

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

# Meet The Prime

## *Webinar Series*

Our Legacy: Build. Support. Maintain.



Featured Prime : CENTENNIAL CONTRACTORS ENTERPRISES

August 3, 2021 at 1pm

# Overview

- TFC Overview
- Centennial Contractors Enterprises
- 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**

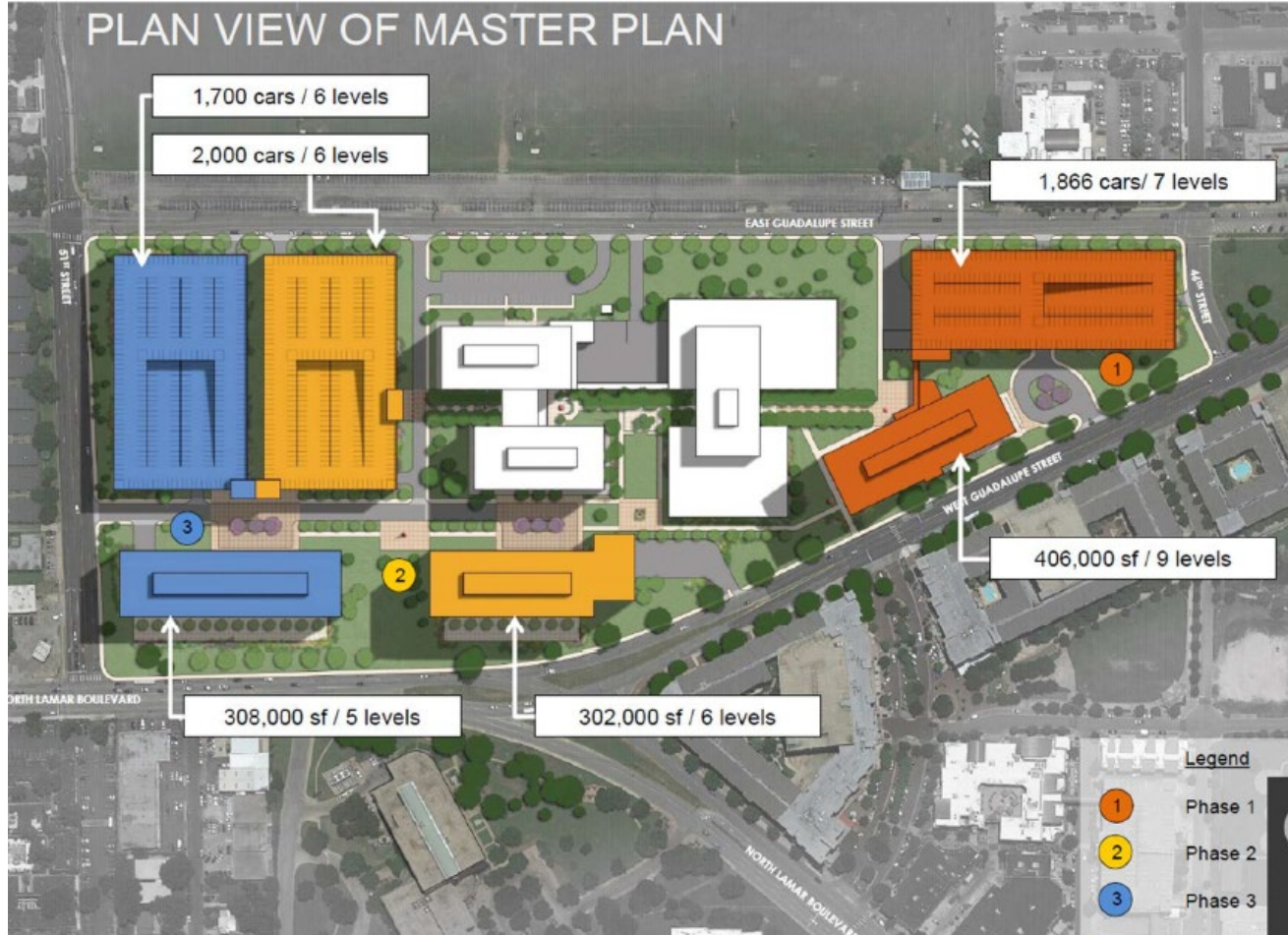


### 2021 Solicitations

- 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>

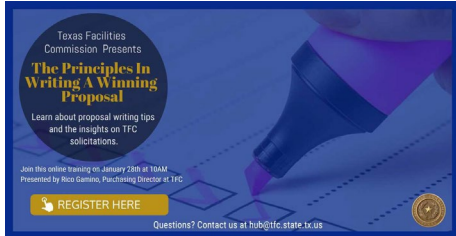
TFC and DWC OSHA30 video <https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be>



## 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



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# Introduction to Centennial



## Agenda

- I. Company Overview
- II. Centennial's Markets
- III. Operations





- Centennial and its Joint Venture partners employ project management , supervision and administrative personnel. **All craft work is subcontracted.**
- Centennial is responsible for **pre-construction** and overall **program management** services:
  - Budget estimate
  - Joint scope development
  - Incidental design and planning
  - Safe, timely and quality placement of construction
- Centennial delivers these services via **Job Order Contracting (JOC)**, **Design-Build** and **Lump Sum** contract vehicles.



