

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

# Meet The Prime

## *Webinar Series*

Our Legacy: Build. Support. Maintain.



Featured Prime : FALKENBERG CONSTRUCTION

August 24, 2021 at 1pm

# Overview

- TFC Overview
- Falkenberg 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**

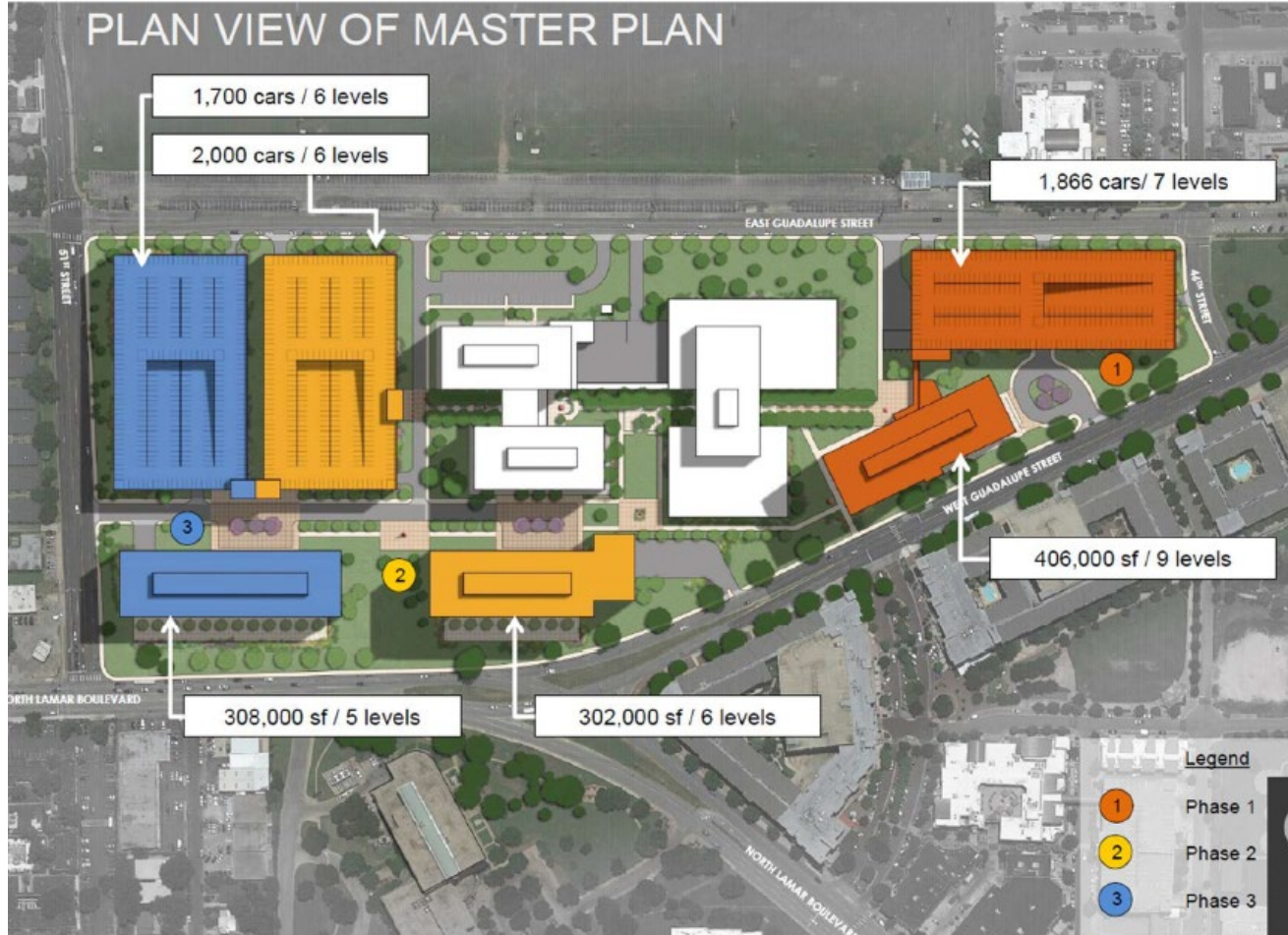


### 2021 Solicitations

- 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>

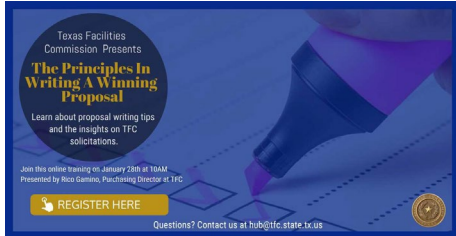
TFC and DWC OSHA30 video <https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be>



## 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



**695**  
**BUSINESSES**  
received technical assistance, and/or attended TFC training/virtual webinars



**39**  
**OUTREACH EVENTS**  
educational trainings, presentations, meet & greets and virtual webinars on "Doing business with TFC"

