

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

Meet The Prime

Webinar Series

Our Legacy: Build. Support. Maintain.



Featured Prime : Tom Green & Company Engineers Inc.

July 27, 2021 at 1pm

Overview

- TFC Overview
- Tom Green & Company Engineers Inc.
- Q&A



Historically Underutilize Business

Doing Business with the Texas Facilities Commission

TFC MISSION: Build. Maintain. Support



100+ State Agencies in 243 cities across Texas



28 million square feet of facilities



144,900 State Employees



\$667+ Million Agency Budget

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

What We Buy



- Construction Services
- Professional Services
- Office Supplies
- IT Services
- Commodities & Supplies
- Maintenance , Repair & Operation (MRO)

TFC HUB Program Mission

The mission of the HUB program is to provide assistance to historically underutilized businesses (HUBs) through outreach efforts, such as education and training in doing business with the State of Texas, in order to afford these businesses a fair opportunity to participate in the competitive procurement process. The Texas Facilities Commission (TFC) is dedicated to promoting opportunities for these small and historically disadvantaged businesses to compete for the agency's purchases and contracts. TFC's policy is to foster an environment that will advance and enhance participation from such vendors in all areas of the agency.

HUB Initiative Plan



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



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

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

HUB is not a set-aside program & All contracts are competitively bid.

Upcoming TFC Procurement Opportunities

TFC Solicitation Forecast: <http://www.tfc.state.tx.us/divisions/commissionadmin/prog/internal-procurement-1/>

Facility	FY20-FY21 Appropriation	Description	Delivery Method	Tentative Schedule	RFP/RFQ#
Forecast is updated weekly. **Changes from the previous week are indicated in Red Font**					
VARIOUS	\$25,000	Grease Trap Pumping Services, Austin, TX	RFP	7/26/2021	303-2-00026
Capitol Complex Parking Garages	\$1,500,000	CMR for Repair/Replacement of Elevators in Parking Garage A, B, F, G, J, and M	CMR	7/27/2021	303-1-01826
VARIOUS	\$500,000	Fire Sprinkler Test, Inspection, and Maintenance Services	RFP	7/30/2021	303-2-00022
N/A	\$85,000	Golf Carts	IFB	7/30/2021	303-1-02205
A-100 Old Lab	\$400,000	Demolition of A-100 Old Lab Building	CMR	7/30/2021	303-1-02176
Texas Border	TBD	Project Manager for Texas Border Wall	RFP	7/30/2021	TBD
DSHS	\$2,200,000	CMR Services for DSHS Tower and Building F	CMR	8/6/2021	303-1-02163
VARIOUS	Not Disclosed	Clean Agent Fire Suppression System Testing, Inspection, and Repair	RFP	8/6/2021	303-2-00012
VARIOUS	\$300,000	Recycling Pickup Services	RFP	8/6/2021	303-2-00037
VARIOUS	\$800,000	Water, Fire, and Biohazard Remediation Services	RFP	8/13/2021	303-2-00024
North Austin Complex, Phase 2	TBD	CMR Services for North Austin Complex, Phase 2	CMR	August 2021	TBD
Capitol Complex, Phase 2	TBD	CMR Services for Capitol Complex, Phase 2	CMR	August 2021	TBD
Capitol Complex Phase 2	TBD	3rd Party Review Services for Capitol Complex, Phase 2	RFP	September 2021	TBD
Capitol Complex Phase 2	TBD	FFE A/E Services for Capitol Complex, Phase 2	RFQ	November 2021	TBD
Capitol Complex Phase 2	TBD	CxA Services for Capitol Complex, Phase 2	RFQ	November 2021	TBD
Capitol Complex Phase 2	TBD	Construction Materials Testing for Capitol Complex, Phase 2	RFQ	November 2021	TBD
Capitol Complex Phase 2	TBD	Test and Balance Services for Capitol Complex, Phase 2	RFQ	December 2021	TBD

Updated 7/23/2021

Opportunities: Capitol Complex Phase II



1500 Congress State Office Building – 165,000 gross square feet, five story “Fabric” building for the Capitol Complex located at 15th Street and North Congress. It includes completion of Pedestrian Mall from 16th Street to 15th Street and 5 levels of parking below the mall extension and the building.