- Centennial has 4 offices currently serving Texas:
  - Austin
  - Dallas
  - Houston
  - South Texas
- Contracts involve **renovation and infrastructure upgrades** and small **new construction** projects.

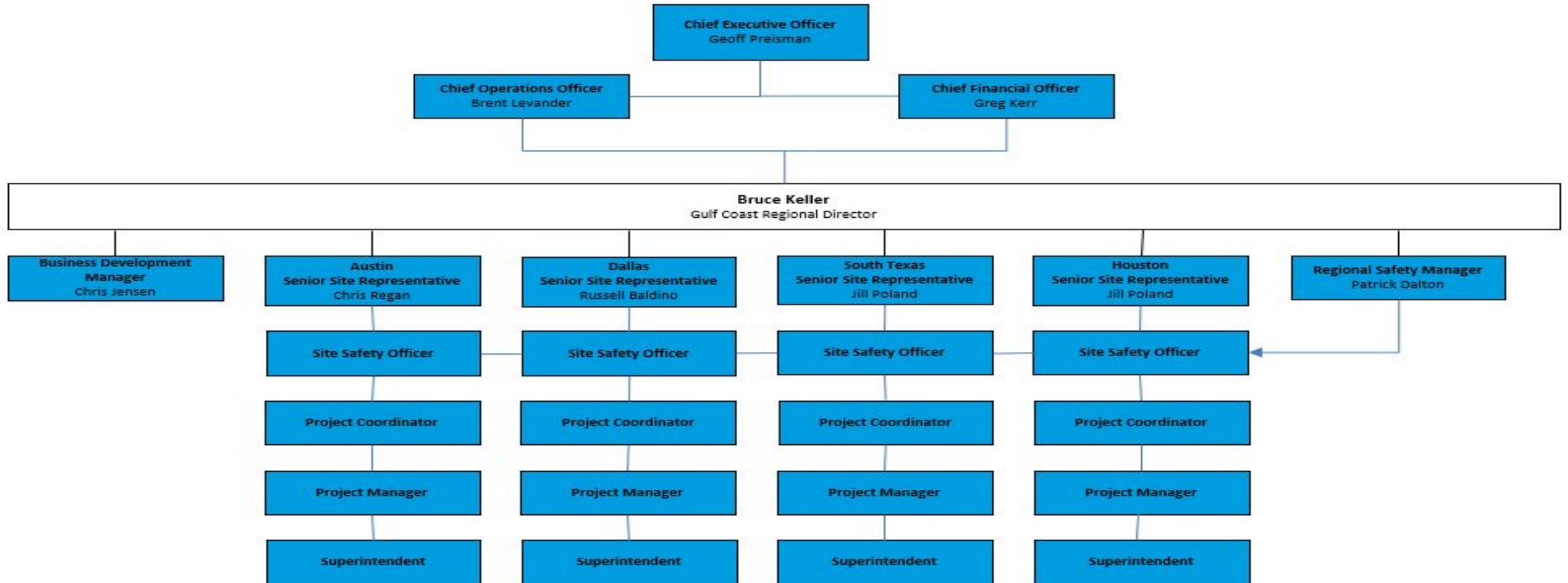


# Company Overview

## Regional Organization Chart



### Texas Project Team



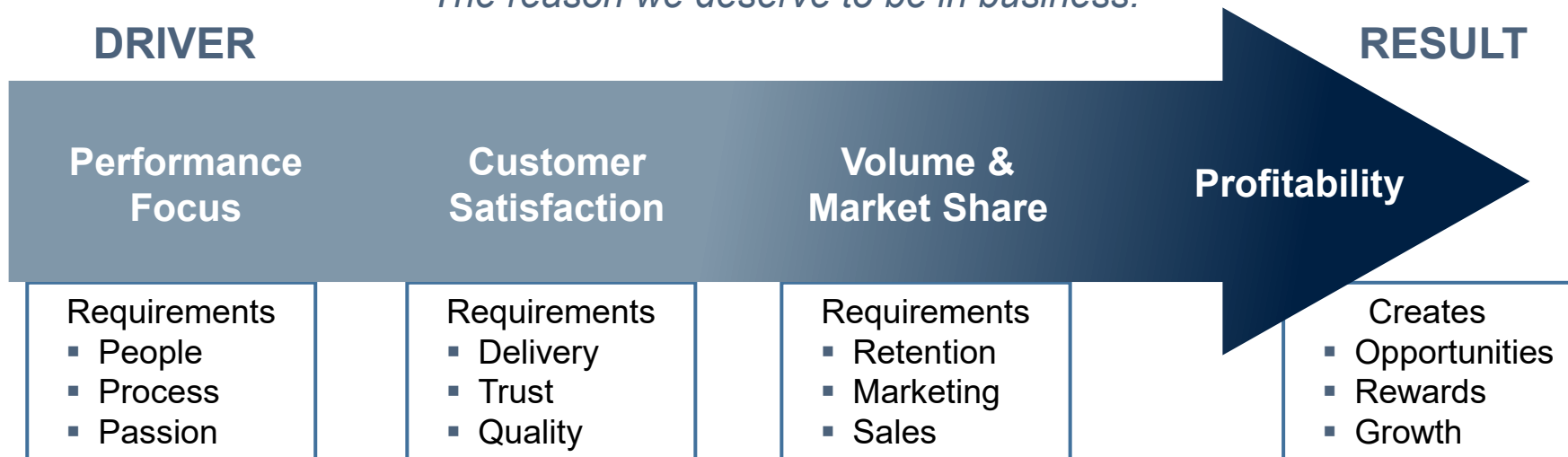
**Our Mission**

To exceed our customers' expectations by providing high quality, responsive construction and facility operations services with empowered professional employees. Build relationships that withstand the test of time by keeping our promises and honoring our commitments.

*Customer satisfaction is the measure of our success.*

**Value Statement**

*"The reason we deserve to be in business."*





## Agenda

I. Company Overview

II. Centennial's Markets

III. Operations

- Centennial has been serving the K-12, Housing, Municipality and Transportation non-Federal Markets since 2005
- **Traditional Markets:** Federal JOC, Public JOC (states, counties, municipalities), Primary and Secondary Education, Transit and Housing



- Centennial also serves growing markets that are an ideal fit for its core capabilities in high-quality, flexible and quick turnaround facility modifications:
  - Healthcare
  - Higher Education
  - Private Sector



- Higher Education facilities face a declining applicant pool and increased competition to attract students
- In 2014 **\$2.5B was spent on facility additions and renovations** on college and university campuses
- Renovation work is expected to increase over the next five to ten years in the following areas:
  - Converting single use buildings to multi-purpose facilities
  - Building research labs
  - Building sustainable facilities
  - Creating open collaborative environments
- Recent Higher Education Awards:





- Federal mandates will result in health insurance being provided to over **20 million people**, who were not previously covered, by the end of 2016
- The population in the U.S. aged 65 and older is expected to increase from 41 million people today to 55 million in 2020, and 72 million by 2030
- **Healthcare construction spending increased from \$40B in 2012 to more than \$52B in 2015**. This market primarily revolves around renovation, modernization and infrastructure work - a perfect fit for Centennial's capabilities to serve its clients
- Key healthcare personnel hold the distinguished Certified Healthcare Constructor (CHC) certification
- Recent Healthcare Awards:



- Serving clients that need value added construction services
- Centennial is one of the largest nationwide building renovation contractors in the United States. It can meet the needs of clients who also have a national presence
- Targeting clients for whom price is not a primary consideration. Responsiveness, timeliness and quality are the highest priority for these clients
- Private clients include:

**SIEMENS**

Johnson  
Controls



**BAE SYSTEMS**

**ExxonMobil**  
Energy lives here™

**BBVA** Compass





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■ **Metrics**

- The Experience Modification Rating (EMR) is the calculation by which insurance carriers assess cost of injuries and future potential risk
- Centennial’s EMR of 0.73 is among the top 5% of all US construction companies

