

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

# Meet The Prime

## *Webinar Series*

Our Legacy: Build. Support. Maintain.



Featured Prime : TEAL CONSTRUCTION

August 17, 2021 at 1pm

# Overview

- TFC Overview
- Teal 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

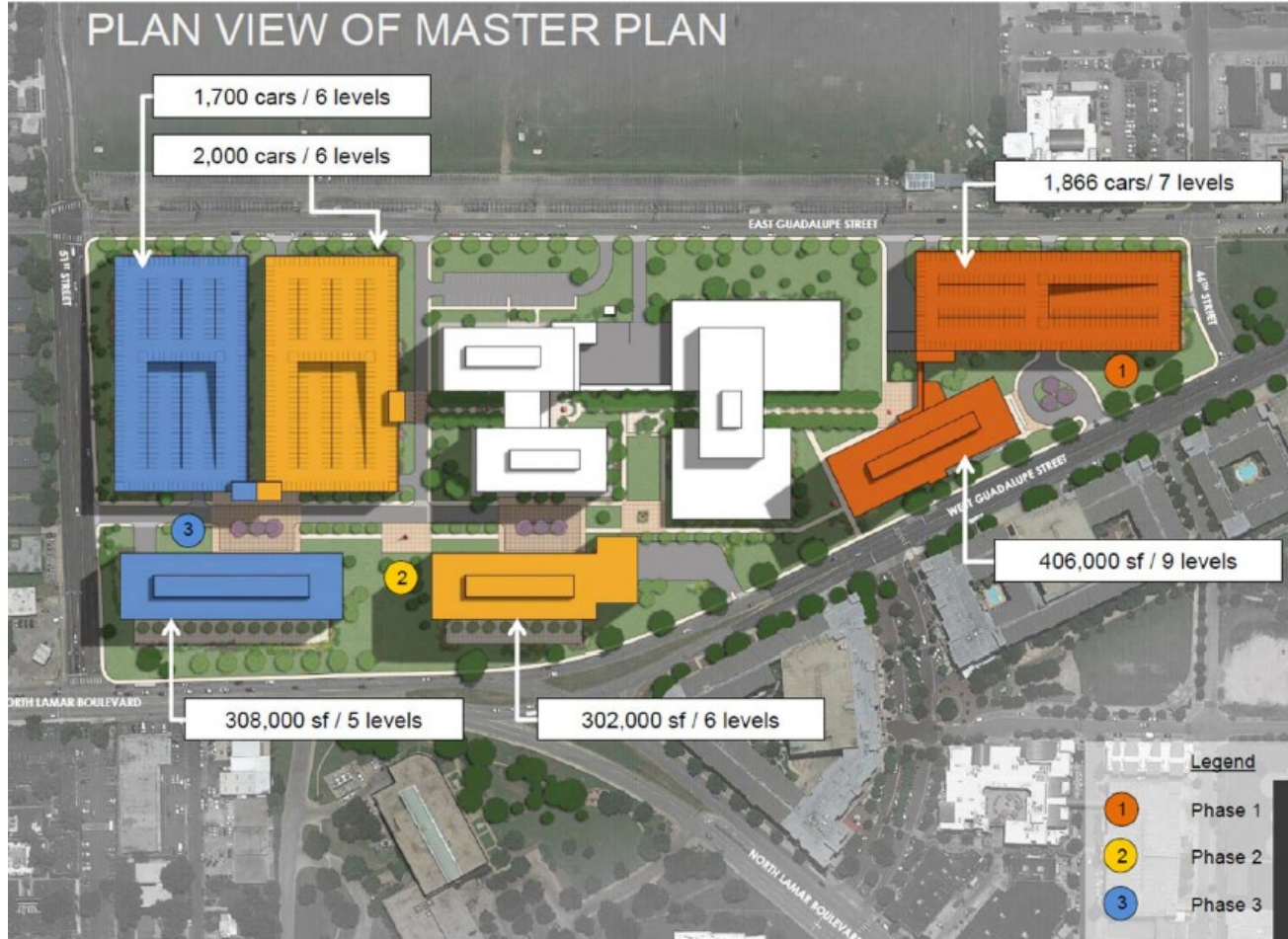
Project CxA RFQ –Nov 2021

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>

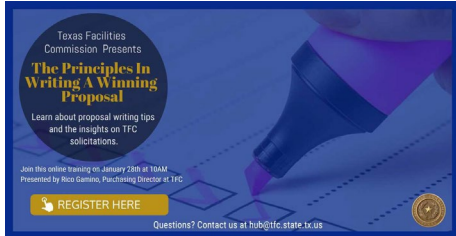
TFC and DWC OSHA30 video <https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be>