Scheduled Completion Spring 2026*

\$121,456,560*

*TFC estimated Pre-contract



1501 Lavaca State Office Building – 360,000 gross square feet, 8-story “Focus” building for the Capitol Complex located at 15th Street and Lavaca. The two buildings combined will include approximately 2,550 parking spaces in above and below-grade parking within the building footprints and below the extension of the pedestrian mall. **Scheduled Completion Spring 2026*** **\$192,435,567***

*TFC estimated Pre-contract

TOTAL CAPITOL COMPLEX PHASE II

\$313,892,127



2021 Solicitations

Project Controls RFP –Mar2021

Project A/E Services RFQ –April 2021

Project CMR Services RFQ –June 2021

Project 3rd Party Review RFQ –Sept 2021

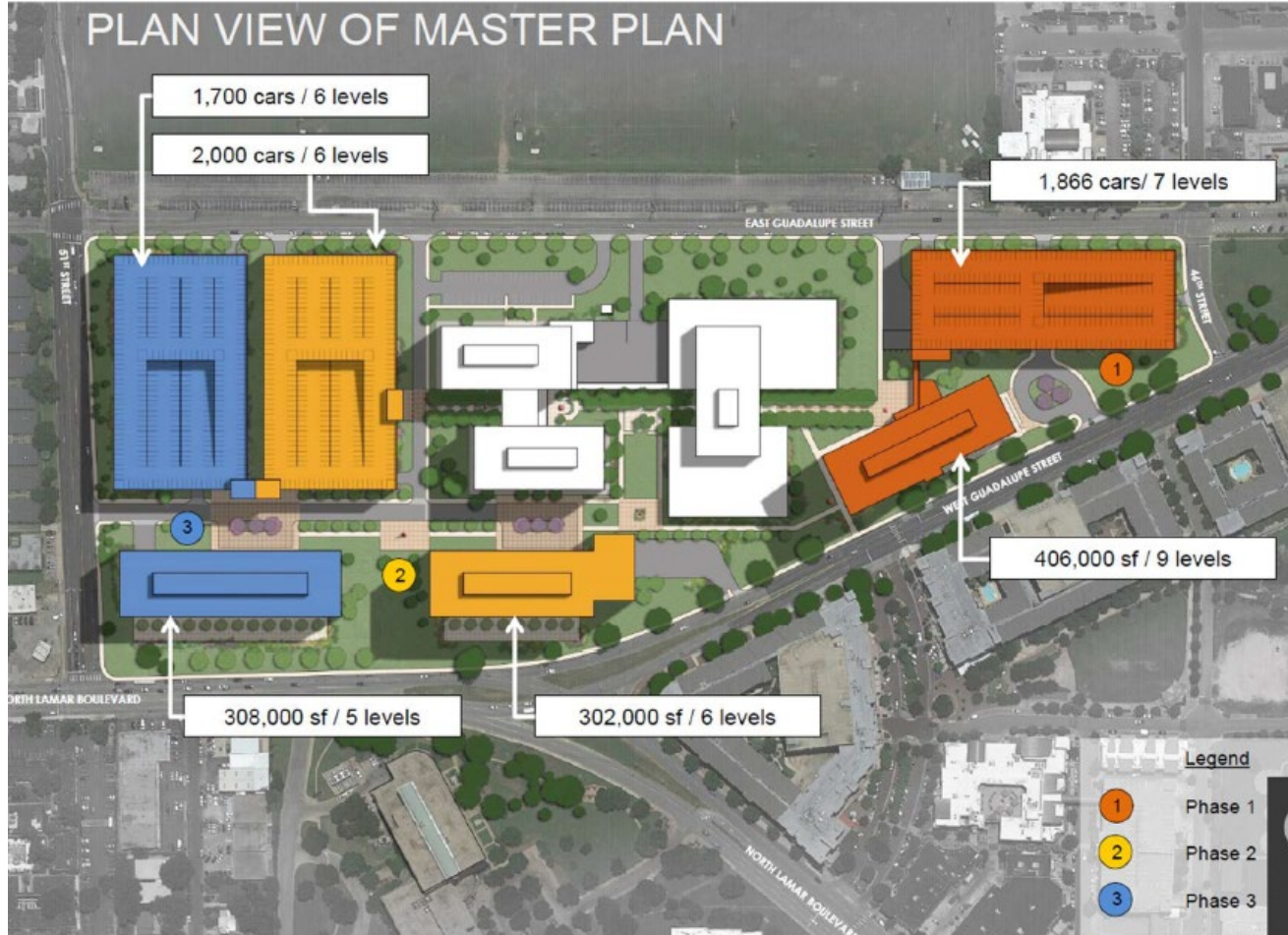
Project FFE A/E Services RFQ –Nov 2021

Project CxA RFQ –Nov 2021

Project CMT RFQ –Nov 2021

Project TAB RFQ –Dec 2021

Opportunities: North Austin Complex Phase II



Upcoming Educational Sessions



OSHA 30 Online Training for \$20

TFC and the Texas Department of Insurance, Division of Workers' Compensation (DWC) have partnered to offer low-cost OSHA 30-Hour Construction course.

