



FREQUENTLY ASKED QUESTIONS:

Q: WHAT ORGANIZATIONS ARE INVOLVED WITH THE INNERBELT BRIDGE PROJECT?

A: The Innerbelt Bridge Project is a Design-Build Project. A team of designers and contractors are working together to complete the project. A short overview is below:

- **ARG** – [Armand Resource Group Inc.](#) is an outreach consultant which will assist ODOT and the design-built team in identifying, recruiting, contracting with and - most importantly - retaining qualified DBE contractors after the award of a subcontract or purchase order.
- **CBR** – **Cuyahoga Bridge and Road** is a diversity and inclusion consultant tasked with development and implementation of a DBE outreach and solicitation program aimed at facilitating interaction among Walsh Construction and ODOT certified DBEs, community stakeholders, non-certified minority, women and small business owners on the contracting opportunities available on the ODOT Innerbelt Bridge Project.
- **HDR** – [HDR Engineering, Inc.](#) is an employee-owned architecture, engineering and consulting firm that provides a total spectrum of services. HDR's professionals represent hundreds of disciplines and partner on blended teams worldwide to provide solutions beyond the scope of traditional architecture, engineering and consulting firms. Founded in 1917, HDR consists of more than 7,800 professionals located in over 185 offices worldwide, including offices throughout Ohio. Ranked number 11 in Engineering News-Record's 2010 "Top 500 Design Firms," HDR has successfully completed projects in 50 states and 60 countries.
- **HNTB** – [HNTB Corporation](#) is an employee-owned infrastructure firm serving federal, state, municipal, military and private clients. Professionals nationwide provide award-winning planning, design, program management and construction management services. HNTB is a consultant firm that provides minority, woman-owned, and Disadvantaged Business Enterprise (DBE) firms with meaningful participation and promotes their growth through an active mentor relationship.
- **ODOT** – The [Ohio Department of Transportation](#) (ODOT) employs more than 6,000 hard working men and women and budgets more than two billion dollars each year for goods, services and capital improvements in the State of Ohio. ODOT, along with its community partners, is administering the Cleveland Innerbelt Plan, which includes rebuilding portions of Interstate 71, 77 and 90 into downtown Cleveland.
- **Synergy** – [Synergy Marketing Strategy & Research, Inc.](#) is an outreach consultant tasked with assisting ODOT and Walsh in the identification, recruitment, contracting and retention of qualified DBE contractors. Synergy is a sub-contractor to Armand Resource Group Inc. (ARG).
- **Walsh** – [The Walsh Group](#) is a family owned and operated company. As one of the largest national contractors, Walsh provides construction management, design-build and self-performed services through the operations of two subsidiaries: Walsh Construction and Archer Western Contractors. Major attributes to The Walsh Group's success is our commitment to the highest standards for quality and safety. The Walsh Group regularly employs over 5,000 engineers, managers and skilled trades' workers. Walsh strives to be the employer of choice for employees and the builder of choice for customers.

Q: WHAT IS THE DIFFERENCE BETWEEN ALL OF THE CERTIFICATIONS MINORITIES AND WOMEN ARE ELIGIBLE FOR?

A: There are several entities in the State of Ohio which provide certification to women and minority firms. These entities generally certify company ownership is at least 51 percent minority, female, or historically socially or economically disadvantaged. Contractors and service providers may participate in the Innerbelt Bridge Project without any of these certifications; however, when firms are equally qualified and have equal ability to perform, minority and women-owned firms with *DBE certification from ODOT* are provided a competitive advantage to those without certification.

Certifying entities in Northeast Ohio include, but are not limited to:

- The United States Small Business Administration 8(a) Certification;
- The State of Ohio Department of Transportation (DBE);
- The State of Ohio Department of Administrative Services (MBE/EDGE);
- Cuyahoga Metropolitan Housing Authority (MBE/FBE);
- City of Cleveland (MBE/FBE/CSB); and
- Northern Ohio Minority Supplier Development Council (MBE).

Q: WALSH IS A “UNION CONTRACTOR.” WHAT DOES THAT MEAN FOR THIS PROJECT?

A: Subcontractors performing physical work on the Cleveland Innerbelt Bridge Project will be required to be a union contractor or to sign project agreements with the unions. Walsh Construction will facilitate meetings between the unions and non-union contractors interested in project agreements.

Q: WHAT IS A “CONSTRUCTION PREQUALIFICATION?”

A: Any contractor that wants to bid as a prime contractor on ODOT work must first be prequalified. ODOT prequalifies by determining the bidder's dollar bidding capacity and the work types for which the bidder is qualified.

Q: WHAT ARE THE REQUIREMENTS TO SUPPLY MATERIALS TO THE INNERBELT BRIDGE PROJECT?

A: For materials that will be permanently incorporated into the project, ODOT's prequalified material process will be followed. For supply of temporary construction materials, a short interview with Walsh project management will be required.

Q: WHAT ARE THE REQUIREMENTS TO SUPPLY SERVICES TO THIS PROJECT?

A: Where applicable, services must be prequalified with ODOT, otherwise an interview with Walsh project management will be required.

Q: HOW CAN I BECOME A DBE CERTIFIED BUSINESS IN THE STATE OF OHIO?

