

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

Meet The Prime

Webinar Series

Our Legacy: Build. Support. Maintain.



Featured Prime Contractor: Balfour Beatty Construction

July 21, 2020 at 1pm



Texas Facilities Commission (TFC)

MEET THE PRIME WEBINAR SERIES

Agenda

- TFC Overview
- PRIME Overview
- Q&A



TFC OVERVIEW

- Our Mission
- HUB Program Initiative Plan
- The Capitol Complex & North Austin Complex: *A Legacy In The Making*
- Your Next Steps
- Upcoming Webinars & Training



Our Mission: Building. Maintain. Support.



**100+ State Agencies
in 243 cities**



28 million square feet



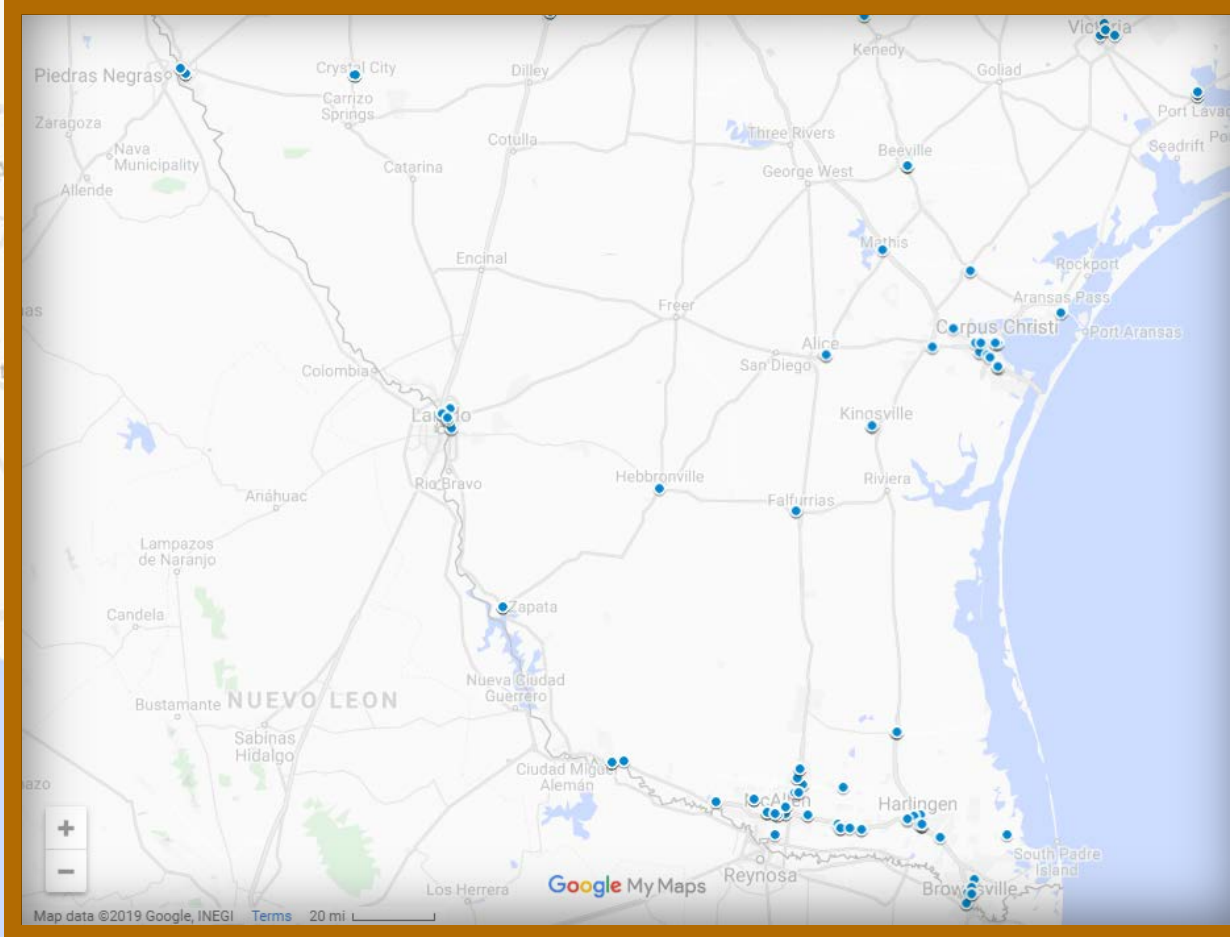
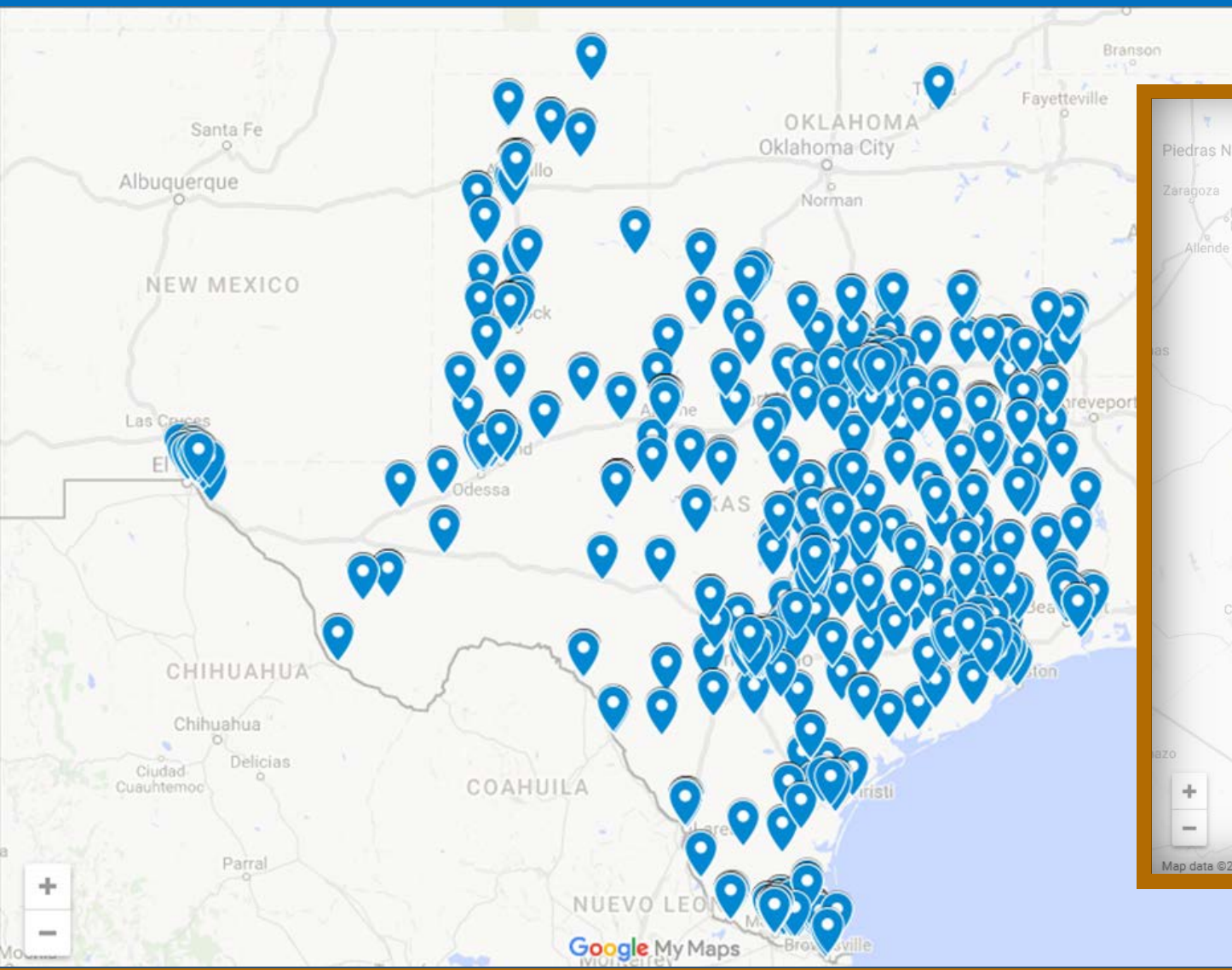
144,900 State Employees



199 Million building operations



Inventory of State Owned & State Managed Facilities



What We Do

- New Construction
- Remodel
- Maintenance
- Property Management
- Texas School for the Deaf
- Texas School for the Blind & Visually Impaired
- State Surplus Store
- Federal Surplus Program



Funding for Building Texas

Capitol Complex & North Austin Complex – Phase 1

- \$1.1 Billion for New construction (84th Legislature)
- \$270 Million for Maintenance (84th Legislature)

Capitol Complex & North Austin Complex – Phase 2

- \$600 Million for New Construction (86th Legislature)
- \$120 Million for Maintenance (86th Legislature)



Capitol Complex

Phase I: (dark orange)

- 1801 Congress Building
- 1601 Congress Building
- Texas Mall (3 blocks)
- Physical Plant Expansion

Phase II: (orange)

- 15th Street Building
- Lavaca Street Building
- Texas Mall (1 block)

Phase III: (yellow)

- 17th Street Building
- Colorado Street Building



Only Phase I is currently funded, and Phase 2 has been approved by the legislature.