## 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



**TEXAS FACILITIES COMMISSION**  
**MEET THE PRIME**

# TEAL CONSTRUCTION

## HOUSTON CORPORATE

1335 Brittmoore Rd.

Houston, TX 77043

713.465.8306

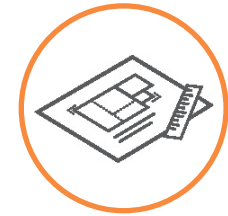
info@tealcon.com



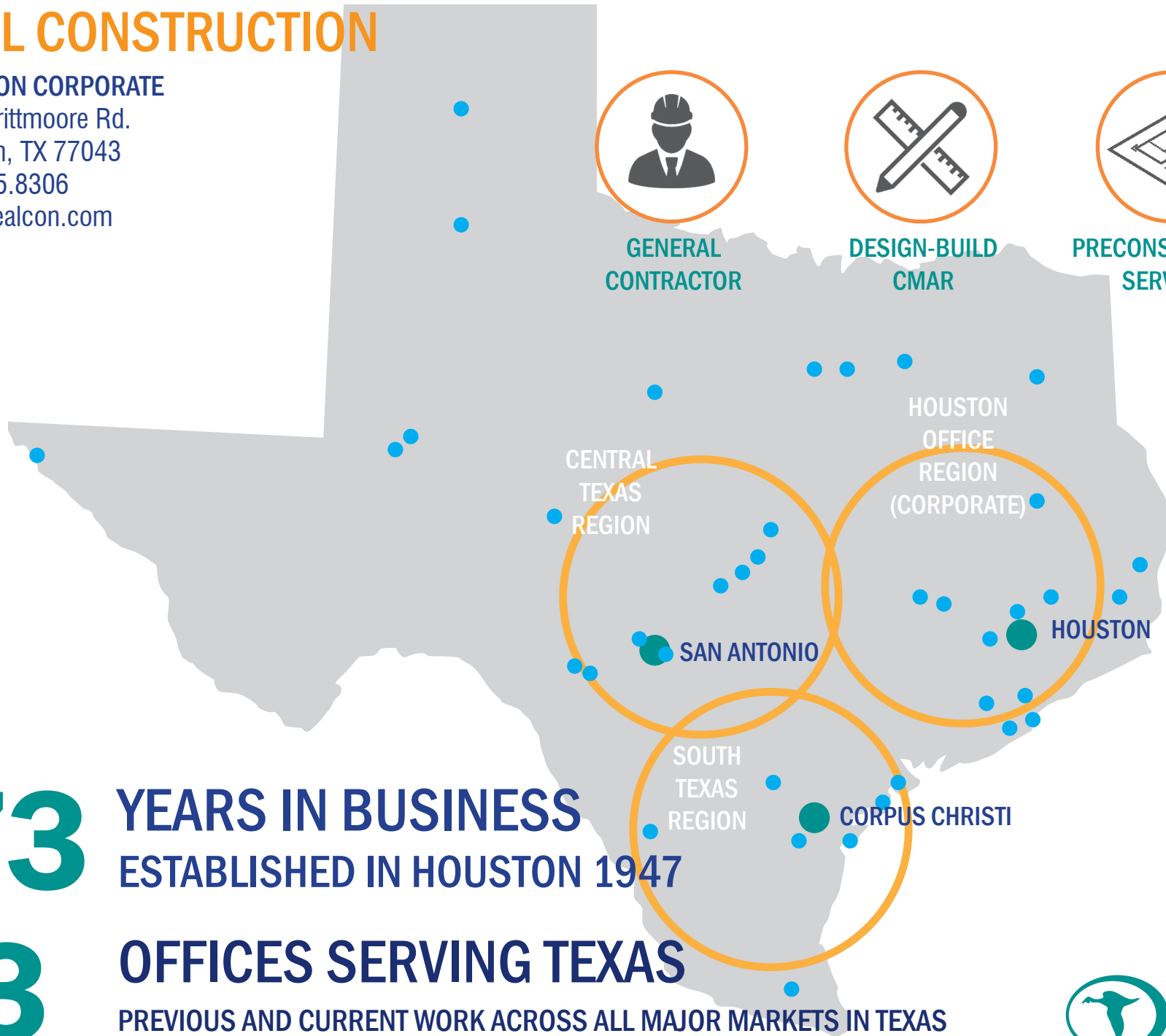
GENERAL  
CONTRACTOR



DESIGN-BUILD  
CMAR



PRECONSTRUCTION  
SERVICES



# 73

## YEARS IN BUSINESS

ESTABLISHED IN HOUSTON 1947

# 3

## OFFICES SERVING TEXAS

PREVIOUS AND CURRENT WORK ACROSS ALL MAJOR MARKETS IN TEXAS





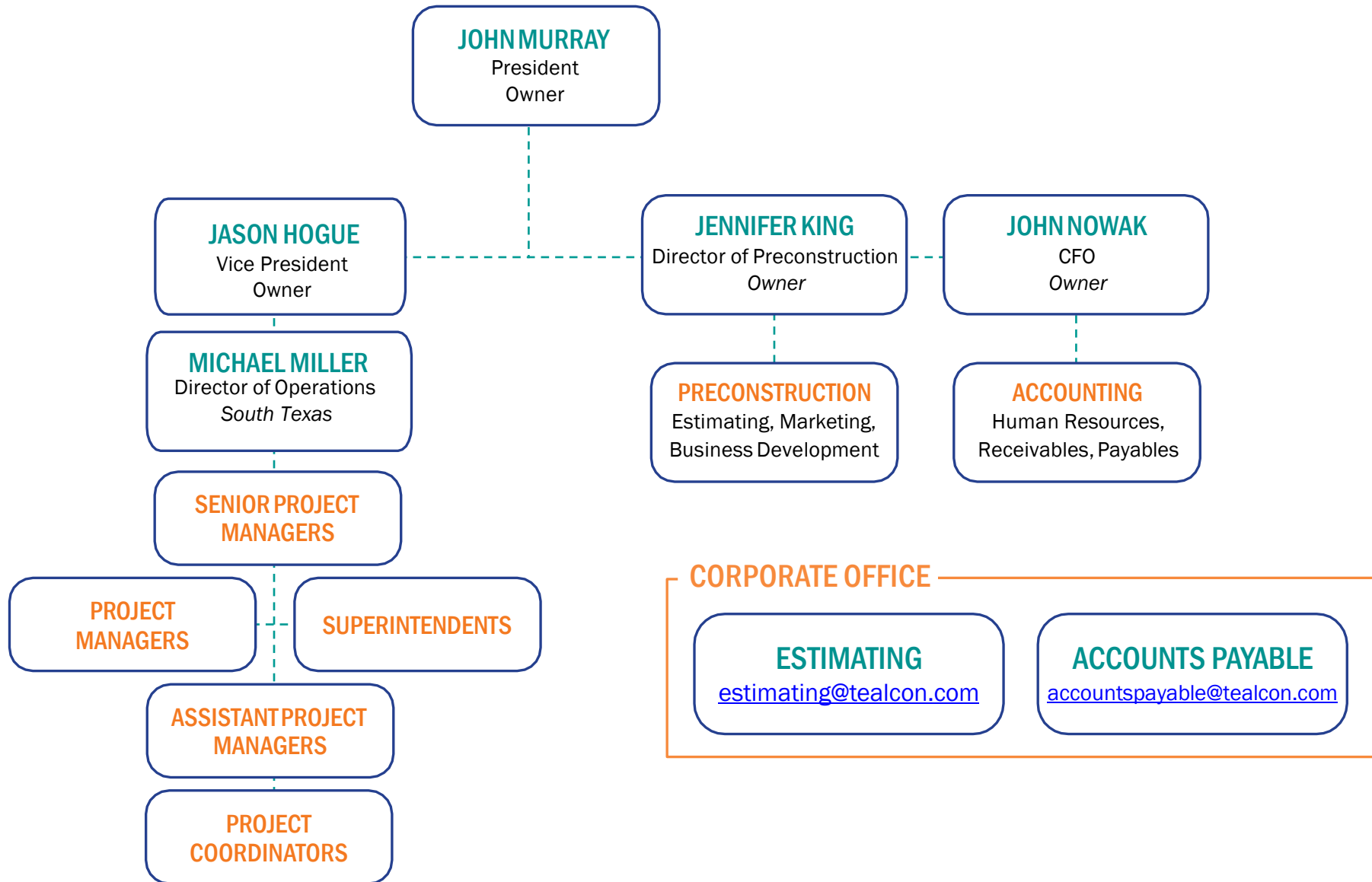
# MARKETS

60% PUBLIC CONTRACTS

40% PRIVATE CONTRACTS



# CORPORATE STRUCTURE



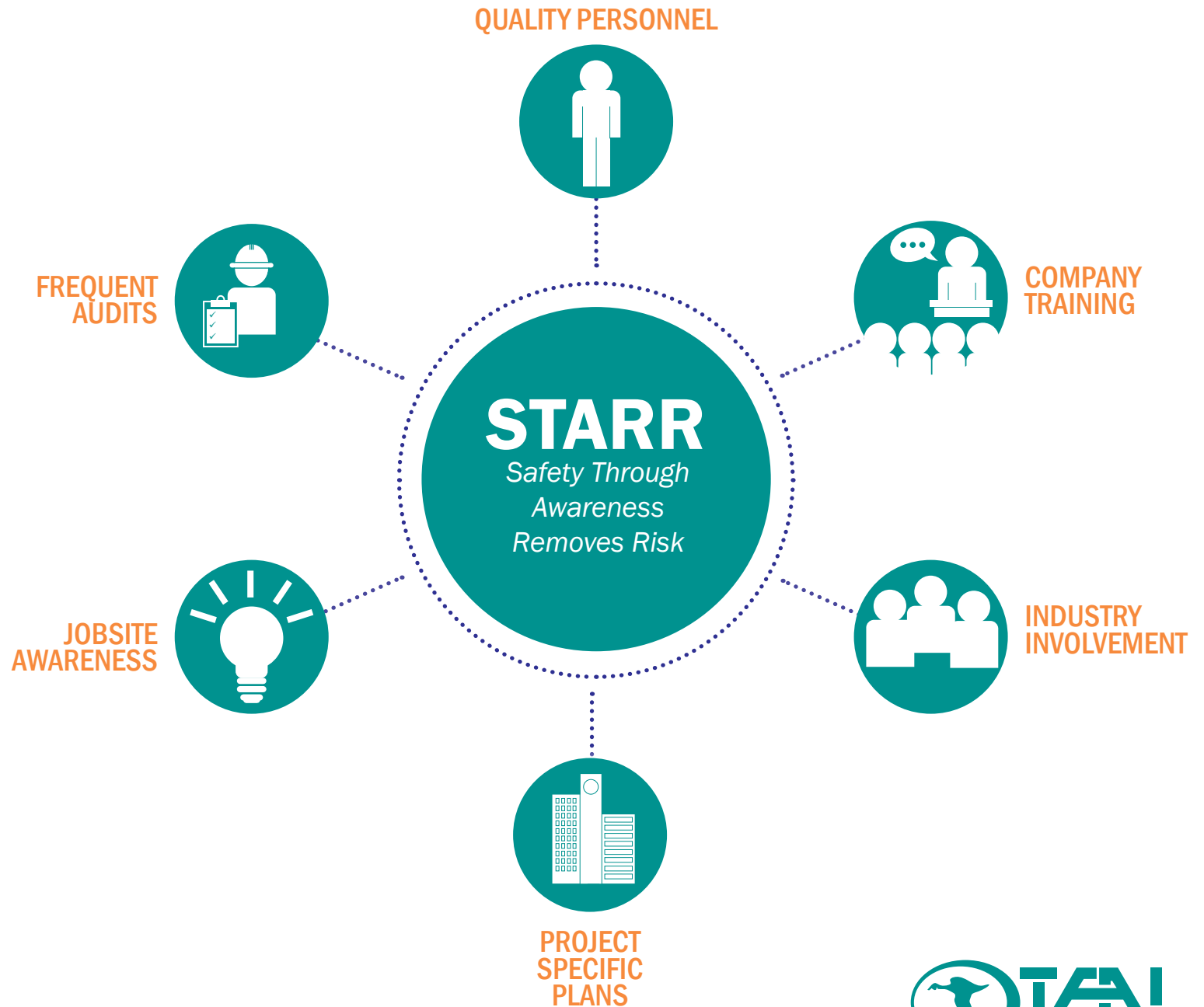
# ABC STEP AWARD WINNER

## PLATINUM

2009  
2010  
2011  
2012  
2013  
2014  
2015  
2016  
2018  
2020

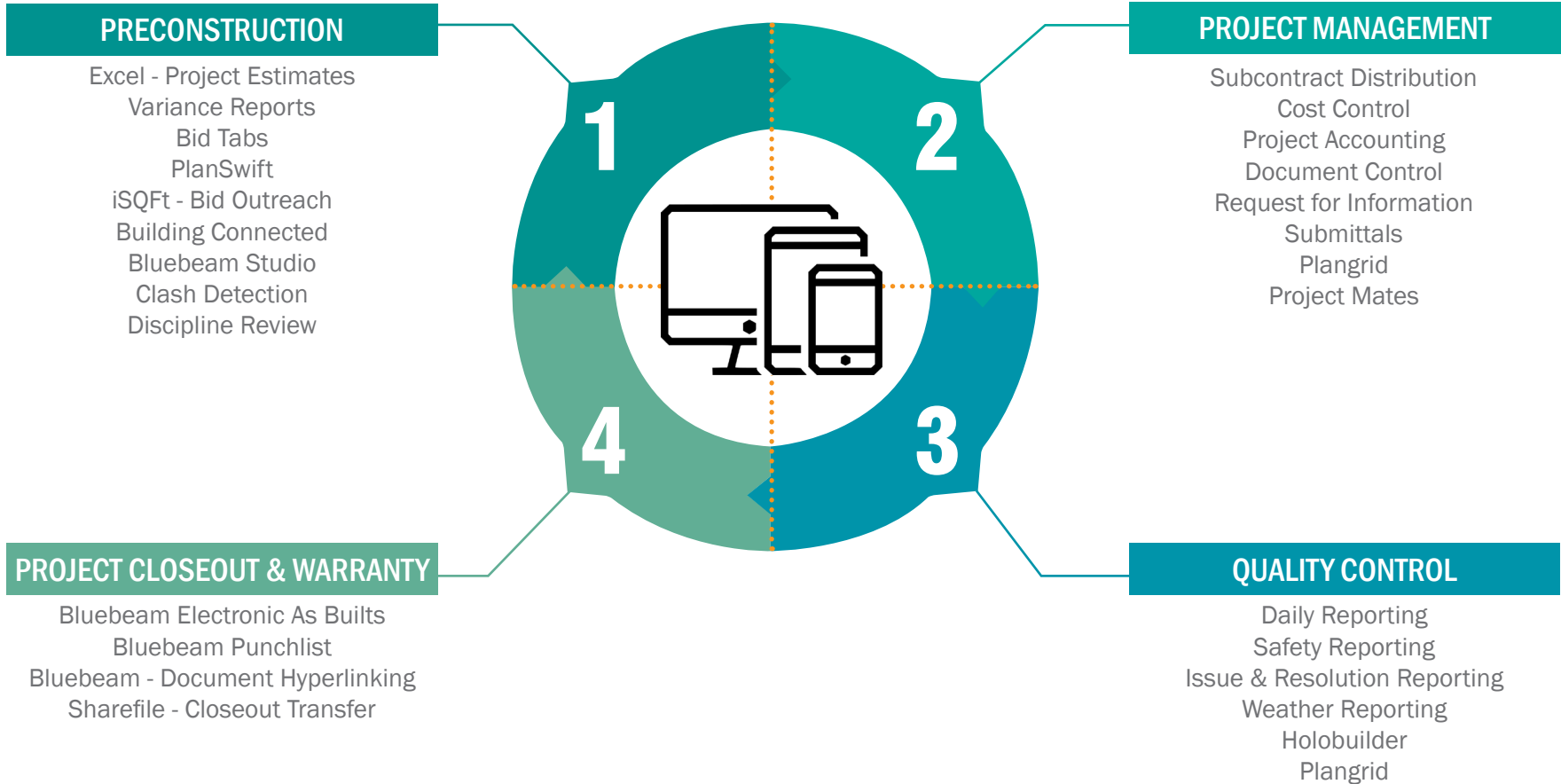
## DIAMOND

2017  
2019



# TECHNOLOGY

## TOTAL TEAM CONNECTIVITY





**TEAL CONSTRUCTION**  
HOW TO BID PROJECTS

