



# Business Development and Mentoring

## Contractor Outreach Sessions

Monthly contractor outreach sessions coordinated/led by OC2 Diversity Outreach Consultant COMMASA were hosted since the project was awarded in 2016. The sessions

were designed to develop and grow a diverse group of contractors and suppliers.

Held at The Great Lakes Construction Co.'s (Great Lakes)

home office in Hinckley, OH, the sessions connect the contractors and suppliers with key leaders from the Great Lakes' management team. Participants spoke to employees throughout various business units including Estimators and Project Managers. They shared information about future bidding opportunities, executing Master Service Agreements and company policies. ■

**24 Sessions**

**10 Contracts Awarded**

**68 Companies Attended**

**31 Requests to Bid**

**6 one-on-one follow-up meetings**

**3 Master Service Agreements Signed**

**18 Non-GLC Work Types—  
Design/CM/Consulting/Non-Union**



## Contractor Entrepreneur Series

In partnership with the Ohio Department of Transportation (ODOT), The Urban League of Greater Cleveland and Northeast Ohio Hispanic Chamber of Commerce we held a series of workshops for entrepreneurs. The goal was to educate New, Small, Local and EDGE businesses on how to conduct business with ODOT and construction companies. Topics included Small, EDGE and DBE certifications, contract documents, standard drawings, and ODOT construction and material specifications. Also included was information on business development, future construction opportunities and what it takes to be a successful highway contractor, and information on future construction opportunities.



In addition to the host sites, additional partners included Pinkney-Perry, Operation Hope, and Union representatives.

### **A total of six sessions were held. Following are the dates, topics held at the Urban League of Greater Cleveland and comments submitted from attendees:**

#### **October 27, 2016**

- ODOT Small, EDGE and DBE Certifications
- Contract Documents
- ODOT Project & Standard Drawings
- ODOT Construction & Material Specifications

#### **November 3, 2016**

- Insurance & Bonding
- Cash Flow & Credit Counseling
- ODOT Pre-Qualification

#### **November 10, 2016**

- Quoting Project Scope Packages
- Estimating Scope Packages
- Understanding the Cost of Work
- Understanding Design Requirements

### **Following are the dates and topics held at the Hispanic Chamber—HBC/NEOHCC:**

#### **April 14, 2017**

- Construction scheduling
- How to get paid & invoicing
- Execution of the work
- Certified materials
- ODOT manual of procedures

#### **April 21, 2017**

- ODOT Pre-Qualification
- Design certifications
- How to become a design consultant
- Design quoting & contract requirements

#### **April 28, 2017**

- Becoming signatory
- Working with the unions
- Benefits and best practices for union contractors
- Contracts
- Certified payroll

A bonus Contractor Entrepreneur Session included the topic: How to Do Extra Work for ODOT. Seventeen attended and included a private one-on-one session with one of the businesses.

#### **Below are quotes from program evaluations.**

**“The interaction between different agencies and their certifications were very useful.”**

**“The session was enlightening, especially learning about the private owners.”**

**“This session will help me be ready for opportunities and shows me who to speak with.”**

**“This session will help me with future growth...and knowledge for opportunities.”**



## ODOT Mentor Protege Program

Face-to-Face meetings with an established agenda were held with committed New, Small, Local and EDGE vendors prior to the start of their work activities. Specific focus was given to those who have not done business with ODOT or have done minimal business with ODOT. These meetings helped them understand ODOT standards and specifications and provided them an opportunity for open discussions.

Companies working on the OC2 project had an opportunity to participate in face-to-face mentoring from Great Lakes and affiliates.



Great Lakes conducting a mentoring session.

### MJP Trucking LLC (New)

MJP Trucking LLC (MJP), a new trucking company, has been working on the OC2 project. MJP Trucking was also part of the ODOT Mentor Protégé Program and was mentored by Great Lakes.



Great Lakes began working with MJP to identify key action items to improve the company, including providing computer and Quick Books classes, providing direction on hauling opportunities, quote suggestions by estimators, providing marketing support, include MJP in outreach, education and networking events, and technical assistance.



MJP Trucking helped toward the new project goal. A new company is defined as a business that was established within three years of performing work or have never worked on a project for the department. They performed demolition and excavation hauling for OC2. ■

| Project Goals Percentage | Percentage Achieved*   |
|--------------------------|------------------------|
| New 2%                   | 2.04%                  |
| Small 2%                 | 2.31%                  |
| Local 8%                 | 10.52%                 |
| EDGE 19%                 | 19.88%                 |
| <b>Total Project</b>     | <b>34.74%</b>          |
| <b>Total Earned</b>      | <b>\$12,277,577.85</b> |

\* These numbers are as of September 1, 2019.





# Project New, Small, Local and EDGE Contractor Bios

## **LIGHTNING** Demolition & Excavating **Lightning Demolition and Excavating (EDGE)**

Since 1994, Lightning Demolition & Excavating has demolished both commercial and private structures, excavated foundations and created parking lots. They began working with The Great Lakes Construction Co. in August, 2016, and have demolished 54 homes for Opportunity Corridor Section 2. The company has worked with many well-known and respected companies in the Greater Cleveland area including McDonalds Restaurants, cities of Chagrin Falls, Maple Heights, Shaker Heights, Cleveland and Cleveland Heights, Cleveland Board of Education and the Cleveland Clinic Foundation.

## **B&B Wrecking and Excavating (Local)**

Sixty years ago, Bill Baumann and Pete Boyas founded B & B Wrecking and Excavating. A full-service demolition company, they specialize in excavation, complete demolition and site work, on-site concrete recycling, scrap processing and recycling, site remediation, fire loss cleanup, plant liquidating and environmental services.