For more information, please visit <https://www.tdi.texas.gov/wc/safety/30hrconstrclas.html>

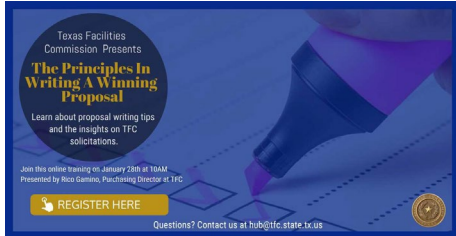
TFC and DWC OSHA30 video <https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be>



Meet the Prime Webinar Series - *Coming Soon*

Meet and network with the Prime Contractors who are currently working on TFC Construction & Maintenance projects. The weekly webinars will be offered every Tuesday at 1 PM for the next 11 weeks. Take advantage of this series and get the insights on upcoming TFC contracting opportunities.

Upcoming Educational Sessions



Writing Winning Proposals - Currently Planning

Learn about proposal writing tips and the insights on TFC solicitations.



Subcontractor Training- Currently Planning

This educational session is being offered to ensure potential Subcontractors are informed on both TFC's and General Contractor's construction processes. This networking platform provides an opportunity for the CMR to connect with Subcontractors interested in working on the upcoming TFC projects. The topics covered in this training are important to the potential subcontractors' success.

HUB Program Highlights 2020



Yolanda Strey, HUB Director

695
BUSINESSES

received technical
assistance, and/or attended
TFC training/virtual webinars



Shonte Gordon, HUB Coordinator



**TOTAL HUB
EXPENDITURES**

\$57,990,768.12

39
OUTREACH EVENTS

educational trainings,
presentations, meet & greets
and virtual webinars on
"Doing business with TFC"



33rd*

**RANKED OUT OF 180 STATE
AGENCIES & UNIVERSITIES
WITH THE LARGEST SPENT
WITH HUBS**

*Based on CPA Annual HUB Report



Sarita Burks, HUB Assistant

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

QUESTIONS?

Contact Us: HUB@tfc.state.tx.us

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Follow TFC On:



@TFCtx

Tom Green & Company Engineers, Inc.



TEXAS FACILITIES COMMISSION

MEET THE PRIME
WEBINAR SERIES

JULY 27, 2021 AT 1 PM

LEARNING OBJECTIVES

**PROFESSIONAL SERVICES ARE
SELECTED BY QUALIFICATIONS**

INTRO TO TGCE

**PART OF
A TEAM**

**TEAM
LEADER**

**LINKS IN A
CHAIN**

**MARATHON
VS SPRINT**

**RELATION-
SHIPS**

TGCE'S SERVICES

- MEP/FA/FS Engineering
- Prime Design Consultant and Subconsultant to Primes
- Projects From \$10k to Over \$400M
- Assessment, Troubleshooting & Forensics
- Peer Reviews & Commissioning
- Cost Opinions, Shop Drawings, & Construction Support Services

PART OF TGCE's TEAM

- All of the below through a qualification-based selection lense
- Team Organization
 - Past working relationship with TGCE is key
 - Bring opportunities to TGCE for partnering, to establish a working relationship
- Subconsultants are part of the key to success
 - Previous relevant experience is a must
- Think about what sets you apart from other consultants
 - What can you provide the TGCE team that no other firm can?
 - How can your firm add value to the TGCE team?
- Send relevant information
 - one project/pursuit specific project sheet can be more meaningful than a 50 page brochure

ADDITIONAL TIPS FOR SUBCONSULTANTS – THE CHAIN CONTINUED, THE B/D MARATHON, RELATIONSHIPS

- Strong or weak link in the chain?
- Strong links offer unique qualities or services
- Business development (B/D) versus marketing
- B/D is a marathon, not a sprint
- Marketing may be a sprint
- Being part of a team requires a relationship
- A relationship with TGCE requires the highest level of performance