  
**TOTAL HUB EXPENDITURES**  
**\$57,990,768.12**

**33rd\***  
**RANKED OUT OF 180 STATE AGENCIES & UNIVERSITIES WITH THE LARGEST SPENT WITH HUBS**  
\*Based on CPA Annual HUB Report



# 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:**

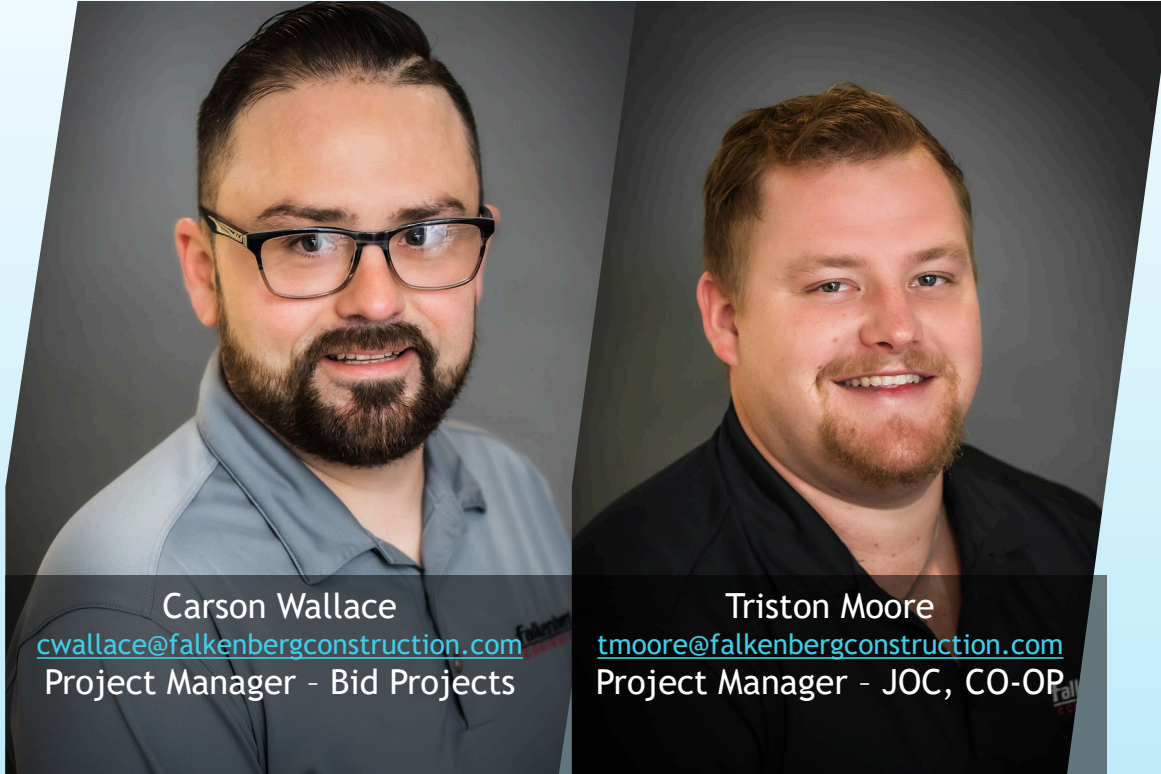


@TFCtx



***falkenberg***

CONSTRUCTION CO., INC.



Carson Wallace

[cwallace@falkenbergconstruction.com](mailto:cwallace@falkenbergconstruction.com)

Project Manager - Bid Projects

Triston Moore

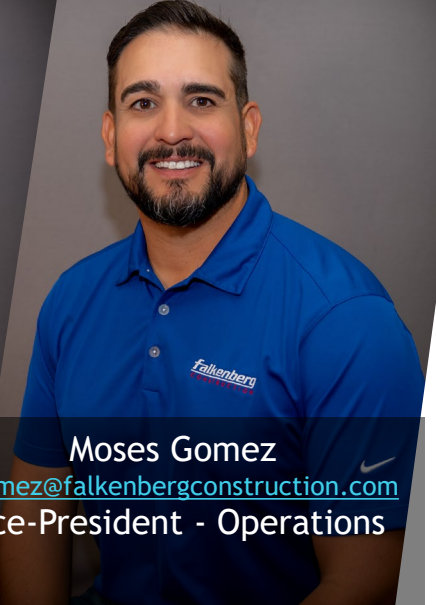
[tmoore@falkenbergconstruction.com](mailto:tmoore@falkenbergconstruction.com)

Project Manager - JOC, CO-OP

# Central Texas Team



**Will Schaule**  
[Will@falkenbergconstruction.com](mailto:Will@falkenbergconstruction.com)  
Project Manager - Bid  
Projects



