE) program creates opportunities for historically underrepresented businesses. DBE is about teaching, mentoring and strengthening a business's technical understanding of what it takes to achieve, and build upon, success in the highway construction industry. It's important that we continue to collaborate for solutions to help hardworking Wisconsin businesses thrive.

We want every DBE contractor, subcontractor and consultant to continue building skills and sharpening their competitive edge. The greater the quality of your work, the higher the quality of the transportation product we produce - together - for the benefit of millions of users every day. Thank you for your interest in the 34th Annual DBE Workshop and Secretary's Golden Shovel Awards. We appreciate your work, and we wish you continued success

Craig Thompson
Secretary-Designee
Wisconsin Department of Transportation

Paul Hammer
Deputy Secretary
Wisconsin Department of Transportation

NATIONAL ASSOCIATION OF MINORITY CONTRACTORS - WISCONSIN



NAMC provides access, advocacy and development for members in collaboration with strategic alliances.

Founded in Oakland, California in 1969 by Raymond Dones and Joseph Debro, the National Association of Minority Contractors (NAMC) is the oldest minority construction trade association in the United States with over 50 Hall of Fame members and Legacy Builders and an annual project capacity of over \$1 billion nationally. Through a network of local chapters and in collaboration with strategic and corporate partnerships, NAMC assists members with building capacity by providing access to opportunity, advocacy, and contractor development training.

NAMC has a strong foundational history that has established a great legacy for the organization. NAMC's presence and voice in this industry is of even greater need today than ever before to continue the mission of providing Access (contract and resource opportunities), Advocacy (legislative impact), and Contractor Readiness (training, capacity building, and growth) for our members. The association strives to accomplish its goals in collaboration with major corporate partners, strategic alliances, and public agencies. The presence of NAMC today is a testament to its continuing legacy. The construction market is a relationship-driven industry. Business relationships must be developed; the strategies and approaches for pursuing, winning, and executing business is paramount. The future of NAMC lies in the enhancement of its Student Chapter Program as well as expanding our relationships with corporate partners to deliver the stated benefits of access, advocacy, and contractor readiness to our membership.

**“Adversity can engulf the individual but not the group.
If you are part of the group it weakens the adversity.”**

Raymond Dones, Founder

NATIONAL ASSOCIATION OF MINORITY CONTRACTORS - WISCONSIN

Welcome



NAMC-WI President
Ugo Nwagbaraocha



NAMC-WI Vice President
Shannon Jefferson

On behalf of the National Association of Minority Contractors – Wisconsin (NAMC-WI), I am honored to welcome you to the 34th Annual DBE Workshop & Secretary's Golden Shovel Awards and NAMC-WI Golden Champion Award Conference.

We are proud to partner again with the Wisconsin Department of Transportation. Thanks to your support, the Golden Shovel Awards conference has become a premier event for small and emerging businesses. Wisconsin's leading road and building construction firms, general contractors, building trades organizations and major stakeholders gather under one roof to highlight contracting opportunities, industry insights, and resources to productively maximize relationship-building opportunities for the local diverse business community.

We are extremely proud to have major presentations from the State of Wisconsin's Lieutenant Governor Mandela Barnes, State Representative Shelia Stubbs, Executive of the Year and Senior Vice President of the Milwaukee Bucks Alex Lasry, and Guest Speaker Adonica Randall, President of Abaxent LLC.

This year's conference features Project Profile Updates of the region's most significant projects including I-94 North/South, River 1 Milwaukee, Advocate Aurora Health Mt. Pleasant project, Komatsu Headquarters, the 2020 Democratic National Convention, Wisconsin Center, and more. I am equally excited about what's new at this year's conference - the Business Entrepreneur Panel, Innovation Panel and the Bridging the Skills Gap Workshop in addition to highlights of sub-contracting and industry peer networking opportunities.

A special thanks to our NAMC-WI partners, sponsors, and Wisconsin businesses who truly make the conference happen by reinforcing our goals of diversifying contracts in design and construction.

NAMC-WI continues our mission to "Keep the Drums Beating" as we lead in creating greater access to opportunity and resources for diverse suppliers, contractors, consultants and trucking firms in the construction industry.

Welcome to the 34th Annual DBE Workshop & Secretary's Golden Shovel Awards and NAMC-WI Golden Champion Awards Conference.

Pursue, Win, Execute.

Ugo Nwagbaraocha
President
National Association of Minority Contractors –
Wisconsin Chapter

Shannon Jefferson
Vice President
National Association of Minority Contractors –
Wisconsin Chapter

OBOEC DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM UNIT

Welcome

Thank you for investing your time to participate in the 34th Annual DBE Workshop: Secretary's Golden Shovel and NAMC Golden Champion Awards Conference. Our conference will prove to be a positive return on your investment as you experience the convergence of resources, strategic presentations and road construction industry decision makers.

The dynamic collaboration between WisDOT and NAMC-WI ensures that the event fulfills our collective priority to provide access to contract and resources for small, women and minority-owned businesses hence, networking is the foundation of the conference reinforced by an agenda filled with strategies, best practices, tools and tips.

I'm especially excited about the insight we will gain from Lieutenant Governor Mandela Barnes, State Representative Sheila Stubbs and WisDOT Secretary (designee) Craig Thompson! Workshops eligible for professional development hours and small business strategy sessions will add even more value.

WisDOT's DBE program experienced some challenges last year, but I am encouraged by the opportunity to engage DBE stakeholders around solutions at our conference. WisDOT stands committed to ensuring access, opportunity and integrity within the DBE program. We will honor the distinguished efforts and contributions of change agents, contractors, and industry advocates for advancing inclusion in the local construction industry during the awards luncheon.

I encourage participants to vigorously Pursue opportunities to Win and Execute in 2020 and beyond.

Michele Carter

Director
Office of Business Opportunity and Equity Compliance
Division of Transportation and Systems Development
Wisconsin Department of Transportation



Director of OBOEC
Michele Carter



DBE Program Chief
Madalena Maestri

Madalena Maestri, EdD

DBE Program Chief
Office of Business Opportunity and Equity Compliance
Division of Transportation and Systems Development
Wisconsin Department of Transportation



Wisconsin DOT DBE Program Unit

(left to right)
Madalena Maestri, DBE Program Chief
Paul Ndon, Business Automation Specialist
Oluayemi Falomo, DBE Technical Engineer
Lori Green, LTE Certification Analyst Support
Rosalind Roberson, Event Coordinator
Joyce Ray, LTE Labor Development Specialist
Suki Han, Federal Reports Specialist
Debbie Albright, DBE Program Analyst (GFE)
Vincent Fisher, Certification Analyst
Michele Carter, OBOEC Director
Not present:
John Franklin, Senior Certification Analyst
Ijeoma Ekwuluo, LTE IS Business Support

WISCONSIN DEPARTMENT OF TRANSPORTATION

Wisconsin Department of Transportation

34th Annual Secretary's Golden Shovel Award

DBE PROGRAM HISTORY

IN 1983, CONGRESS ENACTED THE FIRST DISADVANTAGED BUSINESS ENTERPRISE (DBE)

statutory provision that required USDOT to ensure that at least 10% of the funds authorized for the highway and transit federal financial assistance programs be expended with DBEs.

The legislation was proposed by Congressman Parren Mitchell who was characterized as a small business activist who authored legislation to move the minority segment of this country into the economic mainstream through federal government expenditures. He is credited with leading initiatives that increase minority participation under the Small Business Administration's 8(a) program, the Department of Defense's Goal Program, Public Law 95-507 and the Surface Transportation Assistance Act of 1982. Government advocacy is a cornerstone of effective DBE program implementation.

The DBE program legislation was intended to remedy past and current discrimination against disadvantaged business enterprises; the legislation was codified in the Code of Federal Regulations at 49 CFR Part 26, which spells out the intent, implementing rules and

program objectives. Intent and action are measured in the DBE program. DBE legislation requires each DOT-assisted state and local transportation agency to ensure nondiscrimination in contracting. Agencies must establish annual DBE goals, assign contract-specific DBE subcontracting goals, certify the eligibility of firms and help remove barriers to participation. The program's mission and purpose is foster equal opportunity in federally funded contracts. Implementing concepts are accountability, responsibility, achievement, inclusion and valuation.

