

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

# Meet The Prime

## *Webinar Series*

Our Legacy: Build. Support. Maintain.



Featured Prime : TURNER CONSTRUCTION

August 10, 2021 at 1pm

# Overview

- TFC Overview
- Turner Construction Overview
- 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 15<sup>th</sup> Street and North Congress. It includes completion of Pedestrian Mall from 16<sup>th</sup> Street to 15<sup>th</sup> 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 3<sup>rd</sup> Party Review RFQ –Sept 2021

Project FFE A/E Services RFQ –Nov 2021

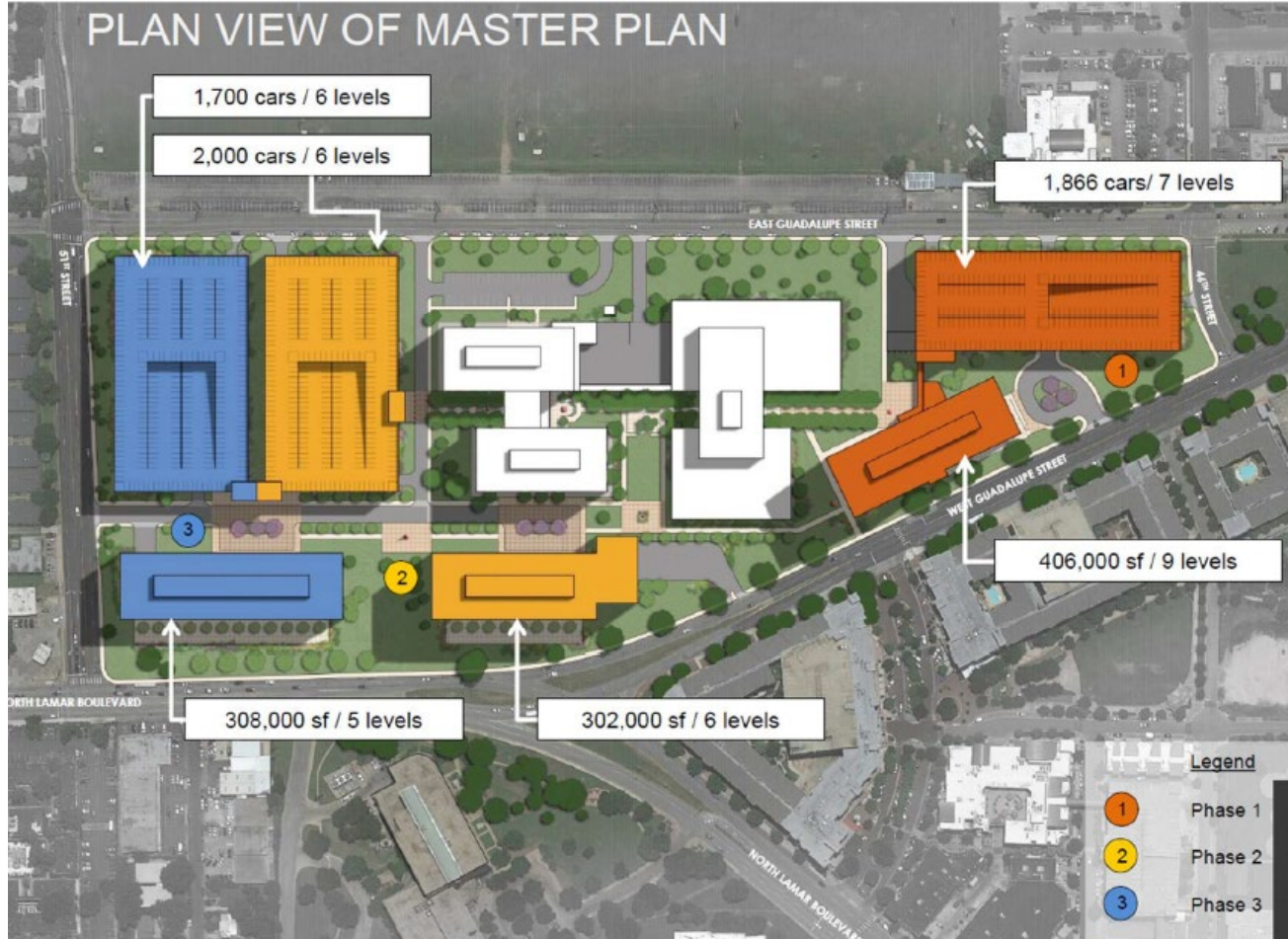
Project CxA RFQ –Nov 2021

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>

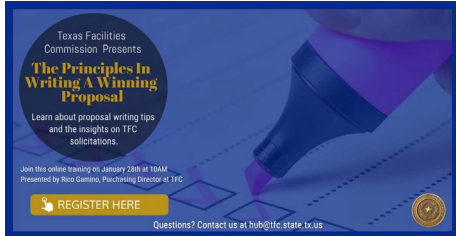
TFC and DWC OSHA30 video <https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be>