North Austin Campus

North Austin Campus Phase I

- 400,000 SF New Building
- 1,850 Car Garage
- Centralized chilled water plant and parking structure

North Austin Campus Phase II

- 302,000 Gross Square Foot Building
- 2,000 Car Garage
- Utility Extension from Phase I Plant



HUB Initiative Plan



Preparation



Connections

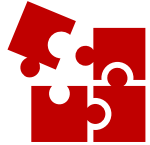


Education

- Not a set-aside program
- *All contracts are competitively bid*



Subcontracting tips for HUB's



Preparation

- Register as a vendor with the **Texas State Comptroller**
<https://comptroller.texas.gov/purchasing/vendor/>
- Get HUB certified with the **Texas State Comptroller**
(Administrator of the State-wide program)
- Request a meeting with the Texas Facilities Commission HUB Program
<http://www.tfc.state.tx.us/divisions/commissionadmin/prog/HUB/contactus.html>



Connections

- Networking with State & Primes
- Build a relationship with the State & Primes
- Seek assistance from the Small Business Development Centers
- Attend Bid Conference & Industry related Meet & Greets
- RELATIONSHIPS



Education

- Understanding the different State procurement methods & processes
- Obtain required certifications needed to work with TFC (OSHA, Bonding & Insurance)
- Attend special business training events
- Know your business capacity when bidding
- Know how to price in different markets & cities



Marketing

- Attend Bid Conference & Industry related Meet & Greets
- Requests a debrief of solicitation that were not awarded
- Do your research
 - Prime's reputation
 - Payment process

Capitol Complex: *A Legacy In The Making*



Texas Mall – View from North



Capitol Complex: 1601 Congress



1601 Congress Building



Capitol Complex: Central Utility Plant



Central Utility Plant



North Austin Complex



TEXAS FACILITIES COMMISSION NORTH AUSTIN COMPLEX



YOUR NEXT STEPS

2 Easy Ways to Explore Business Opportunities

With the Texas Facilities Commission (TFC)

Interested in doing business with TFC? Let us guide you thru the process.

SCHEDULE MEETING



Make an appointment
TFC HUB Webpage

<http://www.tfc.state.tx.us/divisions/commissionadmin/prog/HUB/>

ONLINE FORM



Fill out the Intake form and we will contact you
More Questions? Email us at

hub@tfc.state.tx.us




UPCOMING WEBINARS

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

Meet The Prime Webinar Series

Our Legacy: Build. Support. Maintain.



<http://tfc.state.tx.us/divisions/commissionadmin/prog/HUB/>



QUESTIONS?

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Follow TFC On:



@TFCtx



BALFOUR BEATTY



DOING BUSINESS WITH BALFOUR BEATTY

WEBINAR HOSTED BY:

TEXAS FACILITIES COMMISSION (TFC) - HUB DIVISION

TUESDAY, JULY 21, 2020

INTRODUCTION

- ED PRENDERGAST – AUSTIN BUSINESS UNIT LEADER
- REGINA ADAMS – AUSTIN HUB MANAGER
- JAKE SALLEY – AUSTIN PRECONSTRUCTION
- ELLIOTT BEVERS – SENIOR PROJECT MANAGER
- MEG DRUCKER- ACCOUNTING

SAFETY

ZEROHARM
MAKE SAFETY PERSONAL

A. PRESENTATION: ED PRENDERGAST

- ZERO HARM
- OVER FOUR (4) MILLION MAN-HOURS WITH ONLY ONE (1) MINOR LOST TIME ACCIDENT
- CURRENT EXPERIENCE MODIFIER RATE (EMR) - (*RATE: 0.53*)
- COVID-19 – FIELD SCREENING PROCESS
 - THERMAL SCANNERS
 - QR CODE
 - HOW DO WE HANDLE A POSTIVIE CASE

B. PRESENTATION: ELLIOTT BEVERS

- HOT WEATHER

BALFOUR BEATTY

PRESENTATION: ED PRENDERGAST

➤ **CORPORATE OVERVIEW**

➤ **AUSTIN OVERVIEW**





The Independent

Northshore

The Austonian

Austin Overview



About Us

Our Balfour Beatty Austin Office is a group of local construction professionals standing on the shoulders of a world-class organization. Our expertise in Austin is laser focused on Large Projects, Interiors, mid-size Ground Up, and Education work.