For Great Lakes, they demolished outdated buildings, manufacturing facilities and other structures to make way for the Opportunity Corridor.



## **The AKA Team (SBE)**

Based in Cleveland, Ohio, the AKA Team is a diversified construction company built upon continuing a legacy of innovation, character and integrity. Since its inception, The ADA Team has completed over 200 projects, hired over 100 journeymen and construction managers and has won several awards for its exemplary services.

On the Opportunity Corridor Section 2 Project, the company provided site furnishings. This included installing the concrete benches and bike racks at the Greater Cleveland Regional Transit Authority Station at East 105th Street and Quincy Ave.

## **American Roadway Logistics (SBE)**

ARL was founded in 2006. In just 11 years it became one of the few traffic maintenance companies in the state of Ohio with an Ohio Department of Transportation SBE/DBE certifications.

Located in Richfield, OH, ARL specializes in traffic maintenance services. They are a subcontractor for private and public projects throughout the state.

For the OC2 Project, ARL furnished and provided signs, barricades and arrow boards. They also installed and removed pavement markings and installed detours and road closure signs.



# Project New, Small, Local and EDGE Contractor Bios

## Cook Paving Company (EDGE)

Located in Brooklyn Heights for nearly 70 years, Cook Paving Company has provided services such as underground utilities, telecommunications, sewer and waterline infrastructure, site development, asphalt and concrete paving.



On the Opportunity Corridor Section 2 Project, Cook installed the Cleveland Public Power duct banks and manholes, asphalt pavement resurfacing, asphalt bike path paving and joint sealing concrete pavement.

## Forest City Erectors (Local)



Forest City Erectors is a female- and family-owned construction company specializing in steel. It has a long resume of construction projects in the Ohio area. They perform work in three categories under which bridges fall: Commercial, industrial and structural.

For the Opportunity Corridor Section 2 Project, the company erected steel for the bridge at East 105th Street and Quincy Avenue over the Norfolk Southern and RTA tracks, and the structural steel for the RTA Station.

### Additional New, Small, Local and EDGE companies that worked on OC2 include:

#### New

Cosmos Technologies (GPD)  
Kone Inc.  
Visibility Marketing, Inc.  
Creekside Landscaping  
Brilliant Electric Sign Co. LTD  
The Construction Green Team

#### Small

G&T Associates (GPD)  
Ivy Development Agency  
Imperial Mechanical Inc.  
Wester Reserve Interiors  
Urban Recycling  
Trafftech

#### Local

Coleman Development, Inc.  
Cuyahoga Supply & Tool  
Integral Management  
Interstate Safety & Services, Inc.  
Robert P. Madison (GPD)  
S B Morabito  
Suburban Maintenance, Inc.  
TransSystems Corporation of Ohio (GPD)

#### EDGE

Advance Engineering Consultants (GPD)  
Ballast Fence  
Chieftain Trucking & Excavating  
Consulting Engineering, Inc. (GPD)  
Cuyahoga Fence  
Denise's Flagging & Construction  
DHDC  
JAG'D  
Key Cable & Supply  
PGT Construction  
RAR Contracting  
RWJ Wiring  
The CADD Dept. (GPD)  
Timeline Photography  
US Communication  
R Cap



# Cosmos Technologies Inc. and G&T Associates formed a design mentor protégé relationship with the designer of record, GPD group, on the Opportunity Corridor Section 2 Design Build Project.



## Cosmos Technologies Inc.

**Cosmos Technologies Inc. (CTI)** was on the OC2 design team to support the roadway design/plan preparation activities for the project. CTI had general experience in the areas of civil site design, wastewater treatment, water resources, environmental services and building facilities technical services. During the roadway design meeting with CTI, it was determined that additional assistance was necessary.

GPD's mentoring activities began with ground-level training and coordination with CTI related to obtaining and configuring Microstation/Geopak software using ODOT standard configurations. To assist with this software training process GPD set up a virtual connection to its computer system to allow CTI to have access to the project files and necessary software packages.

GPD's senior roadway designer worked closely with the Cosmos designers and engineers training them on the CADD configurations and standards necessary to develop roadway plans in accordance with ODOT standards. After successful software setup and training, GPD worked with CTI on familiarity with roadway design and related plan components in accordance with ODOT's Location & Design Manual.

After working closely with them, CTI was able to use project experiences combined with other relevant ODOT roadway experience to aide in becoming ODOT prequalified in the Roadway category.

## G&T Associates Inc.

**G & T Associates, Inc., (G&T)** a civil, structural and survey firm on the OC2 design team and originally intended to support to the project in the areas of traffic control design (excluding traffic signals) and bridge design. Due to constraints in the project design schedule and lack of availability of G&T's structural engineer as a result of other G&T project obligations, G&T and GPD jointly determined that it would be more beneficial to the project for G&T to concentrate primarily on the traffic control design portion of the project.

When the design work started, G&T had limited experience working with the Microstation/Geopak CADD software packages related to the preparation of plans according to ODOT policies, procedures and CADD standards. Their previous work was primarily with AutoCAD software. GPD worked closely with G&T to configure their Microstation/Geopak software using ODOT standard configurations and provided training and guidance so they could be proficient on the OC2 project as well as on future ODOT projects. GPD then worked closely with G&T to develop the final traffic control plans and sub-summaries in accordance with the project scope and ODOT's Traffic Engineering Manual.

Experience gained by G&T will be valuable in their pursuit of future ODOT projects as a prime or sub consultant.