## 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](mailto:hub@tfc.state.tx.us)



# QUESTIONS?

Contact Us: [HUB@tfc.state.tx.us](mailto:HUB@tfc.state.tx.us)

**Yolanda C. Strey**

HUB Director  
512.516.5878

**Shonte Gordon**

HUB Coordinator  
512.201.9700

**Follow TFC On:**



@TFCtx



# Turner Construction

Meet the Primes with the Texas Facilities  
Commission (TFC)

**Turner**



About Turner

Working with Us

Jobsite Environment

Resources

Our Commitment

## Our Team



**Graham Dewar**  
Business  
Manager



**Mike Shook**  
Vice President &  
Preconstruction  
Manager



**Amelia Harlow-  
Leggett**  
Business  
Development &  
Special Project  
Division  
Manager



**Eric Wildt**  
Procurement  
Manager



**Porschia  
Tolbert**  
Sr. Community &  
Citizenship  
Coordinator

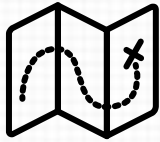


**Fernando  
Alcantara**  
Sr. Estimator



**Stephen  
Ankenbauer**  
Sr. Estimator





## Local Builder

Building in Austin since 2014  
Regional offices include Houston, San Antonio and Dallas



## Market Leader

\$100 Million in Volume Annually, in Austin  
Building in South Texas for over 100 years



## Team Members

40+ Local Staff





## HPE – Paloma Ridge Austin, TX

This 25,000 sq. ft. interior build-out for HPE consisted of a high-end office space and dedicated lab (5,000 sq. ft.). The office consisted of two large, open office work areas with exposed ceilings. The final product is a highly technical, state of the art space where an international technology firm will innovate, collaborate, and support local Austin talent for years to come.



## MacMillan Learning Austin, TX

MacMillan Learning is a 23,000 sq. ft. interior office finish out which included executive offices, an expandable training room, game rooms, a kitchen, conference rooms, a learning lab and observation room which will serve for studio quality video recording and testing.



## UT Hall of Fame Austin, TX

The UT Hall of Fame project consists of renovating the existing north end zone food court of Darrel K Royal stadium and converting it into a world-class hall of fame that will memorialize and celebrate the University of Texas' past, present, and future athletic achievements.



# Working with Us



Registering as a Vendor  
Bid Opportunities  
Scope Interview Meetings  
Bid Evaluations

# Registering as a Vendor

About Turner

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## Not registered?

1. Follow the create user link
2. Enter FEIN and company name
3. Hit “submit” to receive an authentication code
4. Once code is received, log into [www.turnerconstruction.com](http://www.turnerconstruction.com)
5. Follow the partner log-in link
6. Complete subcontractor prequalification form

The screenshot shows the Turner website's navigation bar. The 'Become a Subcontractor' link is highlighted with a red rectangular box. A blue arrow points from this box to a larger blue-bordered callout box containing the text 'Become a Subcontractor'. The website header includes the Turner logo, navigation links (About Us, Our Experience, Careers, Office Network), and utility links (News + Media, Cost Index, Turner University, Turner City, Partner Login). A 'Your Local Office' dropdown is set to 'San Antonio/Austin'. Below the navigation bar, a large banner features a woman in a white hard hat and safety glasses, with the text 'A Welcoming Place For Everyone' and 'DIVERSITY, EQUITY & INCLUSION'. The 'FEATURED PROJECTS' section displays three project cards: 'U.S. Department of Veterans Affairs, Austin Outpatient Clinic', '555 Mission Street', and 'San Diego International Airport International Arrivals Facility'. A 'Diversity, Equity & Inclusion' sidebar is visible on the right, and a 'NEWS AND ANNOUNCEMENTS' section is at the bottom.