# ONLINE BIDDING SOFTWARE

## BUILDING CONNECTED

### BUILDING CONNECTED EXAMPLE

The screenshot shows the 'Medina County Annex Building' project page. The top navigation bar includes '← Back to Projects', the project name, and a dropdown menu. Below this is a menu with 'BID PACKAGES', 'MESSAGES', 'FILES', 'INFORMATION', 'BID FORMS', 'TEAM', and 'REPORTS'. The main content area displays project details: 'Bids Due' (Aug 27, 2019 - 2:00PM CDT), 'Location' (1202 14th Street, Hondo, TX 78861), 'Project Size' (38,700 sq. ft.), 'Architect' (RVK Architects), and a detailed 'Description'. A 'Public' section notes that the project is available for public bidding via the Teal Construction Company Public Plan Room. A 'PRIVATE INFORMATION' section is also visible, with a '+ Add Private Information' button. On the right side, there is a 'Copy to...' dropdown, an 'Edit Information' button, and logos for 'Teal Construction Company Houston' and 'Jennifer King'.

### BID SCOPE PACKAGE EXAMPLE

Project	Medina County Annex Building				
Bid Package	<b>Concrete</b>				
Date	9/5/2019				
	PROJECT SPECIFIC INCLUSIONS:	Bidder Name	Urban Concrete	Ranger	
	<b>General Scope Requirements</b>	<b>Base Bid</b>	\$ 822,475.00	\$ 870,000.00	
1		ALT 1	\$ 56,126.00	\$ 35,000.00	
2		ALT 5	\$ 195,373.00		
3	SALES TAX: This project is tax exempt therefore all applicable sales and use taxes are excluded.		incl	incl	
4	MOBILIZATIONS: Multiple mobilizations as required to complete the scope of work.		2 mobs	2 mobs	
5	SCHEDULE: Subcontractor agrees to follow the Project Schedule and meet the milestone dates. Certain areas may be made earlier than originally indicated on Schedule. Subcontractor must be prepared for any adjustments to the Schedule as work progresses.		incl	incl	
6	INSURANCE: Subcontractor shall provide and maintain required standard insurance coverage as required		incl	incl	