Calling Austin home since 2000, we have continued to invest in our clients' success by developing an arsenal of top *talent*, acquiring the best *tools* available and using *technology* as a force multiplier. Our business is sustainable because we consistently put the right teams in place, give them the best tools and technology possible, and set high expectations for the benefit of our customers. Balfour Beatty also places a major focus on safety. We believe *everyone associated with our projects deserves to go home unharmed – every person, every day.*

Balfour Beatty is changing the Austin skyline with projects like **The Austonian**, the **Northshore** mixed-use tower at Greenwater and the new tallest building on the Austin skyline, **The Independent**. Our Interiors portfolio includes international brands like **VMware**, and **HomeAway**, and stalwart local companies like **Norton Rose Fulbright**, **RGM Advisors**, **CBRE**, **LIVESTRONG**, and **Kendra Scott**. Our Education team is working hand-in-hand with school districts throughout Central Texas building for our future in **Austin ISD**, **Manor ISD**, **Round Rock ISD**, **Wimberley ISD**, and **Lake Travis ISD**—something we are especially proud of.

Our employees are focused, engaged, and passionate as your relentless ally, committed to do whatever it takes to make you successful.

AUSTIN IN NUMBERS

- 80** Employees in Austin
- 20** Years in Austin
- 500+** Projects Successfully delivered in Austin
- #8** Top Austin Construction Companies *(Austin Business Journal, 2020)*

Austin Office Senior Leadership

CERTAINTY.
CONFIDENCE.
PREDICTABILITY.
RESPONSIVENESS.

We treat subcontractors with respect but demand the very best. We intentionally encourage participation by stakeholders. We view collaboration as the engine to achieving excellence. We value community. Every one of us lives the meaning of service. While so much of our business shifts and changes, the core of who we are remains the same. We are first and foremost a people business.



Ed Prendergast
Business Unit Leader-
Austin Office



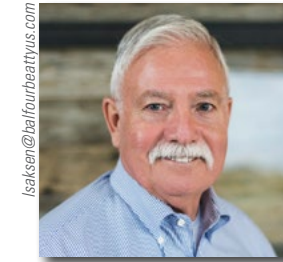
Keith McCoy
Senior Vice President of
Operational Excellence



Craig Land
Operations Director
Large Projects



Travis McGarraugh
Operations Director
Interiors Projects



Lou Saksen
Project Executive
Capitol Complex Master Plan



Jake Salley
Preconstruction Manager



Commercial | Office



The Grove ATX



Liberty Mutual



Park District (Twin-Tower, Mixed-Use)

From company campuses to downtown or urban settings, Balfour Beatty specializes in building corporate offices with interiors and exteriors that coordinate seamlessly. Our vast portfolio of projects includes some of the most complex and recognizable corporate offices in the past 85 years. This expertise, combined with our dedication to service excellence, make the Balfour Beatty building experience the best in the industry.

Interiors & Special Projects

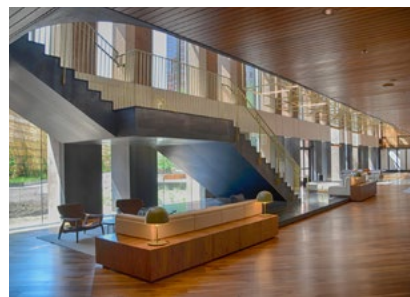


CBRE Austin Offices



Kendra Scott Corporate Office

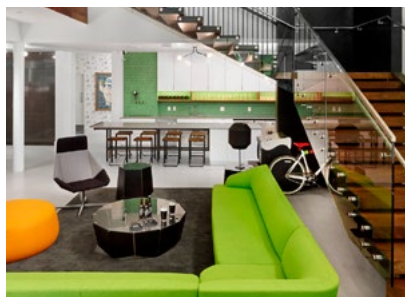
Our Interiors and Special Projects Group is a perfect complement to our ground-up commercial office expertise. Comprised of dedicated interior professionals, this group has earned a reputation for bringing elevated focus and high-quality production without distraction during base building construction, and mastery of the requirements during fast-paced, high-finish remodels and renovations.