It was only fitting, that WisDOT launch the Secretary's Golden Shovel Awards to recognize those who embody the principles of the DBE program and to memorialize WisDOT's progress toward fulfilling the vision of Congressman Parren Mitchell—to integrate the economic marketplace.

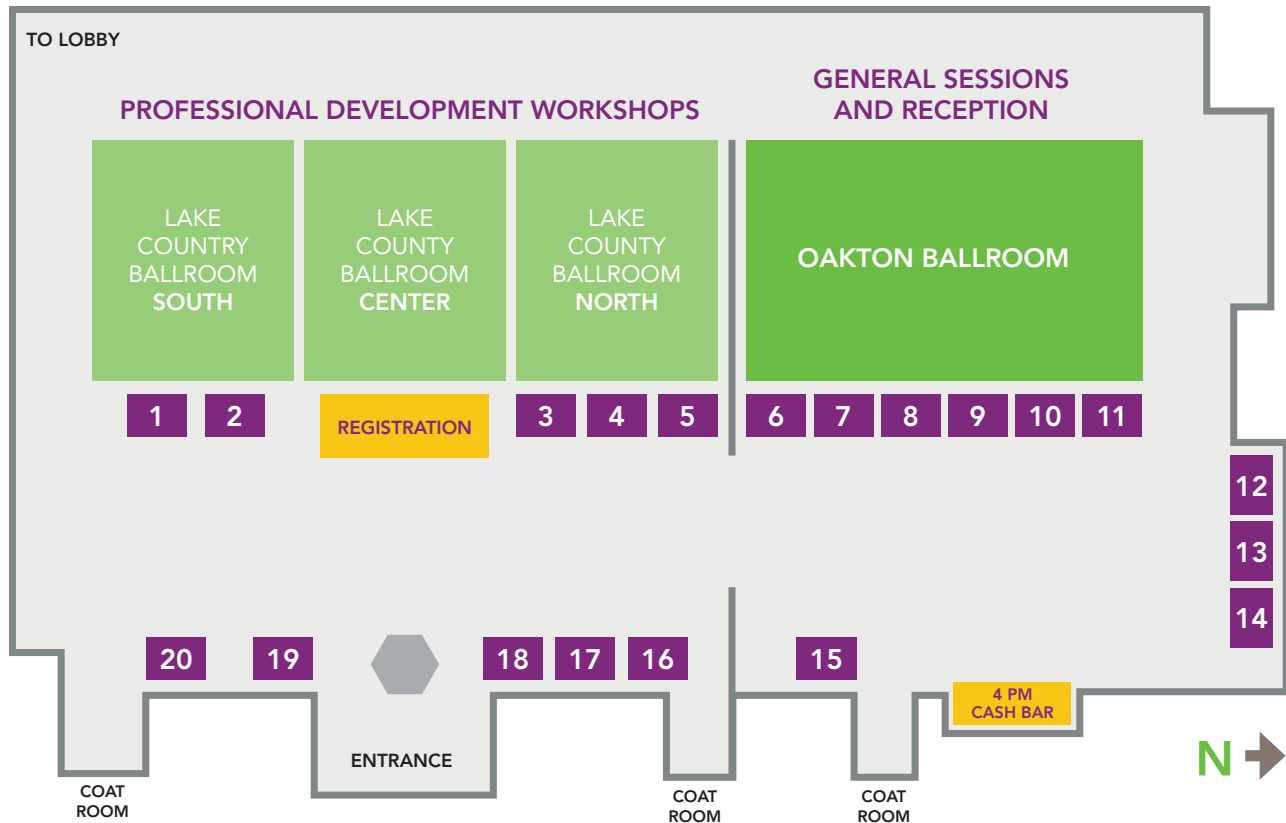


SECRETARY'S GOLDEN SHOVEL AWARDS' HISTORY

INITIATED IN 1986, the Secretary's Golden Shovel Awards was spearheaded by then DBE Program Director, David Manning. The purpose and concept for the awards are to cite DBE firms for their outstanding contract and project performance during the year; for program participation; and to recognize individuals, organizations, and groups instrumental to the success and progress of the DBE Program's concept and ideals.

Those concepts and ideals remain true and clear today as we ensure access and opportunity to DBE firms interested in WisDOT projects and markets outside of the DBE Program.

CONFERENCE LAYOUT



CONFERENCE EXHIBITORS

- | | |
|---|---|
| 1 USDOT | 11 Davis Kuelthau, s.c. |
| 2 WisDOT OBOEC DBE Program | 12 MTC Business Consulting Management |
| 3 Daily Reporter | 13 Dakota Intertek |
| 4 Wisconsin Economic Development Corporation | 14 Bliffert Lumber |
| 5 Paychex | 15 U.S. Bank |
| 6 NAMC-WI | 16 WWBIC |
| 7 Diamond Discs International | 17 Chicago MBDA Export Center |
| 8 Gibraltar Industries, Inc. | 18 US Small Business Administration |
| 9 BestEd Business | 19 Wisconsin Procurement Institute (WPI) |
| 10 Equify Financial LLC | 20 Southeastern Wisconsin Regional Planning Commission |

DIRECTORY

Directory of Exhibitors and Business Resources

African American Chamber of Commerce of Wisconsin*

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AICCW-FACC*

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Best Ed Business / Airgas (9)

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Bliffert Lumber (14)

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C. Renee Consulting and Management Group (13)

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Diamond Discs International (7)

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Milwaukee Dept. of City Development* Commissioner

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North Central MSDC*

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Paychex (5)

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375 Bishops Way, Ste 190
Brookfield, WI 53005

Racine Family YMCA First Choice Pre-Apprenticeship Training*

Ola Baiyewu
obaiyewu@ymcaracine.org
(262) 897-4750
725 Lake Avenue
Racine, WI 53403

Small Business Administration (SBA)*

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eric.ness@sba.gov
310 W. Wisconsin Avenue
Milwaukee, WI 53203

Southeastern Wisconsin Regional Planning Commission (20)

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The Daily Reporter (3)

Joe Yovino
jyovino@dailyreporter.com
(414) 225-1830
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U.S. Bank (15)

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US Small Business Administration (18)

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Milwaukee, WI 53203

USDOT Office of Small Business Great Lakes Region (1)

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WI Department of Administration*

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Wisconsin Chinese Chamber of Commerce*

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Wisconsin Economic Development Corp. (4)

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Wisconsin Laborers' Union*

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Wisconsin Procurement Institute (WPI) (19)

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WisDOT DBE Support Services (2)

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WRTP/BIG STEP*

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WWBIC (16)

Heather Lux
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Project Director
Southeast WI

(#) Exhibitor Table Number
* Business Resource

WEDNESDAY, FEBRUARY 19

DAY 1 : conference schedule

7:30 am - 4:20 pm	ALL DAY REGISTRATION		
8:00 - 9:00 am	OPENING SESSION AND BREAKFAST - Oakton Ballroom		
	Guest Speaker: State Representative Shelia Stubbs		
10 minutes	NETWORKING BREAK		
9:10 - 10:10 am	Country BR South	Country BR Center	Country BR North
	Bridging the Skills Gap	Avoiding Common Mistakes in Restrictive Covenant & Independent Contractor Agreements (PDH)	Developing Your Elevator Speech
10 minutes	NETWORKING BREAK		
10:20 - 11:20 am	Country BR South	Country BR Center	Country BR North
	Workzone Safety & Flagger Certification	Financing Opportunities in 2020	Highway Transportation Infrastructure & Networking with WisDOT
10 minutes	NETWORKING BREAK		
11:30 am - 1:10 pm	BUSINESS ENTREPRENEUR PANEL LUNCHEON - Oakton Ballroom		
	Keynote Speaker: Alex Lasry, Milwaukee Bucks Senior Vice President and Executive of the Year		
5 minutes	NETWORKING BREAK		
1:15 - 2:15 pm	Country BR South	Country BR Center	Country BR North
	Introduction to Subcontracting with WisDOT	The Struggle Is Real: Known Challenges (and Solutions) Every Business Would Be Foolish to Ignore	Speed Networking with Prime Contractors, DBE Firms & TrANS Graduates
15 minutes	NETWORKING BREAK		
2:30 - 3:30 pm	Country BR South	Country BR Center	Country BR North
	Strategies for Recruiting & Retaining Women in the Construction Workforce	Tips for Consultants Working with WisDOT (PDH)	Marketing Plan Breakdown & Basics
2:30 - 3:30 pm	Guest Speaker: Wisconsin Lieutenant Governor Mandela Barnes - Oakton Ballroom		
10 minutes	NETWORKING BREAK		
3:40 pm - 6:00 pm	NAMC-WI GOLDEN CHAMPION AWARDS AND NETWORKING RECEPTION - Oakton Ballroom		