7	SURVEYING & LAYOUT: All vertical and horizontal layout associated with this work, working from benchmarks and control points established by others, for the work of this subcontract to be performed by this Subcontractor.		incl	incl	



# SUBCONTRACTOR PARTNERSHIPS

## SUBCONTRACTOR PREQUALIFICATIONS

Download form from [Tealcon.com](http://Tealcon.com) or through Building Connected

- Current Project Workload
- Past Project Experience
- References
- Financial Stability
- Safety Record

## PROJECT SPECIFIC -PRIOR TO CONTRACT

- Current Project Workload
- Past Project Experience
- Scope of Work Compliance
- Manpower - Schedule Compliance

## SUBCONTRACTOR BONDS

- Project by Project basis - Contracts
- Scope of Work
- Contract Value
- Typical Bonded Subs
  - Scope over 250K
  - MEP
  - Building Envelope

## CONTACT INFORMATION

Bidder's List

Sheree Agee

Preconstruction Manager

HUB Coordinator

[shereeagee@tealcon.com](mailto:shereeagee@tealcon.com)

Subcontractor Information

[www.tealcon.com/  
subcontractors](http://www.tealcon.com/subcontractors)

Prequalification Form

Standard Subcontract

Safety Manual



# SUBCONTRACTOR INSURANCE

## STANDARD LIMITS\*

TYPE OF INSURANCE	LIMITS OF LIABILITY	
Worker's Compensation	Statutory Limits	The WCP shall cover all Subcontractors' jobsite employees and include a wavier of subrogation in favor of Indemnified Parties executed on endorsement form required
Employer's Liability	\$1,000,000	
General Liability Insurance	\$2,000,000 \$1,000,000 \$1,000,000 \$1,000,000 \$50,000 \$5,000	General Aggregate Products & Completed Operations Aggregate Personal & Advertising Injury Limit Each Occurrence Limit Fire Damage (any one fire) Limit Medical Expenses (Any one person) Limit
Auto Liability Insurance	\$1,000,000	Bodily Injury and Property Damage
Excess (Umbrella) Insurance	\$1,000,000	Bodily Injury and Property Damage per occurrence and in aggregate