111 Congress Fareground



Capital One Cafe



Resignation Media

High-Rise Residential



Tallest building in Austin

The Independent



Second-tallest building in Austin

The Austonian



Northshore

Balfour Beatty is a urban high-rise residential construction expert, particularly in downtown Austin. We have constructed more 20+-story buildings in Austin than any other contractor, including some of the most iconic structures that make up the Austin skyline. Through our experience, we have developed proven methods to manage the challenges presented by large scale construction in downtown Austin. Projects of this magnitude require individualized processes, including increased safety precautions needed to construct at extreme heights and creative logistics to address limited space to store materials and stage construction.

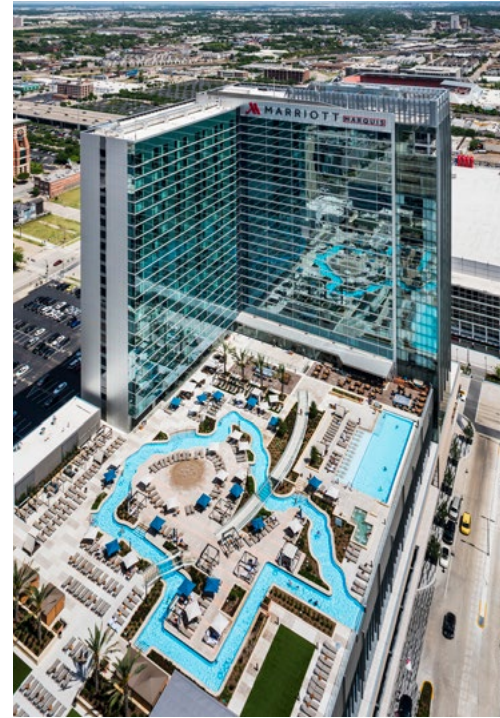
We have also developed processes to efficiently manage the myriad details involved in residential construction. These high-end residences often involve customized interiors for larger units. Balfour Beatty's "One Company - Two Specialties" approach offers a separate interiors group that are well versed in managing the details of custom projects of this scale.

Hospitality

From hotels and luxury resorts to business conference centers, Balfour Beatty builds world-class hospitality facilities. Our vast portfolio of projects includes more than 35,000 rooms and 1.8 million square feet of conference space in 60 hotels and resorts nationwide. We have constructed some of the most recognized hospitality projects in Texas, totaling more than \$1.2 billion and 5.5 million square feet.



Omni Dallas Convention Center Hotel



Marriott Marquis Houston



Joule Hotel - Historic Renovation



Gaylord Texan

Education



Manor ISD New Senior High School



Manor ISD New Tech High School



Austin ISD Patton Elementary Expansion



Austin ISD Govalle Elementary Modernization



Round Rock ISD Joe Lee Johnson Elementary School



Round Rock ISD Elsa England Elementary School

Fifty ISDs across Texas have chosen Balfour Beatty to deliver a total of more than 330 K-12 education projects. In the Austin area, we have completed \$435 million in K-12 construction totaling more than 2.6 million square feet. Our local teams add real value from their long history of together, experience with local school boards, and in-depth knowledge of the unique aspects of K-12 facilities construction.

Public Use/Municipal



Texas Facilities Capitol Complex Master Plan



City of Georgetown Downtown West



Hays County Government Center



Perot Museum of Nature and Science

Balfour Beatty is honored to partner with local and state governments, as well as philanthropic organizations throughout Texas, to build new facilities and renovate existing structures that protect, enlighten and entertain the communities they serve. From government offices and judicial centers to museums and performance venues, Balfour Beatty has constructed a wide variety of notable civic and cultural Texas landmarks.

MEP/Systems Upgrades



TFC - Building 8



TFC - Building 4



TFC - Building 4

Our Interiors & Special Project Group identified a need for a trusted partner to work with our clients who own and manage multiple properties to ensure their properties receive the necessary maintenance required to remain efficient, viable investments. We are currently providing this service to the Texas Facilities Commission (TFC) under a CM at Risk contract for their **23-building campus, totaling more than 1.2 million SF of occupied office buildings**. This work includes upgrades to public spaces, restroom facilities and mechanical and electrical systems for multiple projects in the Texas Capitol Complex.

