



I-375 SMALL BUSINESS INDUSTRY FORUM

WEDNESDAY, MARCH 5, 2025

WAYNE COUNTY COMMUNITY COLLEGE DISTRICT – CURTIS L. IVERY CAMPUS

AGENDA

1. Welcome and Introductions
2. Project Overview
3. How to Become Certified
4. Financial Services and Tools
5. General Project Needs, Timeline, and Solicitation of Bids/Quotes
6. Q&A
7. Break
8. PDB Team and Qualified Small Business Firms Matchmaking

PROJECT OVERVIEW





Club
Harlem's
"Shim Sham
Shimmy"
chorus



Daytime in the Valley

Night in the Valley



Club Congo



Club
Plantation
"The
Orchestra"

PURPOSE AND NEED

TRANSPORTATION

- Address an infrastructure need and replace the outdated interchange design, deteriorated bridges, and roadways.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

MDOT'S MISSION

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



PROJECT EQUITY FOCUS



**Transportation for
All Modes**



**Business and
Workforce
Development**



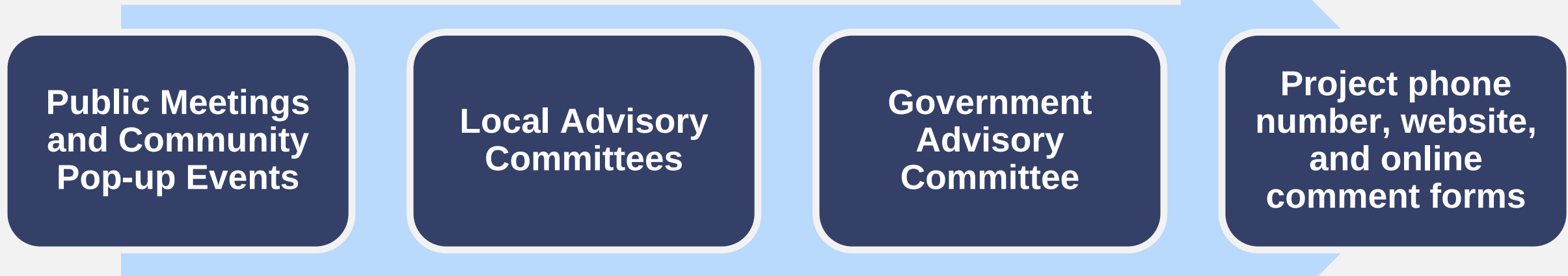
**Strategic
Partnerships**



Framework Plan

PUBLIC ENGAGEMENT AND STAKEHOLDER OUTREACH

How is the project team connecting with the community?



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

PROJECT FEATURES

Project Limits include:

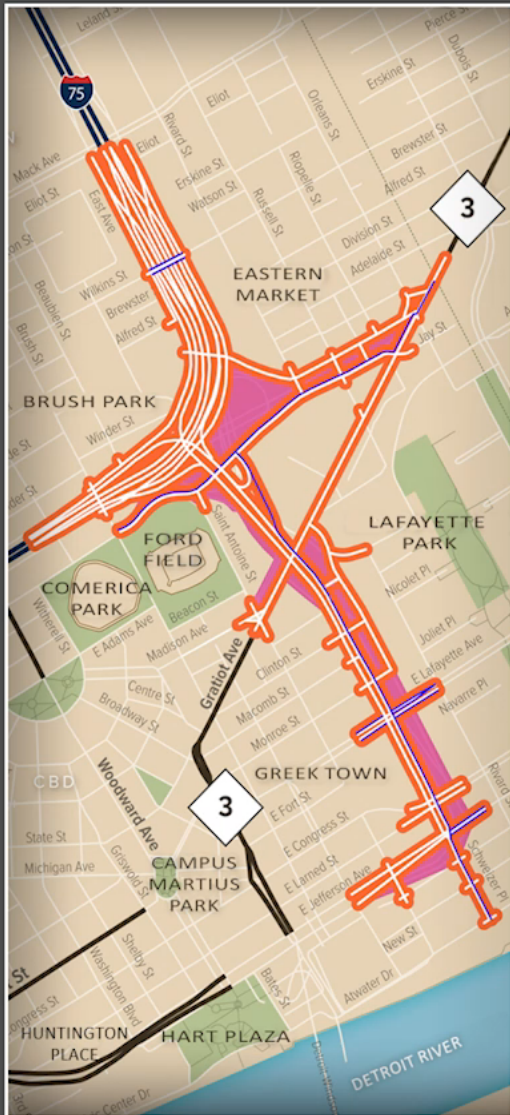
- A. I-375 from the Detroit River to the I-75 Interchange
- B. I-75 from John R St. to Mack Ave
- C. Gratiot Ave. from St. Antoine to the Dequindre Cut
- D. Existing Gratiot Connector