\*Insurance is based on each project contractual limits and are subject to change depending on the project

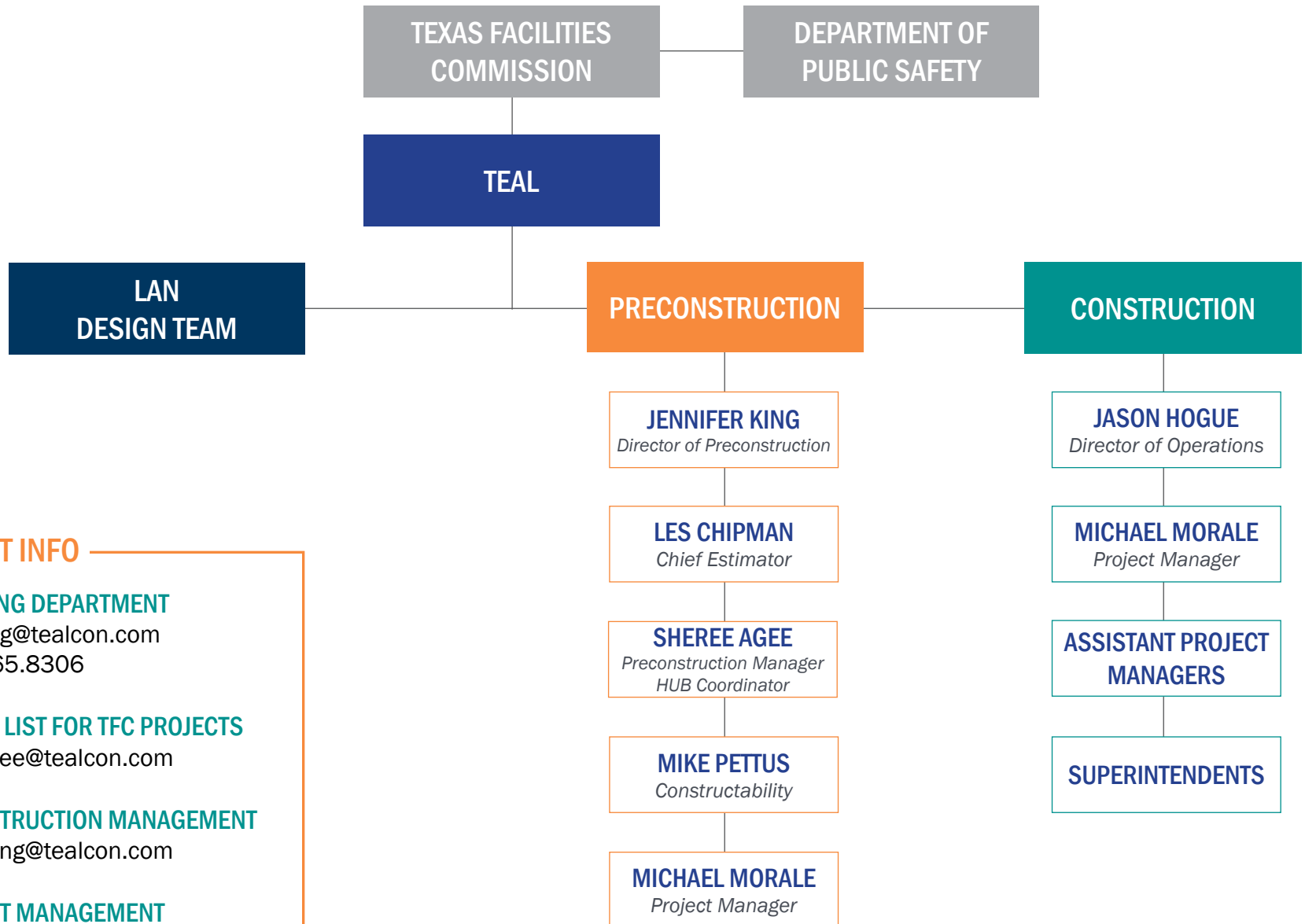






**DPS - DEFERRED MAINTENANCE**  
PROJECT SPECIFIC INFORMATION

# PROJECT TEAM



## CONTACT INFO

### ESTIMATING DEPARTMENT

estimating@tealcon.com  