# Registering as a Vendor

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## W-9

Must be on current (2018) form



## INSURANCE COVERAGE

Must be a minimum of \$xxx Liability and \$xxx Umbrella



## CERTIFICATES

Includes HUB, MBE, WBE, VBE, LGBTQBE, SBE  
Includes trade-specific documentation





## BID NOTIFICATION EMAIL EXAMPLE

Toni Cromer from Turner Construction Company has invited you to bid on  
**HISD Bellaire Phase II & III: General Requirements**

[View this RFP](#)

Already know if Turner Construction Company will bid on this RFP? Let Toni Cromer at Turner Construction Company know:

[Bidding](#) [Not Bidding](#) [Not Sure](#)

Project Details

Location: Bellaire, TX  
Bid Due: January 29, 2019  
This bid will consist of new high school approximately 339,000 SF, on-site athletic fields, on-site parking, and a pre-cast parking garage. Please see RFP files in the File Folder...  
[View all files and project details >](#)

## BUILDING CONNECTED DASHBOARD

Search for people or companies

Porschia

### Projects

ACTIVE PROJECTS | CLOSED PROJECTS | BIDDER LIST TEMPLATES | BID FORM TEMPLATES

Find a project

[+ New Project](#)

Number	Name	Bids Due	Client	Due to Client	Value	Lead	Actions
--	<a href="#">HMSDC: HUB Certification &amp; Business with Turner Workshop - Aug 15th</a>	8/15/2019 9:30 AM CDT	--	--	--	Porschia Tolbert Community & Citizenship	▼
200225	<a href="#">UT Austin State Hospital Completion Package - Balance of Trades</a>	6/9/2021 2:00 PM CDT	State of Texas ...	--	--	Eric Wildt Procurement Manager	▼
200225	<a href="#">UT Austin State Hospital Completion Package - General Req., Fireproofing, Kite...</a>	6/11/2021 2:00 PM CDT	State of Texas ...	--	--	Eric Wildt Procurement Manager	▼



## Negotiated GMP

- Bulk of contracts for Turner
- Additional Provisions Doc
- Bid Form
- Budgeting & Phasing
- True “trade partner” relationship