**Moses Gomez**  
[Mgomez@falkenbergconstruction.com](mailto:Mgomez@falkenbergconstruction.com)  
Vice-President - Operations



**Arturo Trevizo**  
[Atrevizo@falkenbergconstruction.com](mailto:Atrevizo@falkenbergconstruction.com)  
Project Manager - JOC, CO-OP

# DFW Team

# Current Projects Central Texas

## Texas Facilities Commission

- ▶ San Houston Bldg. CRAC Replacement \$323,000
- ▶ Brown-Heatly Bldg. Patch & Paint \$8,000

## Texas State University

- ▶ Bobcat Village Clubhouse Renovation \$115,000
- ▶ Avery HIM Move and Renovation \$498,000
- ▶ Bobcat Village Shower Replacement \$125,000

## Houston Community College

- ▶ Northline and Technology Campus Roof Replacement \$1,525,000

## Texas General Land Office

- ▶ Floresville Veterans Home \$486,000
- ▶ Lamun-Lusk-Sanchez Veterans Home \$580,000
- ▶ Ussery-Roan Veterans Home \$492,000

## Texas Military Department

- ▶ Bldg 83 Renovation & HVAC Repair \$2,950,000
- ▶ ABIA AASF Fire Pump Replacement \$1,200,000







**UT Southwestern Medical Center**

▶ CUH Core Lab Renovations	\$376,149
▶ Daycare Renovation	\$4,550,000
▶ Generator & CRAC Replacement	\$750,000
▶ Wool Sculpture Lighting	\$32,000
▶ Lipshy VAV Replacement	\$211,000
▶ J7 Renovation	\$275,000
▶ OR Blinds	\$75,000
<b>Frito Lay</b>	
▶ ASF Renovation	\$511,000
<b>Bank of America</b>	
▶ Misc. Renovations	\$350,000



# Current Projects DFW

# Current JOC, CO-OP, Minor Construction Contracts

TFC Minor Construction

Choice Partners

Buy Board

TIPS

UTSWMC JOC

TXDOT Minor Construction - Dallas, Ft. Worth, Austin, San Antonio

SSC - Texas A&M System Minor Construction

## COVID-19 Health Screening Questionnaire

Please scan the QR code below using your mobile device to complete and submit the questionnaire.

Open the Camera app from your Phone. Position your device so that the QR code appears in the viewfinder in the Camera app. Your device should recognize the QR code and show a notification. Tap the notification to open the link associated with the QR code.



***falkenberg***  
CONSTRUCTION CO., INC.

# Safety

FCC and its management have committed the necessary resources of staff and time to ensure that all persons on the jobsite are protected from injury and illness hazards. FCC continues to review its safety and health policy to ensure that all employees know, understand, and support that policy. The safety of all employees is the first and foremost objective of FCC.

Prevention of occupational injuries and illness must be given precedence over any other objective. FCC's management will provide all items and support all activities required to ensure the health and safety of all persons working of visiting FCC's facilities or any other site being managed by FCC. All employees have the primary responsibility for working safely which is a mandatory condition of continued employment with FCC.

# Getting on Our Bid List

- ▶ Opportunities to bid on projects will be sent out by the managing Project Manager
- ▶ Building Connected will be our primary method of notifying and inviting subcontractor bids for CSP projects
- ▶ Email any individual listed for projects of interest
- ▶ Complete Contact form on [falkenbergconstruction.com](http://falkenbergconstruction.com) (Bid With Us tab)



Bidding

Not Bidding

Not Sure



[Home](#) | [About](#) | [Projects](#) | [JOC Services](#) | [Careers](#) | [Bid With Us](#) | [Contact](#)

## WANT TO BID WITH US?

Complete and submit the form below via email to [estimating@falkenbergconstruction.com](mailto:estimating@falkenbergconstruction.com)



Falkenberg Bidder Information Form 2020

Once completed submit via email to [estimating@falkenbergconstruction.com](mailto:estimating@falkenbergconstruction.com)

# Upcoming Opportunities

## UT Southwestern Medical Center

- ▶ South Campus Life Safety \$400,000

## City of Murphy

- ▶ Jib Crane Installation \$92,000

## Bank of America

- ▶ Abilene Parking Lot Repair \$100,000

## Tarleton State University

- ▶ Lab Window Repairs \$100,000

## City of Burleson

- ▶ New Animal Shelter \$850,000

## Texas Facilities Commission

- ▶ Park 35 Gazebo Work \$30,000
- ▶ SFA 6<sup>th</sup> & 7<sup>th</sup> Floor Displays \$70,000
- ▶ BHB Common Area Painting \$70,000

## General Land Office

- ▶ Floresville Kitchen Remodel \$150,000

## Texas State University

- ▶ Centennial Hall Renovations \$350,000
- ▶ Bobcat Village AC Replacement \$30,000



Questions?