THURSDAY, FEBRUARY 20

DAY 2 : conference schedule

7:30 am - 8:00 am	GENERAL REGISTRATION		
8:00-10:00 am	INNOVATION PANEL BREAKFAST - Oakton Ballroom		
	Guest Speaker: Adonica Randall, President, Abaxent LLC		
15 minutes	NETWORKING BREAK		
10:20-11:20 am	Country BR South	Country BR Center	Country BR North
	Truck Talk	Compliance Roundtable: EEO Provisions and Procedures from City, State & Federal Perspectives	Facilitated Networking with Professional Consultants
10 minutes	NETWORKING BREAK		
11:30 am - 12:30 pm	Country BR South	Country BR Center	Country BR North
	Construction Payment Process	Ethics & Professional Practices (PDH)	Perspectives & Priorities from WisDOT for DBEs
10 minutes	NETWORKING BREAK		
12:40 pm - 2:30 pm	SECRETARY'S GOLDEN SHOVEL AWARDS LUNCHEON - Oakton Ballroom		
	Secretary's Golden Shovel Awards Presentation Construction Project Profile Updates & Opportunities I-94 update, SEWRPC, Wisconsin Center; River 1, DNC 2020, Advocate Aurora Health, Foxconn, and more.		

ACTIVITY COLOR KEY

GENERAL SESSIONS - OAKTON BALLROOM
WORKFORCE OPPORTUNITY SESSIONS
NETWORKING SESSIONS
BUSINESS DEVELOPMENT WORKSHOPS
EEO / COMPLIANCE
PROFESSIONAL DEVELOPMENT WORKSHOPS
10- or 15-Minute Networking Break



DIVERSITY AND INCLUSION WORKFORCE INITIATIVE

Transportation Alliance for New Solutions

TrANS is a public-private model for collaboration and success for preparing the underemployed with skills needed to gain access to the road building industry as laborers and apprentices.

Since 1995, WisDOT has facilitated the jobs partnership program –TrANS. It began in Southeast, and gradually expanded to Southwest, Northern and North Central Wisconsin. TrANS demonstrates how the public and private sectors can work together to address the outreach, preparation, placement and retention of women, and minorities and others in the highway skilled trades. TrANS is an industry driven plan produced from the ground up by major industry and labor organizations, community-based service providers and government. There are over twenty-four core partners, including: the Wisconsin Transportation Builders Association (WTBA); National Association of Minority Contractors (NAMC-WI); Wisconsin Women's Council; the Wisconsin Laborers' District Council; and many more.

Community based organizations provide services to screen, orient and prepare people for employment as laborers in the road building industry through: outreach and marketing; screening; industry awareness preparation programs which include the contractor and labor participation; job coordination bank; and trainee retention activities.

The goal is to prepare diverse candidates for construction careers and to compel road construction contractors to provide full time employment for the best laborers, helping them progress through apprenticeship programs and become journey-level workers in the highway skilled trades. TrANS participants undergo an intensive 120 hour soft and hard skills preparation program that utilizes industry professionals and resources.

TOPICS COVERED INCLUDE:

- Physical Conditioning
- Map Reading
- OSHA 10/30 Certification
- Apprenticeship Test Prep
- Hands on Drills & Projects
- Identification/Usage
- Flagger Certification
- Work Ethics
- CDL Written Test Prep
- Const. Math Terminology

TrANS staff work closely with potential employers to identify their labor needs and tailor their classroom instruction to help prepare



potential employees to be placed in jobs offered by the contractors. Small class sizes of 10-15 candidates support tailored instruction and service that facilitate quality referrals. Each graduate will have passed the CDL written exam and a trade apprenticeship test; received certification as a Flagger and in First Aid or OSHA.

After placement, TrANS continues its work with employers and their new hires to ensure job success and job retention. The program also helps remove barriers to success by providing backup or temporary assistance for child care and transportation alternatives to its participants

The project has come a long way since its inception and has won grants and awards. More than 1,000 people have been placed in family supporting positions as laborers and apprentices in the industry. Not only does TrANS address the underutilization of and provide preparation and employment opportunities for minorities, women and others, it also saves contractors time and money on screening and job preparation costs of potential employees. Well over 50 Wisconsin contractors have hired TrANS graduates.

This program is a perfect example of how the public and private sectors can come together to help people become independent and self-sufficient, while at the same time, providing contractors with skilled labor to fill their vacant positions. TrANS has evolved from early consortium development, to leadership for planning, expansion, work group management, and fostering relationships and collaboration.

CONFERENCE MOBILE APP

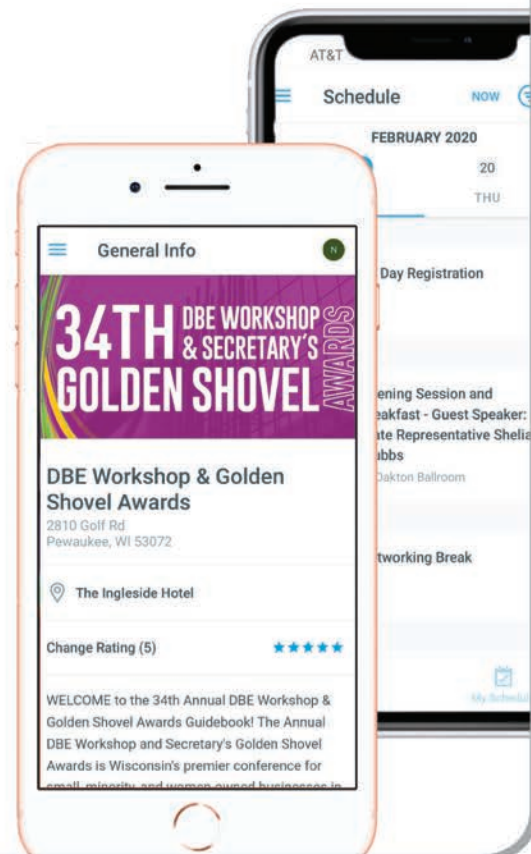
guidebook

DBE Workshop & Golden Shovel Awards has gone mobile!

Get the app on your mobile device now, for free.

<https://guidebook.com/g/goldenshovel2020>

- 1 Visit the above URL on your device
- 2 Tap the "download" button to get the free Guidebook app
- 3 Open Guidebook and look for the guide: **DBE Workshop & Golden Shovel Awards**
- 4 Tap "Enter passphrase" and **enter gsa2020** to download our event app



PROFESSIONAL DEVELOPMENT WORKSHOPS

DAY 1

Bridging the Skills Gap in Construction

COUNTRY BALLROOM SOUTH / 9:10 - 10:10 AM

Dennis Winters / Bureau of Labor Statistics,
Department of Workforce Development

Joshua Johnson / Bureau of Apprenticeship
Standards, Department of Workforce Development

Shannon Jefferson / President, Gibraltar Enterprises

Tim McMurtry II / Community Relations Manager,
Employ Milwaukee

Room Moderator:

Laura Heller / WRTP/Big Step

Preliminary U.S. Bureau of Labor Statistics (BLS) data show that there were 7.2 million construction jobs in July 2018. That marks the highest employment level for the construction industry in a decade. However, construction firms struggle to find qualified employees to fill open positions. The increase in demand for skilled workers is coupled with a mass exit of retiring baby boomers. There is a demand for a fresh crop of new workers graduating vocational tech and trade schools and construction training programs such as WisDOT's Transportation Alliance for New Solutions or TrANS. To meet the demand for skilled workers construction firms will need to make a concerted effort to retain existing employees and recruit new employees. This may involve providing training and taking a closer look at what employees want. Government funding of trade schools and grassroot training program will also play a vital role in the closing of the skills gap.