Healthcare

Balfour Beatty has a 60-year track record of delivering complex healthcare facilities nationwide, including more than 120 million square feet of new construction, renovation, and expansion. In Texas, we have partnered with our healthcare clients to successfully deliver more than 28 million square feet of healing spaces totaling \$4 billion. Our clients choose us because we make it our business to understand their business, and we work with them to deliver world-class healthcare facilities that help them meet their goals.



Parkland Hospital



Carl R. Darnall Army Medical Center



Dell Children's Hospital Imaging Expansion



Medical City Frisco



Texas Health Presbyterian Hospital



Seton Medical Center First Floor Cath Lab

Tilt Wall

Our Large Projects and Education teams bring extensive tilt wall experience to Balfour Beatty in Austin. Once a panel is poured, changes are not an option. To ensure your project proceeds without delay or design compromises, our tilt-wall experts spend the time necessary during preconstruction to carefully consider placement of embedded items such as electrical conduit and boxes and window openings.



Balfour Beatty recently completed the Round Rock ISD, Joe Lee Johnson Elementary School, a 118,324 SF tilt wall school with 48 classrooms, administrative spaces, library, two music rooms, two art rooms, a cafeteria dining area, and a gym.

Round Rock ISD, Joe Lee Johnson Elementary School



3400 at CityLine Office Building



Round Rock ISD, Elsa England Elementary School



3000 Olympus



NetScout Corporate Headquarters

Community Involvement

We are committed to making a positive difference in the places where we work and live by supporting organizations and causes that are important to our business, our employees, and our communities. Since 2016, our Austin, Dallas, and Fort Worth offices raised over \$750,000 for local causes!



We do what we say we are going to do, because our **Families**, our **Teammates** and our **Community** depend on us.



DOING BUSINESS WITH BALFOUR BEATTY

PRESENTATION: JAKE SALLEY

A. PRECONSTRUCTION OVERVIEW

B. SUBCONTRACTOR QUALIFICATIONS

A. HOW TO REGISTER WITH BALFOUR BEATTY

B. <https://prequal.balfourbeattyus.com/login>

C. BID NOTIFICATIONS

A. BUILDING CONNECTED.COM

D. INTERNAL DIVERSITY GOALS

PAYMENT PROCESS

PRESENTATION(S): ELLIOTT BEVERS / MEG DRUCKER

**A. TEXTURA BUILDING PAYMENT SOFTWARE (*SUB
PAYMENT PROCESS*)**

- i. ACCOUNTABILITY TOOL
- ii. FUNDED ELECTRICALLY
- iii. ASSISTANCE

BALFOUR BEATTY DIVISIONS

A. PRESENTATION: ELLIOTT BEVERS

- i. PROGRAM MANAGEMENT - TEXAS CAPITAL COMPLEX – PHASE 1
- ii. THREE (3) GENERAL CONTRACTORS - CONTRACT MANAGER AT RISK (CMR): *WHITE, FLINTCO, JE DUNN*
- iii. OPPORTUNITIES: INTERIOR FINISH OUT – COMING SOON

B. PRESENTATION: ED PRENDERGAST

- i. LARGE PROJECTS
- ii. EDUCATION
- iii. SPECIAL PROJECTS
- iv. BIDDING OPPORTUNITIES

HISTORICALLY UNDERUTILIZED BUSINESS (HUB) OVERVIEW

PRESENTATION: REGINA ADAMS

- A. BALFOUR BEATTY – HUB SUPPORT**
- B. COMPTROLLER OF PUBLIC ACCOUNTS – CENTRALIZED MASTER BIDDERS LIST (CMBL)**
- C. DIVERSITY AND INCLUSION:**
 - i. VENDOR REGISTRATION - CLASS AND ITEM CODES**
 - ii. SEARCH FOR CMBL/HUB VENDORS**
 - iii. OUTREACH – MINORITY TRADE PARTNERS**
 - iv. HUB VENDOR CONNECTION, AS APPLICABLE**
 - v. HUB MENTOR PROTÉGÉ PROGRAM**

QUESTIONS AND ANSWERS

**CONTACT INFORMATION WILL BE PROVIDED BY
TFC HUB DIVISION.**

“THANK YOU”