■ **HSEQ Personnel**

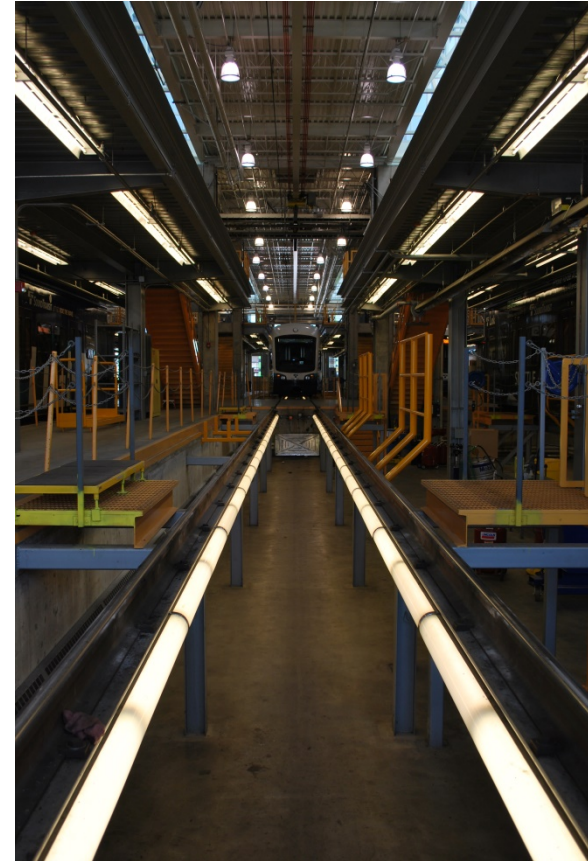
- Seven full-time certified safety professionals
- Project Safety Officer in every office
- All operational staff are OSHA (Occupational Safety & Health Administration) 30 certified

■ **National and Regional Safety Awards**



Centennial’s HSEQ Program incorporates Health, Safety, Environment and Quality

- Each project is broken down into small packages which facilitates bidding by multiple subcontractors and reduces reliance on any one subcontractor.
- With a database of over 8,000 prequalified subcontractors, Centennial provides assistance with:
  - Client administrative requirements
  - Safety planning and implementation
  - Scheduling and operational logistics
- Over the past three years Centennial has worked with over 3,500 subcontractors, 77% of which are classified as a small and/or minority-owned businesses.
- Subcontractor selection is based on a best value analysis which takes into account work backlog, quality, safety, past performance and price.
- Centennial has been recognized with numerous awards for its outstanding performance and partnership with the subcontractor community.



Centennial Operations Management Performance Analysis Software System (**COMPASS**) is a proprietary web-based platform used to effectively manage construction projects

### Defined Process

- Management platform used to streamline processes and systems
- Provides enterprise-wide guidance
- Structured to reinforce our procedures, providing a consistent and understandable road map for project execution

### Accounting

- All project costing functions are performed within COMPASS, giving Operations access to real-time project position and dashboards
- Able to project costs and revenue at any point in time

### Extensive Database

- Provides real-time financial and operational information to field users and full visibility to each of the ~1,500 projects active at any given point in time
- Currently logs \$2 billion of JOC pricing information

### Cross-functional Tool

- Manages all field operations, accounting, risk management and cash management functions in the Company
- Streamlines processes and data, providing users with the information they need to operate as efficiently and cost-effectively as possible

### Traditional Markets

#### Federal JOC



##### Infrastructure Upgrade – New Waterline

- **Client:** Department of Defense, Joint Base Lewis-McChord, WA
- **Description:** At Yakima Training Center, Centennial installed 450 linear feet of 12" HDPE pipe and repaired eight vehicle wash rack facilities and a pond liner

#### Municipality



##### Historic Gadsby's Tavern Ice Well Restoration

- **Client:** City of Alexandria, VA
- **Description:** Centennial completed construction to restore the ice well of Gadsby's Tavern, ca. 1793, as part of the city's effort to preserve the historic feature

#### Housing



##### New Design Build - Arthur Capper Community Center

- **Client:** District of Columbia Housing Authority, Washington, DC
- **Description:** Centennial is constructing a new 27,830 square-foot LEED Gold certified community center

#### Transportation



##### H.E. Holmes Station Bus Loop

- **Client:** Metropolitan Atlanta Rapid Transit Authority, Atlanta, GA
- **Description:** Centennial revitalized the station with the full replacement of the facility's bus loop. This multi-phase project occurred in an active bus lane

### Growth Markets

#### Healthcare



##### Interventional Radiology Room Renovation

- **Client:** Harris Health System, TX
- **Description:** In an interventional radiology room, Centennial prepared the structural and electrical infrastructure upgrades to receive the installation of a new Siemens Artis Zee ceiling camera

#### Higher Education



##### UT West Mall Plaza Renovation

- **Client:** University of Texas, Austin, TX
- **Description:** Centennial reconstructed the West Entrance Plaza at the University of Texas during session while maintaining ADA access for all pedestrian traffic.

#### Private



##### Renovations to HearUSA Retail Centers

- **Client:** HearUSA (Siemens)
- **Description:** Centennial provided full preconstruction, planning and construction services to renovate over a hundred HearUSA retail centers in multiple states throughout the US

#### Design-Build



##### New Design-Build Fort Bragg Conference and Catering Center

- **Client:** US Army, Fort Bragg, NC
- **Description:** Centennial was selected for a design-build project to construct a new 50,000 square-foot conference and catering center to support members of the Fort Bragg community