Avoiding Common Mistakes in Restrictive Covenant and Independent Contractor Agreements

PDH: 1

COUNTRY BALLROOM CENTER / 9:10 - 10:10 AM

Laurie E. Meyer, J.D. / Labor & Employment
Shareholder, Davis|Kuelthau

Room Moderator:

Alex Roth / M Squared Engineering

Non-Compete Agreements can be a helpful tool for retaining valuable employees, and protecting critical customers, confidential information, and trade secrets. No less vital, independent contractor agreements offer your company various important benefits when drafted properly and within the limits of applicable law. Drafted incorrectly or applied to the wrong worker, agreements risk being useless or worse-and thus costly. Many businesses find themselves faced with the disappointing discovery that their agreements are unenforceable or otherwise inadequate, or even unlawful. Avoid the costly risks of unlawful or invalid contracts. Knowing how to craft enforceable agreements provides a notable value to your arsenal of risk management efforts. Laurie Meyer, Employment Law Attorney, uniquely guides clients through the eyes of both an employer and an attorney.



Zenith Tech employee stripping the concrete formwork from a freshly placed bridge deck on Capitol Drive, City of Milwaukee, N. Green Bay Avenue to N. 2nd Street.

Photo submitted by: Walbec Group
Photographer: Mike Wozniak

PROFESSIONAL DEVELOPMENT WORKSHOPS

Developing Your Elevator Speech

COUNTRY BALLROOM NORTH / 9:10 - 10:10 AM

Marci Martin / Principal/Proposal Manager,
Write Like That

Benjie Hayek / Transportation Construction Engineer,
Oneida Engineering Solutions

Minal Hahm / Principal/President, M Squared
Engineering

Room Moderator:

Minal Hahm / M Squared Engineering

Introduce yourself and network with confidence! Whether you are a TrANS grad, new DBE firm, consultant or contractor, this session has something for everyone to improve marketing yourself and your company. Learn how to develop and deliver the perfect elevator pitch through a short presentation and a comprehensive practical exercise that tailors your introduction, unique attributes and call to action to the target audience. Use your newly developed pitch for the business card competition at Lunch on Day One for the chance to introduce you and your company to the entire assembly!

Financing Opportunities in 2020

COUNTRY BALLROOM CENTER / 10:20 - 11:20 AM

Gary Mejchar / Project Manager, AICCW/First American
Capital Corp.

Robert Lamb / VP Business Banking, US Bank

Maria Watts / Mgr of Community Development,
WHEDA

Heather Lux / Project Director-SE, WWBIC

Eric Ness / District Director- WI, SBA

Room Moderator:

Adetunji Lesi / Tunji Lesi CPA

Take a peek at what Wisconsin community organizations are offering to help Wisconsin small businesses establish and maintain credit and financial records and other elements vital to obtaining small business loans and bonding.

Work Zone Safety, Flagger Certification, & OSHA Updates

COUNTRY BALLROOM SOUTH / 10:20 - 11:20 AM

Erin Schoon, PE / Bureau of Traffic Operations,
WisDOT

Dustin Schnipke / Assistant Area Director, OSHA
Milwaukee office

Room Moderator:

Don Miller / Oneida Engineering Solutions

The session will discuss department initiatives for work zones including flagger certification, smart work zones, USDOT work zone data exchange, FHWA work zone data initiative, crash statistics, and work zone inspections.

Osha's presentation provides an overview and update of OSHA initiatives to include programs, agency priorities, resources available, injury statistics, and commonly cited violations.

PROFESSIONAL DEVELOPMENT WORKSHOPS

DAY 1

Introduction to Subcontracting with WisDOT

COUNTRY BALLROOM SOUTH / 1:15 - 2:15 PM

Jill Fehrman / Proposal Management Chief, WisDOT

Shawn Hoffman / Chief Estimator, Hoffman Construction

Lynette Bastian / President, Double D Landscape

Room Moderator:

Don Miller / Oneida Engineering Solutions

This session provides a general overview of subcontracting opportunities with WisDOT. A prime contractor will discuss what is expected of subcontractors and areas of work that are typically subcontracted. WisDOT presents the bidding process and a landscaping example is provided to include landscaping opportunities on WisDOT work and applicable standard specifications. Finally, a DBE landscaping contractor will talk about her experiences as a DBE landscaping subcontractor.

The Struggle Is Real – Challenges (and Solutions) Every Business Would be Foolish to Ignore

COUNTRY BALLROOM CENTER / 1:15 - 2:15 PM

Dan Zignego / Controller, Zignego Company Inc.

Renee Koebe / Owner, Wisconsin Interstate Contracting

Don Miller, PE / Senior Engineering Manager, Oneida Engineering Solutions

Room Moderator:

Alex Roth / M Squared Engineering

This session is a frank discussion to help contractors access support. We start by assessing what your business lacks regarding adequate processes and tools that may be preventing you from being competitive and profitable. Next, we will build you back up. A prime and subcontractor speak on Mentor-Protege relationships, and present solutions to become more proficient in critical business areas. The struggle is real, but so are our solutions.

Aerial view of CTH E Bridge, Evans Street to Shadow Lake Road, Waupaca County.

Photo submitted by: CORRE, Inc.
Photographer: Jenna Richardson



PROFESSIONAL DEVELOPMENT WORKSHOPS

Strategies for Recruiting and Retaining Women in the Construction Workforce

COUNTRY BALLROOM SOUTH / 2:30 - 3:30 PM

Bridget Booker / Owner, Reign Construction

Tracy Carlson / Daily Reporter Women in Construction honoree

Lauren Sugerman / Chicago Women in Trades

Diane Gadzalinski / VP Human Resources, Walbec Group

Room Moderator:

Benjie Hayek / Oneida Engineering Solutions

Speakers will discuss how they are promoting and supporting diversity and inclusion in their companies and communities. Women in construction, in various roles, will discuss career challenges they've faced, what they have done to be successful, and reflect on the benefits and added value that women bring to the workplace.

Marketing Plan Breakdowns and Basics

COUNTRY BALLROOM NORTH / 2:30 - 3:30 PM

Marci Martin / Principal/Proposal Manager, Write Like That

Room Moderator:

Minal Hahm / M Squared Engineering

A marketing plan does more than just promote your business to new customers. Marketing plans are necessary for business plans, obtaining funding, staying in touch, and focusing on what matters most for your growth. It may sound intimidating and complicated or scary but it doesn't have to be. This session will break down terminology and tactics into manageable steps for comfortably creating your customized plan to follow in the years ahead and beyond.



South facing foundations of 833 E Michigan, Milwaukee.
Photo submitted by: Irgens
Photographer: Prism Technical

Tips for Consultants Working for WisDOT

PDH: 1

COUNTRY BALLROOM CENTER / 2:30 - 3:30 PM

Randy Knoche / Chief of Audit & Contract Administration, WisDOT

Brian Roper / Consultant Services & Project Mgt. Section Chief, WisDOT

Room Moderator:

Don Miller / Oneida Engineering Solutions

WisDOT Consultant Services and Project Management Section Chief, Brian Roper, will walk participants through the solicitation process. Discussion will include ensuring better understanding of solicitation inner-workings, including; schedules, how to respond, how to help promote your business, and understanding reasons your firm may not have been selected. Brian will include a brief introduction to Masterworks, and discuss next steps once solicitations are responded to.

WisDOT Contract Manager and Chief of Audit and Contract Administration, Randy Knoche, will explain firm overhead rates- actual, and estimated, and discuss the requirements for submitting a CFR. Randy will share the Department's insights into the CARS billing process, yearly overhead rates adjustments, audit processes, and the differences in each as a prime vs. subconsultant.

PROFESSIONAL DEVELOPMENT WORKSHOPS

DAY 2

Truck Talk

COUNTRY BALLROOM SOUTH / 10:20 - 11:20 AM

Paul Ndon / Trucking Utilization Specialist, WisDOT

Natalia Vega / Labor Compliance Investigator,
WisDOT

Teresa Rademacher / Labor Compliance Specialist,
WisDOT

Room Moderator:

Don Greuel / KL Engineering

This session provides an overall view of trucking utilization on WisDOT highway construction projects to include: Schedule of owned and leased trucks, the Trucking Utilization Policy, Trucking Hiring Agreement forms, and more.