A: The Ohio Department of Transportation's Office of Contracts, DBE Section, processes DBE certification applications for ODOT. For DBE applications please see the following link or call 614.466.3778 for more information: https://www.ohioucp.org/nonsupported_browser_programinformation.resources.action

Q: THIS PROJECT REQUIRES “PREVAILING WAGE.” WHAT DOES THAT MEAN?

A: A “prevailing wage” is defined as the hourly wage, usual benefits and overtime paid to the majority of workers, laborers and mechanics within a particular area. Prevailing wages are published by the U.S. Department of Labor, known as wage decisions, for each trade and occupation employed in the performance of public work. The DBT and all subcontractors shall pay these published wages for each wage classification and must provide weekly certified payrolls to ODOT.

Q: I'D LIKE TO ATTEND SOME OF THE CONTRACTING EVENTS WALSH AND ODOT SPONSOR. WHEN ARE THESE HELD?

A: Please see the Innerbelt Bridge Project **Calendar of Events** located on this site. Check back often, as contracting, networking, open house and educational events will be updated regularly!

Q: IF MY PROPOSAL IS NOT ACCEPTED, HOW CAN I ARRANGE A DEBRIEFING SESSION?

A: Please contact Walsh Construction at 216.344.3219. Project coordinators will be happy to make an appointment with you to discuss your proposal. These sessions can be invaluable to improving your proposals and potentially *your business practices* for future bidding success.

Q: DOES MY FIRM NEED TO BE DBE CERTIFIED TO PARTICIPATE IN THIS PROJECT?

A: If your firm qualifies for DBE certification, and it meets the capabilities, qualifications and competitive pricing required, becoming DBE Certified may provide a competitive advantage to assist Walsh in meeting its DBE goal. That said, *all qualified firms* are eligible to participate in this project, including those without DBE certification.

Q: I WOULD LIKE MORE INFORMATION ABOUT THE INNERBELT BRIDGE PROJECT. HOW DO I FIND OUT MORE?

A: You're in the right place! This web site is designed to provide relevant and real-time information regarding the Innerbelt Bridge, procurement opportunities as well as construction progress. Please check back often, as we continue to update the site. For specific information regarding procurement opportunities, please contact The Walsh Group at 216.344.3219.

Q: HOW DO I SUBMIT A BID TO THIS PROJECT?

A: Please see the **Open Contracting Opportunities** section of this web site. If your firm provides a service, product or supply listed, contact The Walsh Group to present a bid. The Walsh Group project coordinators can be reached at 216.344.3219.

Q: WHAT IF I NEED HELP PREPARING A PROPOSAL FOR THIS PROJECT? WHO SHOULD I CONTACT?

A: Walsh is committed to ensuring each qualified firm in the community has an equitable opportunity to bid on the Innerbelt Bridge Project. It has demonstrated this commitment through its **Small Business Incubator**, which provides support resources, mentoring and business services to qualified contracting and service firms interested in working on open procurement opportunities on the Innerbelt Bridge Project. The incubator provides support services to interested and qualified firms in the Cleveland Plus community. These services, which vary by the firm's needs, include: a) bidding and proposal assistance; b) access to bonding assistance; c) marketing and networking events; d) business mentorship; e) compliance, certification and regulatory assistance; and f) connections to nonprofit, government and community resources. Exemplifying its commitment to the Cleveland Plus community, The Walsh Group seeks to increase the probability of long-term success for each of the firms Walsh supports through the Small Business Incubator. Walsh has engaged Contact Cuyahoga Bridge and Road (CBR) to assist with the delivery of these services. Please contact CBR at 330.769.2999 to find out more.

Q: WHAT IS WALSH'S REQUIREMENT FOR BONDING ON THIS PROJECT?

A: Walsh Construction has a corporate bonding policy requiring all subcontractors and suppliers with contracts over \$250,000 to provide payment and performance bonds. On a case by case basis, upper management can provide a waiver of this bonding requirement. Walsh specifically provides for this waiver to be based upon the firm's disadvantaged status.

Q: WHAT IS WALSH'S REQUIREMENT FOR INSURANCE ON THIS PROJECT?

A: Workers' compensation, employers' liability, commercial general liability and excess and automobile liability insurance is required. Insurance minimum per occurrence limits vary depending on subcontract value. For more information, contact Walsh Construction at the Project Management Office.

Q: I AM CONSIDERING STARTING A BUSINESS THAT CAN SERVICE THE TRANSPORTATION INDUSTRY. WHAT SHOULD BE MY FIRST STEP?

A: We recommend that thorough research is the first step. Find out as much as you can about the industry, the demand, the market, profit and loss potential, etc. We also recommend that you search your heart and mind... is this a business you'll be passionate about for many years to come? Are you an entrepreneur at heart? Can your family withstand financial uncertainty? These and many other questions, along with your research, are terrific starting points. Additionally, there are resources available through Federal and State organizations (i.e. U.S. Small Business Association) that are designed to assist start-up companies and their owners.

Q: IF MY PROPOSAL IS NOT SELECTED ARE THERE OTHER OPPORTUNITIES FOR WORK WITH ODOT?

A: Absolutely. ODOT invests approximately \$2 billion in transportation infrastructure in the State of Ohio per year. We invite contractors and service providers with minority and female owners with personal net worth of \$750,000 or less to seek DBE certification. Both DBE certified and contractors and service providers who do not qualify for DBE certification are invited to visit us online to search bid opportunities: <http://www.dot.state.oh.us/Divisions/ContractAdmin/Contracts/Pages/Purchase.aspx>