Benefits:

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



I-375 RECONNECTING COMMUNITIES PROJECT



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

DELIVERY METHOD INFLUENCERS



STAKEHOLDER INPUT

Incorporate stakeholder input and manage changes as the project develops



SCHEDULE

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



DESIGN & CONSTRUCTION INNOVATION

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



TRAFFIC MANAGEMENT & WORK PACKAGING

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



BUSINESS & WORKFORCE DEVELOPMENT

Support maximum small business participation and workforce development opportunities

PROGRESSIVE DESIGN BUILD RFP

REQUIREMENTS



Disadvantaged Business Enterprise (DBE) Goals

- Validation & Preconstruction: 7%
- Construction: To be determined based on advanced design and construction plans

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

Small Business Enterprise (SBE) Goals

- Validation & Preconstruction: 5%
- Construction: To be determined based on advanced design and construction plans

On-the-Job Training Program

- Compliance with DOL's Mega Construction Project Program requirements



Key Personnel

- | | |
|--|--|
| ▪ Project Manager | ▪ Lead Hydraulics Engineer |
| ▪ Construction Manager | ▪ Lead Structures Engineer |
| ▪ Construction Quality Control Manager | ▪ Lead Road Engineer |
| ▪ Design Manager | ▪ Lead Traffic Engineer |
| ▪ Design Quality Control Manager | ▪ Lead Maintenance of Traffic Engineer |
| ▪ Environmental Compliance Manager | ▪ Lead Utility Engineer |
| ▪ Lead Cost Estimator | ▪ Stakeholder Engagement Manager |
| ▪ Lead Geotechnical Engineer | ▪ Equity Manager |

SMALL BUSINESS ENTERPRISE AND WORKFORCE DEVELOPMENT PLANNING

Now - 2025

2025 – 2028

Goal

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

Pre-construction Activities

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

Construction Activities

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

HOW TO BECOME CERTIFIED



DO I QUALIFY AS A DBE?

Is your business...

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



FOUR CERTIFICATION STANDARDS

- 1. Business Size**
- 2. Social & Economic Disadvantage**
- 3. Ownership**
- 4. Control**

SKILLS AND TRADES NEEDED

- Road and bridge design
- Utility design
- Surveying
- Landscaping
- Building moving/demolition
- Electrical construction
- Bridge painting
- Drainage/sewer inspection
- Pile driving
- Fence supplier
- Aggregate supplier
- Road construction clean-up
- Temporary traffic control
- Traffic regulator
- Guard rail supplier

OTHER POTENTIAL SERVICES

**Towing/Auto
Maintenance**

Cleaning Services

**Trucking and
Hauling**

**Sanitation
Services (port-o-
potties)**

**Sanitation
Services
(dumpsters and
trash)**

**Video Inspections
(pre and post
construction)**

Material Suppliers

**Material
Manufacturers**

**Site and aerial
photography**

NEXT STEPS

If you are interested in working on this project:

1. [Apply to be Certified with MDOT as a DBE firm](#)

Michigan.gov/MDOTDBE

2. [Apply for Protégé Status](#) if you want to participate in the Design

Michigan.gov/mdot/business/contractors/sbp

3. Inquire with MDOT on the Prequalification Process

Contractors: Michigan.gov/mdot/business/contractors/prequalification

Consultants: Michigan.gov/mdot/business/vendor-and-consultant-services

4. Schedule an Assessment with MDOT Office of Business Development **Crystal**

Smith, Outreach and Support Services Analyst

SmithC147@michigan.gov

(517) 648-6540

FINANCIAL SERVICES AND TOOLS





DETROIT DEVELOPMENT FUND

HELPING DETROITERS “GET THERE”



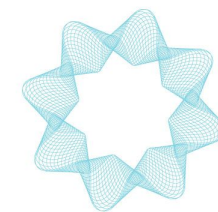
Kevin M. Sweeney

Kevin Sweeney joins Detroit Development Fund as a Senior Loan Officer, bringing a wealth of knowledge and experience in finance and lending. With a career that spans several roles, including Chief Financial Officer (CFO) and various leadership positions in lending, Kevin's expertise in financial management is invaluable to DDF. He holds an accounting degree from Morehouse College and an MBA from Clark Atlanta University. Kevin was also awarded the prestigious Michigan Chronicle Men of Excellence honor. We are thrilled to have him as part of our team.



Angelia Sharp

Angelia Sharp is a dedicated financial professional with over 35 years of experience in the financial services industry. A proud veteran of the United States Army, she brings a strong sense of discipline, leadership, and strategic thinking to her work. For the past 13 years, Angelia has successfully led high-performing teams, demonstrating a commitment to excellence in lending and financial management. Since January 2015, she has served as a Senior Loan Officer at Detroit Development Fund, where she plays a critical role in supporting businesses and communities through strategic lending solutions. Angelia holds a Business Management degree and a Master's in Business Administration from the University of Phoenix, equipping her with the expertise to navigate complex financial landscapes while fostering economic growth. Her passion for financial empowerment and community development continues to drive her work, making a lasting impact on those she serves.



DETROIT
DEVELOPMENT
FUND

Helping You Get There

ABOUT DDF

DDF offers small business loans to support the growth of Detroit-based small businesses. Loan proceeds may be used for:

Working Capital for Expansion

Equipment Financing

A/R Financing

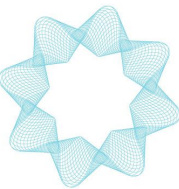
Business Acquisition

New Product Development

Contractor Lines of Credit

Real Estate and Pre- Construction Lending

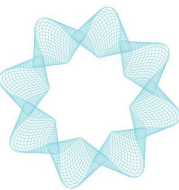
Eligible borrowers must be located in the City of Detroit and have been in operation for at least 12 months.



**DETROIT
DEVELOPMENT
FUND**
Helping You Get There

ABOUT DDF

- **DDF Microloan Fund provides capital to small businesses in their initial stage of development with the purpose of supporting businesses who have the potential to flourish and expand when given the right tools and support. Loan amounts range from \$5,000 - \$50,000, for businesses in Detroit, Highland Park, or Hamtramck, offering LOC & Term Loans Available**
- **We offer Contractor lines, Real Estate & Pre Construction Lending**
- **Our Entrepreneurs of Color Fund – Just celebrated 8 years in May 2024**