Compliance Roundtable: EEO Provisions and Procedures from City, State, and Federal Perspectives

COUNTRY BALLROOM CENTER / 10:20 - 11:20 AM

Michael Staude / WisDOT Labor Compliance Chief

David Poppert / Compliance Officer, Office of Federal
Contract Compliance Programs, USDOL

Melissa Gombar / Small Business Enterprise, City of
Madison

Jason Johnson / NE Labor Compliance Lead, WisDOT

Stephanie Jaecks / NC Labor Compliance Specialist,
WisDOT

Roundtable Moderator:

Michael Staude / WisDOT

This workshop highlights expectations and procedures required for compliance with EEO contract specifications, standards and laws that a contractor may encounter. U.S. Department of Labor, Wisconsin Department of Transportation, and the City of Madison will discuss requirements, best practices and common issues. This roundtable will help you understand compliance responsibilities and share tips and resources that will improve your processes.

Completing the top floors of BMO Harris
Tower, Milwaukee.

Photo submitted by: Irgens

Photographer: Prism Technical

PROFESSIONAL DEVELOPMENT WORKSHOPS



Final Tub Girder Pick/Set
for Structure B-5-679,
IH 43 in Brown County, WI

Photo submitted by:
KL Engineering, Inc.

Photographer:
KL Project Team

Ethics and Professional Practices

PDH: 1

COUNTRY BALLROOM CENTER / 11:30 - 12:30 PM

Jeffrey S. Russell, PE, PhD / Vice Provost for Lifelong Learning, UW-Madison

Room Moderator:

Kim Lobdell / KL Engineering

This workshop will help you to understand how various psychological, organizational, and financial pressures can create ethical dilemmas for engineers. Some of these dilemmas are not, strictly speaking, engineers' dilemmas. They can result from engineers often working in organizations which require them to interact with non-engineers (both within the organization and externally). We will examine cases taken from the real world to illustrate how (and why) engineers might encounter ethical dilemmas arising from these competing perspectives.

Construction Payment Process

COUNTRY BALLROOM NORTH / 11:30 - 12:30 PM

David Castleberg / Design & Construction Technologies Supervisor, WisDOT

Brian Mitchell / Business Relationship Manager, WisDOT

Room Moderator:

Don Miller / Oneida Engineering Solutions

This workshop highlights and demonstrates the WisDOT Construction Contract Payment Viewing System (CCPVS). A former DBE subcontractor will discuss how he used this system to follow his money to better ensure accurate and timely payments. Additional WisDOT resources are shared and discussed with attendees.

NETWORKING SESSIONS

DAY 1

Highway Transportation Infrastructure & Networking with WisDOT

COUNTRY BALLROOM NORTH / 10:20 - 11:20 AM

Bob Gutierrez, PE / SE Freeways Engineering Chief
Olubunmi Olapo, PE / SE Project Development Chief
Ben Eruchalu, PE / SE PDS Supervisor
David Nguyen, PE / SE Engineering Chief
Steve Theisen / SW Project Communications Mgr.
Julie Fezatte, PE / NE CU Supervisor
Jeff Olson, PE / NW Project Development Sup.
Todd Matheson, PE / SW PDS Chief
Brian Edwards, PE / NE Project Manager
Brian Roper, PE / Consultant Services Chief

Room Moderator:

Benjie Hayek / Oneida Engineering Solutions

SE Region Project Chiefs and Supervisors will give updates on current and upcoming projects. The audience will have an opportunity to meet with each WisDOT staff member for questions and answers.

Speed Networking with Prime Contractors, DBE Firms & TrANS Graduates

COUNTRY BALLROOM NORTH / 1:15 - 2:15 PM

See Directory of Networking Contractors

Room Moderator:

Benjie Hayek / Oneida Engineering Solutions



DAY 2

Facilitated Networking with Professional Consultants

COUNTRY BALLROOM NORTH / 10:20 - 11:20 AM

See Directory of Networking Consultants

Room Moderator:

Benjie Hayek / Oneida Engineering Solutions

Perspectives and Priorities from WisDOT for DBEs

COUNTRY BALLROOM NORTH / 11:30 – 12:30 PM

WisDOT Leadership and Region Directors

Room Moderator:

Michele Carter / WisDOT

This leadership panel including WisDOT's Chief Engineers, SE Region Director and Deputy Director, and Project Leaders will share key insights and perspectives about Doing Business with WisDOT. A 20 minute Q & A will follow the presentation.

DIRECTORY

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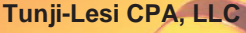
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DIRECTORY

Resource Guide to Doing Business with WisDOT

Division of Transportation System Development (DTSD)

DTSD oversees development, maintenance and operations functions related to the state highway system. The division provides uniform direction in planning, design and construction phases of project delivery to best ensure safe, efficient state and interstate highways.

USDOT Mode: Federal Highway Administration (FHWA)

Rebecca Burkel, Administrator
Steve Krebs, Deputy Administrator
Scot Becker, Deputy Administrator

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Northeast Region

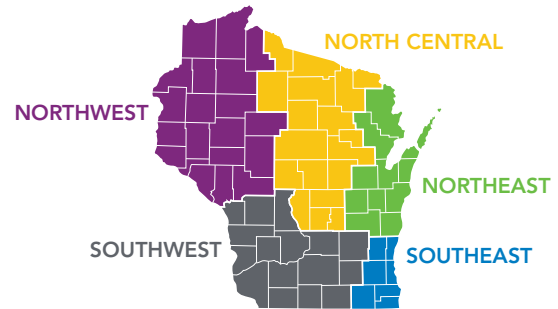
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North Central Region

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Division of Transportation Investment Management (DTIM)

DTIM includes bureaus that are responsible for planning and economic development; asset management; state highway programs; transit, local roads, rails and harbors; and aeronautics.

USDOT Modes: FAA, FTA and FRA

Joseph Nestler, Administrator

BUREAU DIRECTORS AND CONTACTS

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Federal Aviation Administration (FAA)

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Bureau of Transit, Local Roads, Railroads & Harbors

David Simon, Director

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Federal Railroad Administration (FRA)

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Manager: Crystal Dupont
414-220-6800 / crystal.dupont@dot.wi.gov

Division of Budget and Strategic Initiatives (DBSI)

DBSI oversees the department's biennium budget; manages the department's performance improvement program; administers the department's research and library programs; and serves as the liaison for federal transportation issues.

Aileen Switzer, Administrator
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GUEST SPEAKER SPOTLIGHT

Shelia Stubbs - State Representative, State of Wisconsin

Shelia Stubbs was sworn into office on January 7, 2019 as the first African American state legislator from Dane County.

Born in Camden, Arkansas, Sheila Stubbs moved to Beloit at age 5. After Stubbs graduated from college in 1993 her mother, Linda Hoskins, saw a TV news report about a troubled Madison neighborhood and decided to move her family from its Beloit home to the heart of the most economically deprived, drug- and gang-infected community she'd ever seen. Her mother said, "It is your responsibility to make it better. You're not going to sit here and talk about a community. It is your responsibility to roll up your sleeves and go to work."

With the directive to "make it better," Stubbs became a tireless advocate for her new community, working as a probation and parole agent by day and volunteering in the neighborhood by night as it underwent a dramatic revitalization. In 1996, she became president of the Bridge/Lake Point Neighborhood Association, and 10 years later, she defeated a two-term incumbent to represent south Madison on the Dane County Board.

In 2006, Stubbs won her first political race to represent District 23 on the Dane County Board of Supervisors. Since that race, Stubbs was re-elected six times to represent District 23. Among her proudest accomplishments are working to create the county's Community Restorative Court, which launched in 2015, and sponsoring a resolution to require mandatory sexual harassment training for all county employees, elected supervisors and youth interns.

In 2018, she won a four-way Democratic primary for the state's newly vacant 77th Assembly District, becoming the first African-American to represent Dane County in the state Legislature. Sworn into office on January 7, 2019, she was nominated as the Democratic candidate for the 77th district of the Wisconsin State Assembly on August 14, 2018. Her directive remains the same: to make it better.