## Construction Manager at Risk (CMAR)

- Requirements similar to GMP

## Lump Sum

- Quick turnaround pricing
- Least amount of time to complete documentation





## Who to Bring:

- Estimator
- Project Manager or Superintendent
- Principal or Executive

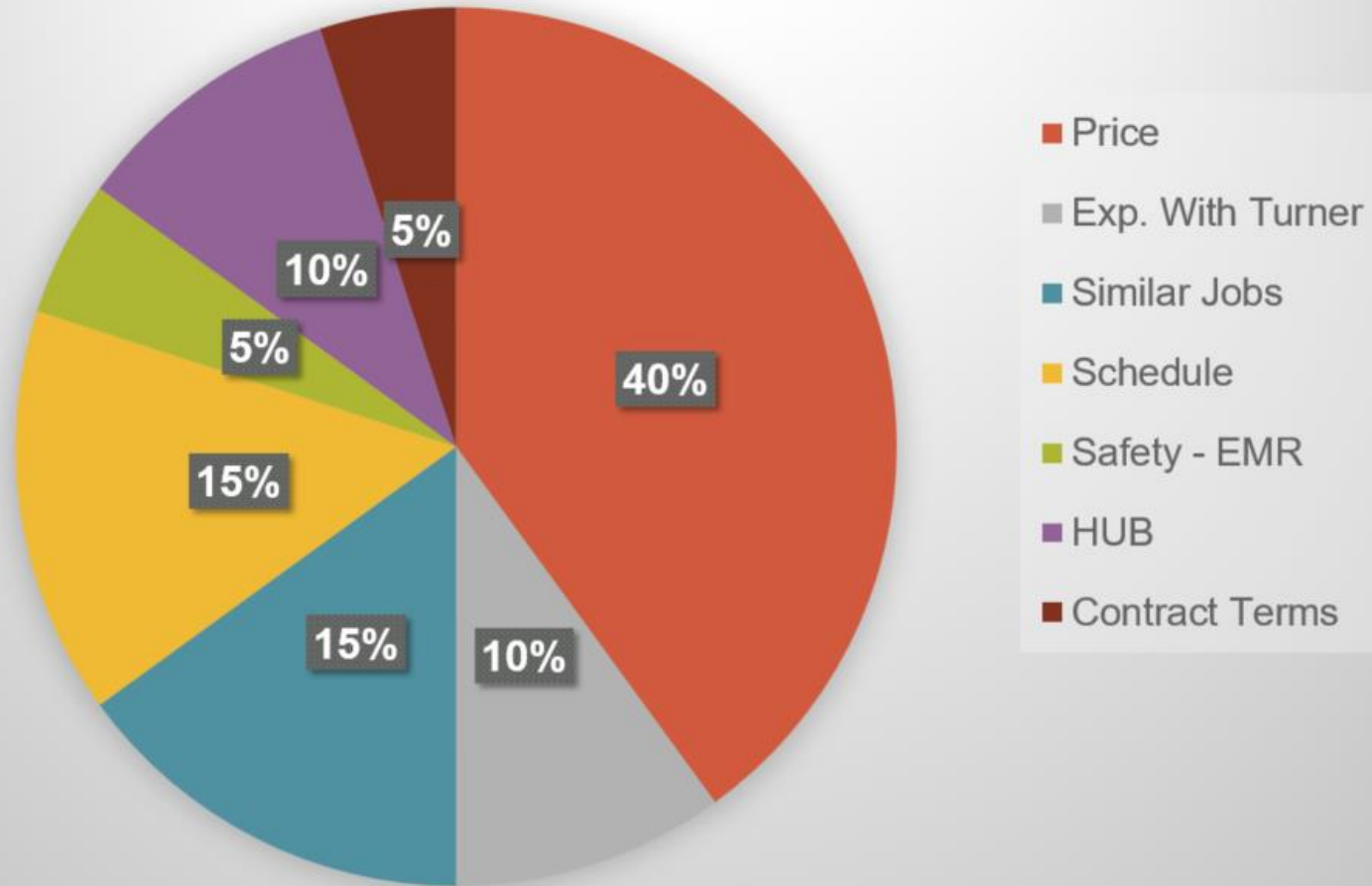
## What's Discussed:

- Additional Provisions
- Project Timeline
- Scope Timeline
- Manpower, Means & Methods
- Site Access & Delivery Logistics





## Best Value Matrix





# Jobsite Environment



Our Safety Program:  
*Building L.I.F.E*

Schedule Management

Team Collaboration



# Safety Culture



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- Badging (FC Background, Project-specific)
- Project & Safety Orientation
- Turner Policies (Ladders Last, 100% Gloves, PTPs)



**SAFETY** **Living Injury Free Every Day™**



- Safety culture is NOT about incident avoidance
- An environment that fosters the RIGHT decisions
- Proactive about physical and emotional safety



# Schedule Management



About Turner

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**Deliver Value**

**Target Value Design**

**Scheduling & Pull Planning**

**Make Work Ready**

**Daily Huddles**

**Management System**

Systems thinking drives our daily, weekly, monthly routines.

**Visual Controls Everywhere**

**Rapid Improvement Events**

**Reliable Results**

**Problem Solving**

Improve and *standardize* to solve the most important problems.

**Safety**

**Quality**

**Delivery**

**Cost**

**We use pull planning in both design and construction to convert the schedule into daily manageable tasks.**

**Turner**



# Team Collaboration

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Stretch & Flex

All workers and  
team members on  
site



Daily huddles

All workers and  
team members on  
site



Superintendent's  
Meeting

Superintendent or  
field crew leader  
(could be PM)



Safety Meeting

Safety  
representative or  
foreman

# Resources



APP – Accelerated Payment Program

Quarterly Market Report

Turner School of Construction Management

Quarterly Outreach

Click 'n Link



# Turner

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## APP *Accelerated Payment Program*

### FEATURES:

- ✓ **Known Payment Timing**
- ✓ **Get Paid Before Turner**
- ✓ **Improved Cash Flow**
- ✓ **Convenient**
- ✓ **Flexible**

## Get Paid Sooner!

The Turner Accelerated Payment Program expedites payments to subcontractors, improving their cash flow and strengthening their balance sheets. Enhancing the disbursement process addresses one of our industry's biggest challenges: subcontractor working capital. Through APP, subcontractors are expected to reap substantial benefits including: (1) Know payment timing (2) A low-cost, no-debt source of working capital. Payments are underwritten by Greensill Capital and processed via Textura's Construction Payment Management (CPM) systems platform.