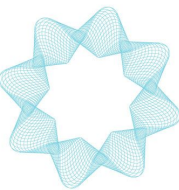


**DETROIT
DEVELOPMENT
FUND**

Helping You Get There

Entrepreneurs of Color Fund Impact Report

- **190 Black-owned and BIPOC Entrepreneurs located in the city of Detroit**
- **47% were to Black Women-owned businesses**
- **Totaling \$18,000,000 in Loans provided to BIPOC Entrepreneurs**
- **1,996 New Jobs created in the city of Detroit**
- **992 Jobs retained in the city of Detroit**
- **209,443 square feet of vacant commercial space was filled by Black owned and BIPOC companies in the city of Detroit**
- **EOC has proudly benefitted some well known Detroit businesses such as The Lip Bar, Lush Yummies Pie Company, Yum Village Jamaican Restaurant, and Cooking with Que**



Contractor Lines of Credit

- DDF offers Contractor Loans and Lines of Credit to local contractors who have been assigned a specific contract. Financing relates directly to the contract and purchase orders.

- Loan proceeds may be used for:

Materials and Labor

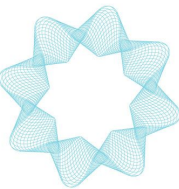
Purchase Orders

- Eligible borrowers must:

Have 1 to 2 years of experience

Have contractor or purchase order to perform work

Employ Detroit residents to complete portions of work



Real Estate and Pre-Construction Lending

- DDF offers real estate loans and lines of credit to responsible Developers to rehabilitate City of Detroit vacant and foreclosed properties.

Loan proceeds may be used for:

Property acquisitions

Rehabilitation

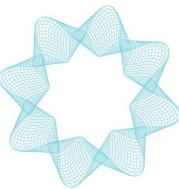
Building Renovations

- Pre-Construction Loans Pre-Construction loans are used for “soft cost” predevelopment investments or loans and before a project qualifies for construction financing.
- Late-Stage Pre-Development - Late-Stage Pre-Development Loans bridge the gap between early stages of pre-development investments or loans and before a project qualifies for construction financing.
- Eligible borrowers must:

Have experience with rehabilitating homes and have a proven track record of timely rehab projects

Provide a portion of their own capital upon acquisition of the property

Sell or rent the complete project/property at affordable rates to low to moderate-income residents.



DETROIT
DEVELOPMENT
FUND
Helping You Get There



Thank you!!!!

Kevin M. Sweeney

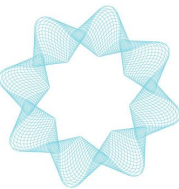
Senior Commercial Loan Officer

P: 313 800 5386 / Email: ksweeney@detroitdevelopmentfund.com

Angelia D. Sharp, BSBM, MBA

Senior Commercial Loan Officer

P: 313-285-9329 / Email: asharp@detroitdevelopmentfund.com



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First Independence Bank



Dominique King

Commercial Loan Officer

Phone: 313 256 8480

Email: dking@firstindependence.com

Dominique King is a Commercial Loan Officer at First Independence Bank, where she applies her expertise in finance to help small businesses thrive. She holds a Bachelor's degree in Economics from the University of Michigan (2018) and an MBA from Cleary University (2021), providing a solid academic foundation complemented by diverse industry experience.

Dominique began her career in banking in 2018 as a Credit Analyst at Hantz Bank. She then transitioned to Flagstar Bank in 2019 as a Pricing and Revenue Analyst, where she gained valuable experience in financial analysis and pricing strategies. In 2021, Dominique joined First Independence Bank as a Senior Credit Analyst and was promoted to Commercial Loan Officer in 2023.

Known for her transparency and client-focused approach, Dominique is dedicated to empowering small businesses with the financial tools they need to succeed. Her professional philosophy centers on building long-term, trust-based relationships with clients while offering tailored financial solutions that meet their unique business needs.