Rev. Alex Gee, president and founder of Nehemiah Community Development Corporation, is hopeful Stubbs' presence in the Capitol will influence efforts to reduce the state's staggering racial disparities thanks to

her experience with organizations and programs that have proven effective. "We look at disparities and we immediately say, 'Let's talk about the deficiencies in the black community,'"

Gee said. "We never look at the systemic issues. We cannot look at the brokenness in the black community and not look at the disconnect between the state Capitol and the black community."

Stubbs is one of six black members of the state Assembly, and the only black lawmaker who does not represent Milwaukee. Stubbs' new role coincides with the election of the state's first black lieutenant governor, Mandela Barnes, and Democratic Gov. Tony Evers, who in his State of the State speech discussed efforts to reduce the state's educational achievement gap.

The 77th Assembly District is diverse, covering some of Madison's poorest neighborhoods — Allied Drive and Lake Point — as well as some of its wealthiest — Nakoma and Shorewood Hills.

Stubbs said she wants to be known as a lawmaker who is part of the community. "I don't want to be somebody that they see, I want to be somebody that they know," she said. And as a "first" in Dane County, she wants to make sure the path gets easier for those who follow her. Once again, her directive is to make it better.

To read the entire article on Sheila Stubbs go to [The first: Rep. Shelia Stubbs hopes to create pathways for people of color](#) *Jessie Owens Capital Times Feb 13, 2019*



WEDNESDAY, FEBRUARY 19

DAY 1 : opening session

8:00 am - 9:00 am

Call to Order

Michele Carter

Director
Office of Business Opportunity
and Equity Compliance
Division of Transportation and Systems Development
Wisconsin Department of Transportation

Welcome from Wisconsin UCP Directors

FHWA Perspectives

Glenn Fulkerson

FHWA Wisconsin Division

Equity and Inclusion Initiatives in Wisconsin

Shelia Stubbs

State Representative
State of Wisconsin

MASTER OF CEREMONY



Michele Carter

Director
OBOEC, DTSD,
WisDOT

GUEST SPEAKER



Glenn Fulkerson

Division Administrator
FHWA Wisconsin
Division

WELCOME FROM WISCONSIN UCP DIRECTORS



Michele Carter

Wisconsin Department
of Transportation



Norman Davis

City of Madison



Wes Sparkman

Dane County



Lamont Robinson

Milwaukee County

KEYNOTE SPEAKER SPOTLIGHT

Alex Lasry - Executive of the Year

In recognition of his role in helping Milwaukee win the 2020 DNC, Alex Lasry is Milwaukee Business Journal Executive of the Year 2019 and BizTimes Best in Business 2019 Community Leader of the Year.

Despite being born and raised in New York, Alex Lasry now unabashedly claims Milwaukee as his home. He planted roots here in 2014 to take on a vice president role with the Milwaukee Bucks after the team was purchased by his father, hedge fund manager Marc Lasry, and Wes Edens. That career move laid the foundation for what would become a major passion project for Alex Lasry: convincing the Democratic National Committee that Milwaukee is fit to host a major national political convention, historically awarded to top-tier metros.

With Lasry at the helm, a local bid committee — including Milwaukee Mayor Tom Barrett, Congresswoman Gwen Moore, local DNC activist Jason Rae and others — worked to raise funds, garner non-partisan support, meet party prerequisites and make a strong case for Milwaukee, a city that might otherwise be overlooked. In March 2019, that work paid off when DNC chairman Tom Perez selected Milwaukee over Houston and Miami for the event, promising the region an estimated \$200 million in

economic impact and an unprecedented amount of national and international exposure.

Thanks to Lasry, \$11 million in local donations had already been secured by the time Milwaukee was selected as host city.

"It would show the world what I know to be true about Milwaukee, which is that it's a top-tier city and a destination city," he said. "More people need to see Milwaukee and know about Milwaukee because once they do, they'll fall in love with it."

Emerging as an accomplished leader and champion of Milwaukee at age 32, Lasry claims allegiance to a younger generation of Milwaukeeans who are



civically engaged and driven to make an impact. "They're seeing all the great things and the creative things that are happening in other cities and they don't want to move to another city to get those things; they want that to happen here and I think they also see some of the problems that are happening in Milwaukee and want to be a part of fixing it. I'm excited to be a part of that group and do what I can to be a leader and make sure that's all happening here," he said.



WEDNESDAY, FEBRUARY 19

DAY 1 : business luncheon

11:30 am - 1:10 pm

Welcome from NAMC-WI

Ugo Nwagbaraocha

President

National Association of Minority
Contractors - Wisconsin Chapter

Keynote Speaker

Alex Lasry

Senior Vice President,
Milwaukee Bucks
Executive of the Year

Profile of a Successful Entrepreneur Video and Presentations

BUSINESS LUNCHEON HOST



Ugo Nwagbaraocha

President

Diamond Disc International

PANEL MODERATOR



Shannon Jefferson

CEO

Gibraltar Industries, Inc.

ENTREPRENEURIAL PANEL



Wenbin Yuan

CEO

Dakota Intertek
Corporation



Ron Spoerl

Owner

Hawk
Construction



Clifton Phelps

VP of Business

Development
JCP Construction



Eric Johnson

Owner/President

South Star Inc.



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**THE DAILY
REPORTER**

WEDNESDAY, FEBRUARY 19

DAY 1 : awards presentation & networking

NAMC Golden Champion for Leadership in Minority Business Development Awards

2:30 pm - 6:00 pm

Speaker Introduction

Ugo Nwagbaraocha
President
National Association of Minority
Contractors - Wisconsin



GUEST SPEAKER




Mandela Barnes
Lieutenant Governor
State of Wisconsin

Governor's Office vision on State of Wisconsin's infrastructure, construction, and the importance of a thriving, diverse business community's growth.

Resources and initiatives from Governor's Office to aid in opportunities for diverse business participation growth on major construction projects in the State of Wisconsin.

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The image shows a gold sponsor logo on the left, featuring a star with radiating lines, the word "GOLD", and a ribbon with "SPONSOR". On the right is the Walbec Group logo, which includes a green location pin with a white "W" and the text "WALBEC GROUP" below it.



The image shows the same gold sponsor logo on the left. On the right are two logos: "WRTP" (Wisconsin Regional Training Partnership) and "BIG STEP" (Building Industry Group Skilled Trades Employment Program). The Big Step logo includes the tagline "PUTTING EDUCATION TO WORK" and a hard hat icon.

NAMC-WI GOLDEN CHAMPION AWARD

National Association of Minority Contractors Previous Golden Champion Award Winners

2019

Ruth Geier, Vice President and Equal Rights Officer, Integrity Grading and Excavating, Inc.

Connie Li, PhD, PE, President and CEO, TranSmart Technologies

Seyoum Mengesha, EDFP, Minority and Small Business Director, Wisconsin Economic Development Corporation

Daryl Hodnett, System Director-Supplier Diversity and Inclusion, Advocate Aurora Health

Alan Yeung, PhD, Director of U.S. Strategic Initiatives, Foxconn

Rocky Marcoux, Commissioner of the Department of City Development, City of Milwaukee

Miron Construction

2018

Ruben L. Anthony, Jr. PhD, President and CEO,

Urban League of Greater Milwaukee, Deputy Secretary, WisDOT (Retired)

Joan Zepecki, Diversity and Community Outreach Coordinator, Hunzinger

BMO Harris Bank

2017

Gwendolyn Moore, United States Congresswoman, State of Wisconsin

Rebecca Kleefisch, Lieutenant Governor, State of Wisconsin

Thelma A. Sias, Vice President of Local Affairs, WE Energies (Retired)

Linda Graves, MCA, Vice President, Diversity and Community Affairs, Gilbane

Zignego Company, Inc.

Peter Feigin, President, Milwaukee Bucks

Oluyemi Falomo, DBE Program Engineer, WisDOT

NAMC-WI GOLDEN CHAMPION AWARD

National Association of Minority Contractors 2020 Golden Champion Award for Leadership in Minority Business Development in Wisconsin Construction Industry



WALBEC GROUP

Walbec Group

The Walbec Group is a family of companies that have collectively served the needs of their customers for over 85 years. Together Payne & Dolan, Inc., Northeast Asphalt, Inc., Zenith Tech, Inc., Premier Concrete, Inc. & Construction Resources Management, Inc. provide professional construction and engineering services in addition to producing quality construction materials. Small and large customers alike rely on us to deliver cost-effective, expert solutions for their construction needs. While we are often associated with state, municipal and federal projects, many of our customers are local businesses in need of changing or improving their current infrastructure. Together, the Walbec Group of independent companies help employees, customers and communities reach their destinations by combining our strengths in the construction industry to form a world-class organization. We take pride in working smart and safe to provide innovative, environmentally friendly solutions to the communities where we live and work.