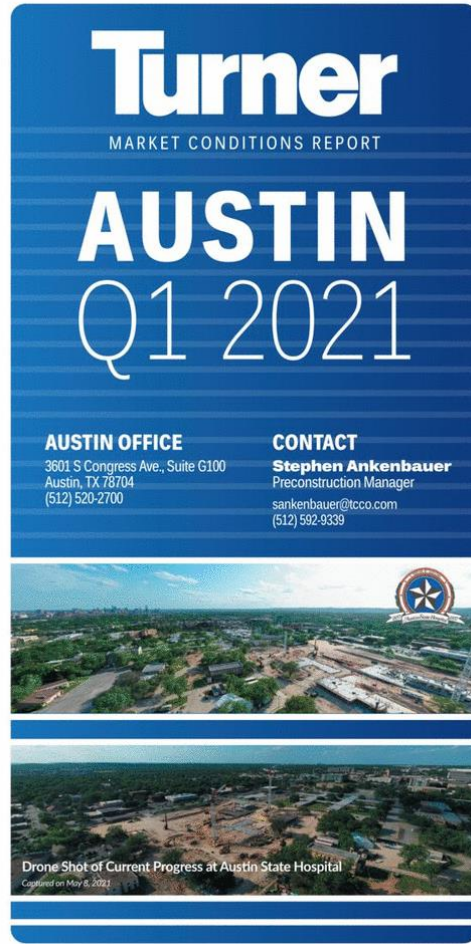
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Material Price Trends

Lead Times

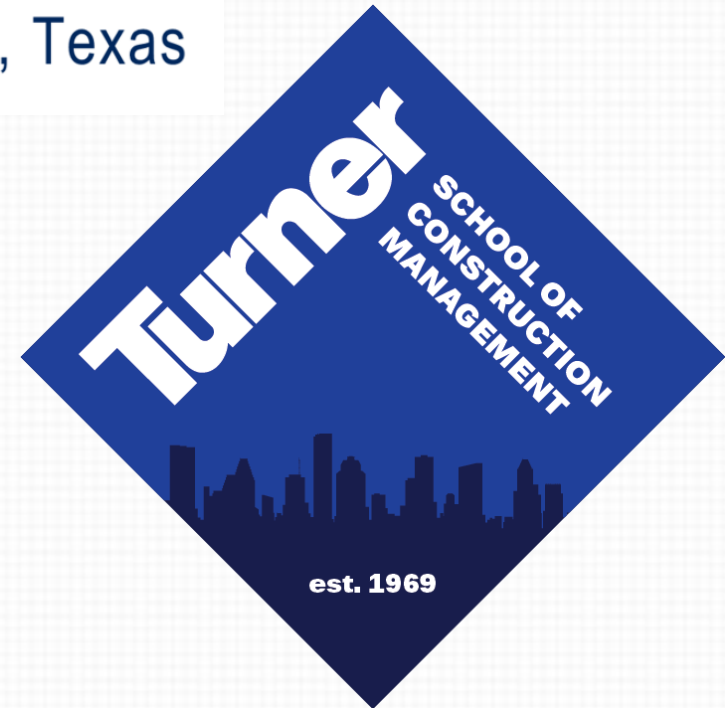
Manpower Availability





# TURNER SCHOOL OF CONSTRUCTION MANAGEMENT | Austin, Texas

The **FREE** Turner School of Construction Management (TSCM) for Underutilized Business Enterprises (UBEs) is one of the most prestigious educational and community outreach programs in the commercial construction industry. Initiated in 1969, the program has become an opportunity for firms to improve their economic viability by enhancing their managerial, technical and administrative skills, as well as develop strategic business relationships throughout the industry. Today, the Turner School is offered in more than 30 of Turner's offices nationwide.





## Quarterly Outreach

- Quarterly market update
- Review vendor registration
- Upcoming opportunities
- Jobsite Environment
- Resources & upcoming events

## Clink & Link

- Meet specialty trade primes
- Network with other businesses or similar size or capacity



# Our Commitment



Turner is committed to engaging with and being a resource to underutilized contractors in the construction industry to help develop and mentor them as their businesses grow and gain capacity to complete larger and more complex contracts.





# Thank You!

## Contact Us

**Senior Community &  
Citizenship Coordinator**

Porschia Tolbert

[ptolbert@tcco.com](mailto:ptolbert@tcco.com)

(210) 426-7789

**Turner**