GENERAL PROJECT NEEDS, TIMELINE, AND SOLICITATION OF BIDS/QUOTES



DAN’s Excavating, Inc. is seeking sub-contractor/supplier quotations for the following categories:

Description	Item #'s	Description	Item #'s	Description	Item #'s
Aggregates	ALL	Geotextile Supply	001, 012, 038	Sewer Rehab	001
Barricades	ALL	Guardrail	001, 002, 012, 038	Sewer Video	001
Box Culvert Supply	001, 012, 038	H-Pile Supply	012, 038	Staking	001, 002, 003
Bridge Rail Supply	012, 038	Irrigation/Sprinkler	016, 038	Steel Sheet Pile Supply	001, 012, 038
Clearing	001, 012, 038	MSE Wire Wall	001	Storm Sewer and Culver Supply	001, 012, 038
Concrete Pavement Patching	001	Monument Box/Preservation	001	Traffic Signal Material Supply	002, 003, 004, 016
Concrete Supply	ALL	Painting	012, 038	Trucking	ALL
Curb & Gutter/Misc Concrete	ALL	Pavement Markings	001, 002, 003, 004, 038	Underdrain	001, 012
Drainage Structure Cover Supply	001, 012, 038	Permanent Signs	001, 002, 003, 012, 038	Vibration Monitoring	012, 038
Drainage Structure Supply	001, 012, 038	Plantings	001	Video	016, 038
Electrical Materials Supply	001, 002, 003, 004, 016	PVC Liner Supply	001		
Erosion Control Supply	ALL	Resteel Supply	ALL		
Fence	001, 012, 038	Restoration/Seeding/Turf Establishment	ALL		

WORK PACKAGE PLAN



How will we solicit bids for the project?

These are the majority of the disciplines we will be looking for in our quote requests for sub-contractors for the I-375 project. There may be additional disciplines needed as the work package is developed.

Trade Sub-contractor Work (packages developed and solicited by Dan's):

- D-6.1 Pavement Markings
- D-6.2 Misc Concrete Paving – Curbs/Walks
- D-6.3 Barricades
- D-6.4 Clearing
- D-6.5 Restoration and Plantings
- D-6.6 Contractor Staking
- D-6.7 Permanent (Ground Mounted) Signage
- D-6.8 Sewer Cleaning and Video

We will provide plans on a shared site (details to follow later during design phase) along with quantities for each item of work we are looking to receive quotes for. We will notify you of the availability of the plans and packages by email. You will have roughly 3 weeks once notified of the plans being ready for review to review the plans, ask questions and submit a bid to Dan's or our partner sub-contractors for our review and analysis

Sample Quotation Request

DAN'S Excavating, Inc. is soliciting supplier and/or subcontractor quotations for the following MDOT project being bid on February 7, 2025:

- **Item 001:** I-75 from Otter Creek to Laplaignance Road, Monroe County (0% DBE Goal)
- **Item 002:** M-59 Traffic Signals in the city of Pontiac, Oakland County (0% DBE Goal)
- **Item 003:** I-94 at Ann Arbor Road/Saline Road Traffic Signal, Washtenaw County (0% DBE Goal)
- **Item 004:** Irish Road at Davison Road Traffic Signal, Genesee County (0% DBE Goal)
- **Item 012:** Novi-Lyon Drain Bridges, Oakland County (5% DBE Goal)
- **Item 016:** Ryan Road Traffic Signals in the city of Warren, Macomb County (7% DBE Goal)
- **Item 038:** Wise Road over Huron River, Oakland County (4% DBE Goal)

QUOTATION REQUEST



12955 23 Mile Road
Shelby Township, Michigan
483150
Phone: 586-254-2040
Fax: 586-254-5840
E-Mail:
estimating@dansexc.com
Web Site: www.dansexc.com

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- ___ Item 038 – Wise Road over Huron River, Oakland County – 4% DBE Goal

Dan's Excavating, Inc. is seeking subcontractor/supplier quotations for the following categories:

Description	Item #'s	Description	Item #'s	Description	Item #'s
Aggregates	ALL	Fence	001, 012, 038	Restoration/Seeding/Turf Establishment	ALL
Asphalt Paving	012, 038	Geotextile Supply	001, 012, 038	Sewer Rehab	001
Barricades	ALL	Guardrail	001, 002, 012, 038	Sewer Video	001
Box Culvert Supply	001, 012, 038	H-Pile Supply	012, 038	Staking	001, 002, 003
Bridge Rail Supply	012, 038	Irrigation/Sprinkler	016, 038	Steel Sheet Pile Supply	001, 012, 038
Clearing	001, 012, 038	MSE Wire Wall	001	Storm Sewer and Culvert Supply	001, 012, 038
Concrete Pavement Patching	001	Monument Box/Preservation	001	Traffic Signal Material Supply	002, 003, 004, 016
Concrete Supply	ALL	Painting	012, 038	Trucking	ALL
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Drainage Structure Supply	001, 012, 038	Plantings	001	Video	016, 038
Electrical Materials Supply	001, 002, 003, 004, 016	PVC Liner Supply	001		
Erosion Control Supply	ALL	Resteel Supply	ALL		

Plans and specifications are available from normal MDOT sources or may be reviewed at our office in Shelby Township by making an appointment.

DAN'S Excavating, Inc. is an equal opportunity employer and we encourage MBE/WBE/DBE contractors to submit proposals.

Please note that there are DBE requirements for some of these projects. If you have DBE participation in your quote, please notate the amount on your quotation.

Please fax your response back to DAN'S Excavating, Inc. at 586-254-5840 or e-mail your response back to estimating@dansexc.com.

If you have any questions, please fax them to our office at 586-254-5840 –Attn: Estimating or e-mail them to estimating@dansexc.com.

Sincerely,
DAN'S EXCAVATING, INC.
12955 23 Mile Road
Shelby Twp., Michigan 48315

Company Name: _____

E-Mail: _____

Contact Person: _____

ITEM # 001 002 003 004 012 016 038

(Please circle the ones you are quoting on)

___ YES, we will be quoting on these projects

___ YES, our company is a MDOT MBE/WBE/DBE

___ NO, we will not be quoting on these projects

___ NO, our company is not a MDOT MBE/WBE DBE

Internal: D – 2/7/25 Letting

Sample Trade Subcontractor Solicitation Form

TRADE SUBCONTRACTOR SOLICITATION FORM

DAN'S EXCAVATING, INC.
12955 23 Mile Road
Shelby Twp., MI 48315

XXX Design Build
ITEM #XXX
Contract ID
Letting Date

CLEARING

Bid Item	Description	Quantity	Unit	Unit Price	Extension	MDOT #
50	Clearing	3.7	Acre			2010001
60	Tree, Rem, 19 inch to 36 inch	25	Ea			2020002
70	Tree, Rem, 37 inch or Larger	10	Ea			2020003
80	Tree, Rem, 6 inch to 18 inch	175	Ea			2020004
90	Stump, Rem, 6 inch to 18 inch	50	Ea			2020008

SAMPLE

QUESTIONS?

GRATIOT AVE.
LAFAYETTE ST.
LARNED ST.
E. JEFFERSON AVE.
WOODBRIDGE ST.
FRANKLIN ST.
ATWATER ST.



An aerial photograph of a city, likely Detroit, serves as the background. A semi-transparent white rectangular box is centered over the image, containing text. The text is arranged vertically, starting with a large 'THANK YOU!' followed by contact information. The background shows various city streets and buildings, with some street names like 'GRATIOT AVE.', 'LAFAYETTE ST.', 'FRANKLIN ST.', 'ATWATER ST.', 'WOODRIDGE ST.', 'LARNED ST.', and 'E. JEFFERSON AVE.' visible.

THANK YOU!

MDOT-I375CORRIDOR@MICHIGAN.GOV

WWW.MICHIGAN.GOV/I375

COMMENT: BIT.LY/I375COMMENT

SUBSCRIBE: BIT.LY/I375SUBSCRIBE

CONTACT: [1-855-375-MDOT\(6368\)](tel:1-855-375-MDOT(6368))