Eric Johnson

PRESIDENT / SOUTH STAR TRUCKING

Eric Johnson is President of South Star Inc. (d/b/a South Star Trucking), founded in February 1984 by his parents, William Earl and Helen Johnson. In June of 1984, they turned over ownership and control to their children (Eric, Bryant and Yolanda). The company started with two dump trucks. They now own eight trucks and their fleet has over forty owner-operators. South Star Trucking has become a beacon for Black businessmen and workers. Over 90% of their owner-operators and employees are Black. And, 100% of them live in Milwaukee County. An important by-product of the various

DBE, EBE and MBE programs is that Black people hire Black people.

South Star Trucking provides dump trucking services to road construction contractors in southeastern Wisconsin. Though they have worked diligently to achieve more private-sector contracts, a significant portion of their contracts are public-sector projects.



Prism Technical Management & Marketing Services

Since 1995, Prism has built a reputation of providing exceptional service and integrity on iconic construction projects, building relationships one partner at a time. Prism is a private sector entity that specializes in diversity and inclusion, community outreach, project and construction management, business development training, corporate internship training and placement. Prism works with governmental entities and other large, complex organizations, to ensure compliance with a plethora of local, State and Federal regulations. By deploying an engineered solution to diversity and inclusion, Prism has developed proven best practices to assist private firms and governmental entities to meet and exceed goals. This has allowed Prism to advise many forward-thinking companies and governmental entities on matters of process, management, knowledge transfer and strategy. Prism has offices in Milwaukee, WI and St. Louis, MO.

NAMC -WI GOLDEN CHAMPION AWARD

National Association of Minority Contractors 2020 Golden Champion Lifetime Achievement Award



Jerry Fulmer

VICE PRESIDENT - SUPPLIER DIVERSITY / WEC ENERGY GROUP

Jerry Fulmer was appointed Vice President – Supplier Diversity in June 2015. He was appointed Director – Supplier Diversity Initiative for Wisconsin Energy in 2002. Fulmer led WEC Energy Group's supplier diversity activities, including managing human capital, as well as fostering corporate relationships with suppliers and contractors, area businesses and local government. Fulmer led the company's business units to establish supplier diversity-related goals and objectives and train employees how to achieve their goals through better business and procurement practices. Fulmer also works in the business community, facilitating proactive, mutually beneficial relationships with business advocacy groups as well as businesses owned and operated by women, minorities, veterans and service-disabled veterans. In addition to developing supplier diversity for We Energies, Fulmer has played a key role in helping We Power, a Wisconsin Energy Corporation subsidiary, achieve the supplier diversity goals outlined in a 10-year growth plan – Power the Future.

Prior to joining the company, Fulmer spent 21 years in the utility industry, including eight in the area of procurement, and was a recognized leader in the supplier diversity field. Fulmer served as manager – supplier diversity and business development for Progress Energy (formerly Carolina Power and Light Co.) in Raleigh, North Carolina. Fulmer also chaired Carolina's minority supplier development council, served as vice chairman of the Edison Electric Institute (EEI) supplier diversity executive committee and acted as a liaison to small businesses. Prior to joining Progress, Fulmer was associated with Niagara Mohawk Power Corp., Syracuse, New York, where he was coordinator of the company's minority and women business development program and was supervisory buyer for the fossil plants and hydro stations.

Fulmer earned a bachelor's degree in economics from Hartwick College in Oneonta, New York. He currently serves on various local, regional and national committees that promote minority and women business development and advocacy. Fulmer is a member of the EEI supplier diversity executive committee, and currently serves as Chairman/Historian. He is also a member of many MBE/WBE advocacy groups, such as National Minority Supplier Development Council, North Central Minority Supplier Development Council, The National Association of Minority Contractors - Wisconsin Chapter, Chicago Minority Supplier Development Council, African American Chamber of Commerce – Greater Milwaukee, American Indian Chamber of Commerce of Wisconsin, Women's Business Development Center – Chicago and the Women's Business Enterprise National Council. Fulmer also serves as First Vice-Chairperson of the North Central Minority Supplier Development Council and served as past Chairman of the Milwaukee Urban League's Board of Directors. Fulmer has received and been recognized with numerous regional and national awards including the following selected achievements:

- State of Wisconsin Minority Business Development Community Business Development Award – In Recognition of Outstanding Contribution
- Named one of America's Top 100 Leaders In Corporate Supplier Diversity by Women's Enterprise USA
- Outstanding Contribution to Minority Business Development Award, Wisconsin Department of Commerce
- Named by MBN USA magazine one of the Top 75 Leading Men in Corporate Supplier Diversity
- Outstanding Men of Minority Business Development, Minority Business News USA

PROJECT PROFILE

Komatsu's Global Headquarters and Manufacturing South Harbor Campus

Global Headquarters and Manufacturing South Harbor Campus
in Milwaukee's Harbor District

MAXIMIZING

- » safety
- » sustainability
- » efficiency

Reduce energy consumption by 75%

Reduce water consumption by 80%

APPROXIMATELY:
\$285M investment
170,000 SF office space
410,000 SF manufacturing

INCLUDES:

- Customer Experience Center
- City of Milwaukee public Harbor Walk (adjacent)
- Sustainable facilities

Modern facilities that enhance engagement
Education partnerships to train workforce



GOALS:

- » A remarkable workplace for Komatsu's future in Milwaukee
- » Create new family-sustaining jobs
- » Prioritize technology and sustainability with a goal of NET-ZERO EMISSIONS



PROJECT REQUIREMENTS:

- » On-Site Union Labor – Hunzinger is a union contractor and signatory to Carpenters, Masons, Cement Finishers and Laborers
- » Hunzinger subcontracts with union signatory firms
- » 25% SBE and 40% RPP Required
- » Certified Payroll project with weekly LCP Tracker reporting required throughout the project
- » Bid Bonds are not required for all bids
- » Payment and Performance Bonds may be required
- » OWNER CONTROLLED INSURANCE PROGRAM (OCIP) has been arranged for and is being administered by the Owner and their OCIP representative. The OCIP is an insurance program that insures all eligible and enrolled Contractors, Subcontractors, and other Owner designated parties, for Work performed on the Project Site
- » Safety: Full PP&E required
- » Komatsu brand requirement for construction equipment

KOMATSU MINING – MILWAUKEE SOUTH HARBOR PROJECT BIDDING SCHEDULE

2nd BID PACKAGE BIDDING OCTOBER / NOVEMBER 2019
Earthwork + Site Utilities

3rd BID PACKAGE BIDDING End of OCTOBER / NOVEMBER 2019
Foundations & Structural for approx. 410,000 SF Industrial Building and approx. 170,000 SF Office Building

4th BID PACKAGE BIDDING JANUARY 2020
Industrial Buildings MEP's and Finishes; Core & Shell for Industrial Building, Office Building and Pre-cast Parking Deck & Connector Bridge

5th BID PACKAGE BIDDING APRIL/MAY 2020
Parking Deck, Office Building & Connector Bridge, Enclosure & Finishes

HOW TO ENGAGE WITH HUNZINGER CONSTRUCTION COMPANY

Complete an AIA 305 Qualification Statement and return it to:

JOAN ZEPECKI
Diversity & Inclusion Coordinator
Hunzinger Construction Company
21100 Enterprise Avenue
Brookfield, WI 53045
jzepecki@hunzinger.com
262-797-0797

THURSDAY, FEBRUARY 20

DAY 2 : innovation panel breakfast

8:00 am - 10:00 am

Welcome from WisDOT

Michele Carter

Director
OBOEC, DTSD, WisDOT

DBE Program Update

Madalena Maestri, EdD

DBE Program Chief
OBOEC, DTSD, WisDOT

Guest Introduction and Innovation Panel Moderator

Dr. Connie Li, PhD, PE

President and CEO
TranSmart Technologies

INNOVATION GUEST SPEAKER



Adonica Randall
President
Abraxent LLC

DBE PROGRAM UPDATE



Madalena Maestri, EdD
DBE Program Chief

INNOVATION PANEL



Dr. Connie Li, PhD, PE
President and CEO
TranSmart Technologies



Barry Paye, PE
Chief Materials Engineer
Bureau of Technical
Services, WisDOT



Steven T. Parker, PhD
IT Program Manager
Department of Civil
and Environmental
Engineering,
UW-Madison



Raymond Mandli
President
Mandli
Communications

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PROJECT PROFILE

Wisconsin Center District Expansion



The Wisconsin Center District (WCD) is a government body created under Wisconsin State Statute in 1994 to fund, build and operate the Midwest Express Center (now Wisconsin Center) in downtown Milwaukee, and continue operating the existing venues now called the UW-Milwaukee Panther Arena and Miller High Life Theatre.

In 2015, under a new State Statute, the Wisconsin Center District was authorized to own and issue bonds for a new basketball arena for the Milwaukee Bucks. Today WCD owns the Fiserv Forum, but the facility is operated, maintained and managed by the Bucks organization.

Not a unit of state, county or city government, WCD is instead a semi-autonomous municipality called a "district," meaning its leaders are appointed by elected officials, and it can issue bonds and collect taxes within strict limits established by statute.

On December 19, 2019 WCD announced that the architecture team of tvsdesign and EUA was selected to design the expansion of the Wisconsin Center.

On January 10, 2020 Gilbane Smith was brought on board. Working with CAA ICON – the Owner's Representative, these consultants will develop a project scope and budget. The project will proceed after bonding, with construction starting in the Spring of 2021 and lasting to early 2023.

PROJECT PROFILE

Democratic National Convention 2020

DNC 2020 Host Committee Hired Lafayette Crump, Chief Operating Officer of Prism Technical Management & Marketing in Milwaukee, as Vice President of diversity, vendor accountability and growth.

With the Democratic National Convention being only a few months away, a lot of local businesses are still wondering how they can get involved.

As the president of the local organizing committee for the 2020 DNC, Liz Gilbert has repeatedly stated that the host committee is committed to making sure the DNC shows the diversity that the city has. To further push those efforts, the host committee announced a new hire whose main focus is on diversity inclusion.

The host committee hired Chief Operating Officer of Prism Technical Management & Marketing in Milwaukee, Lafayette Crump as the vice president of diversity, vendor accountability and growth.

"We see achieving diversity as much more than waiting for it to happen," said Crump.

He stated that the committee is focused on making sure that the entire DNC process, from the planning table to the actual event is diversified.

Holding the vendors accountable is one of Crump's top priorities. He said if a vendor isn't local, then the committee wants that vendor to partner with local businesses and entrepreneurs. He said it's about making sure local businesses feel involved.

Crump said the committee wants to ensure that businesses who participate in the convention are better off than they were before the convention.

To be clear, the Milwaukee DNC 2020 host committee is separate from the Democratic National Convention Committee (DNCC). The host committee is in charge of putting on the convention. While the DNCC is in charge of organizing and planning the events that take place in the convention, and a few surrounding areas.

"We can't have this be a convention that solely affects downtown," he said. "[But,] we also need people to reach out to us."

Although the host committee is being intentional on hiring diverse businesses, he said it's also up to local businesses and entrepreneurs to come to them. If they have an idea or feel they can provide something to the convention, feel free to contact the host committee.

Crump is open to meeting with any local business to discuss potential involvement with the DNC.

"When we say, 'where are you?' You say, 'we're right here,'" said Crump.

According to Crump, hundreds of businesses have already registered at the Milwaukee DNC portal. This portal will be the list the DNC goes to when looking for businesses to work with.

"The time is now, if not before. Get those businesses registered," he said.

To register your business, visit here:

<https://www.milwaukee2020.com/>

— by Nyesha Stone



SECRETARY'S GOLDEN SHOVEL AWARD

DAY 2 : awards luncheon

Wisconsin Department of Transportation 34th Annual Secretary's Golden Shovel Awards

Thursday February 20
12:35 am - 2:30 pm

Secretary's Golden Shovel Awards Ceremony

Craig Thompson
Secretary-Designee
Wisconsin Department of Transportation

Paul Hammer
Deputy Secretary
Wisconsin Department of Transportation

Construction Project Updates and Opportunity Presentations



Craig Thompson
Secretary-Designee
WisDOT



Mark Tomsyck
Project Executive
Mortenson



Linda Graves
VP, Diversity & Community Affairs
Gilbane Company

CONSTRUCTION OPPORTUNITY PANEL



Joan Zepecki
Diversity &
Community
Outreach
Coordinator
Hunzinger



Randy Crump
CEO
Prism Technical
Management &
Marketing Services



Christopher Hiebert, PE
Chief Transportation
Engineer
Southeastern Wisconsin
Regional Planning
Commission



Bob Gutierrez, PE
SE Freeways Chief
Wisconsin
Department of
Transportation



Ryan P. Luck, PE
SE Freeways
Construction Chief
Wisconsin
Department of
Transportation

SECRETARY'S GOLDEN SHOVEL AWARD

Secretary's Golden Shovel Award
Hall of Fame

Hall of Fame 2000 - 2020



HABERMEHL ELECTRIC, INC.



Hafeezah Ahmad
Founder, EEO Youth Programs



Suzanne M. Jersild
I-39/90 Rock County
Stakeholder Advisor 2013-2016



Dr. Ruben Anthony, Jr.
Deputy Secretary 2003-2011

Dawn Pratt
Walbec Group

Eugene Johnson
DBE Program Director 1991-2011

SECRETARY'S GOLDEN SHOVEL AWARD

congratulations!

2020 Golden Shovel Award Winners

AICCW-FACC

Godwin Amegashie

CBS Squared Inc

Hard Rock Sawing & Drilling Specialist Co.

DK Contractors

Northeast Asphalt Inc

2020 Golden Shovel Award Nominees

AICCW-FACC

Aina Vilumsons, WPI

Best Ed Business

Brian Alden, 2012 TrANS Graduate

CBS Squared Inc

Demetri Fisher, DBE,
Title VI and Title VII Programs,
Deceased, Posthumous

DK Contractors

DL Grasser Corporation

Edward Bryant, Town Bank

Godwin Amegashie

Hard Rock Sawing & Drilling
Specialist Co.

Integrity Grading Excavating

JCP Contracting

Ken Phelps, MP Systems

Mike Hackle, Homburg Contractors

Northeast Asphalt Inc

Oneida Engineering Solutions

Ranard Morris, Forward Service

Southstar Trucking Inc.

Steve Daum,
Trierweiler Construction

Tremmel-Anderson Trucking



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AdvocateAuroraHealth

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PROJECT PROFILE

Aurora Medical Center Mount Pleasant



The new 296,000-square-foot Aurora Medical Center Mount Pleasant will be built on 86 acres near the northeast corner of Interstate 94 and Highway 20. It will be comprised of a 198,000-square-foot medical center and a 98,000-square-foot attached medical office building. The medical center will include 60 surgical and intensive care beds, four observation

beds, five operating rooms, and two procedure rooms. The complex will offer inpatient care, surgical services, an emergency department with intended level-three trauma services as well as many other ancillary services including rehabilitation, imaging, laboratory, and pharmacy.

Aurora Medical Center Sheboygan County



The 453,000-square-foot replacement, 117-bed hospital will be built on a 56-acre site and will include an emergency department, helipad, inpatient tower, diagnostic and treatment center, and medical office building. A rehabilitation gym will include a half basketball court, artificial turf field outside, as well as a partial running track. The facility will replace Aurora's current hospital in Sheboygan and will be conveniently located off of Interstate 43.

EXHIBITORS

thank you exhibitors!



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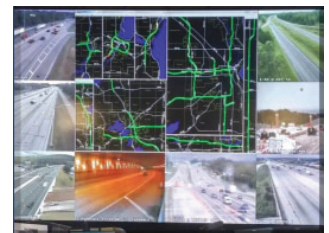
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To learn more, contact:

Robert Lamb - Vice President

262.347.6780

robert.lamb@usbank.com



usbank.com/businesses/equipment

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