p. 713.465.8306

### BIDDER'S LIST FOR TFC PROJECTS

shereeagee@tealcon.com

### PRECONSTRUCTION MANAGEMENT

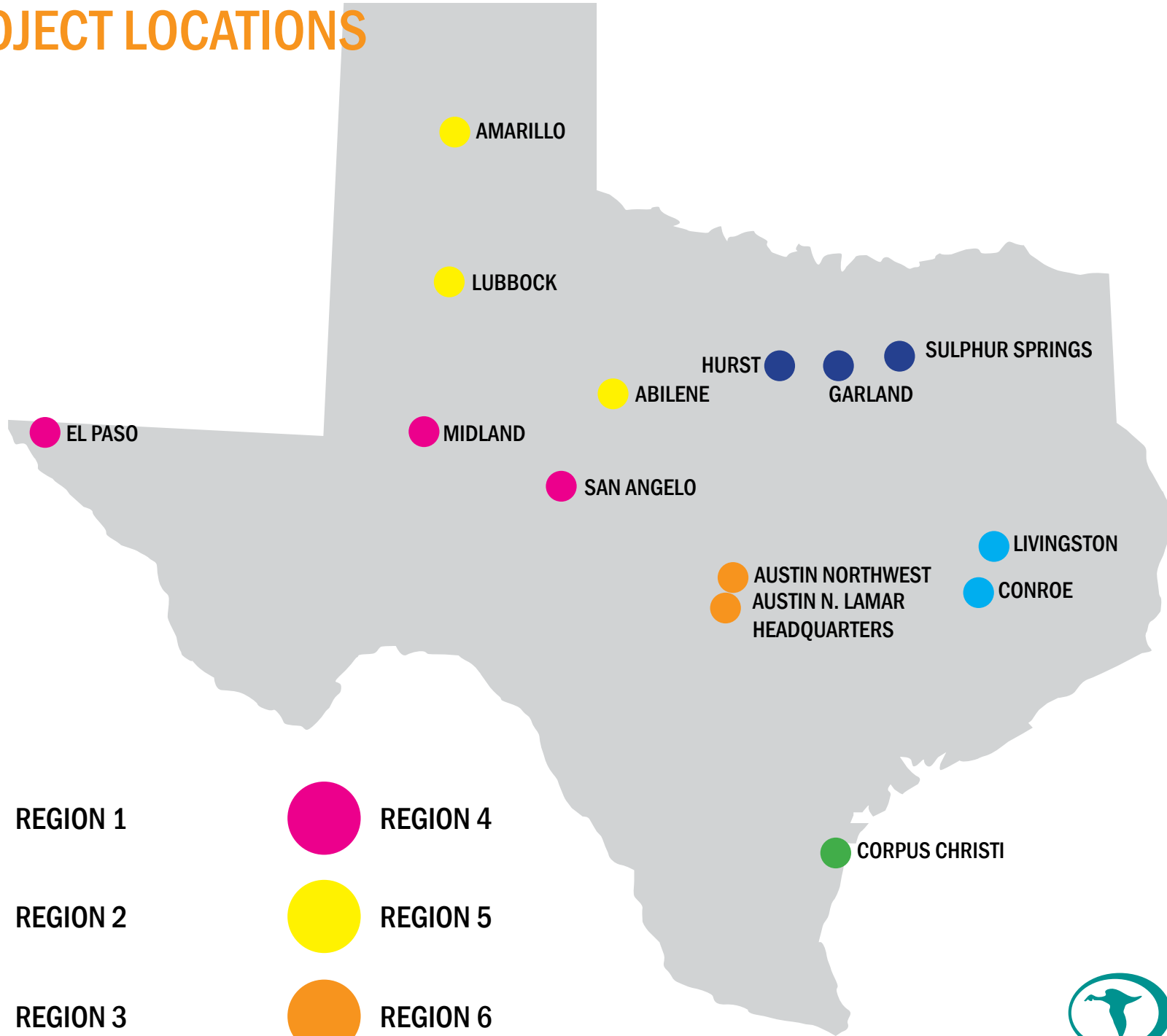
jenniferking@tealcon.com

### CONTRACT MANAGEMENT

estimating@tealcon.com



# PROJECT LOCATIONS



REGION 1

REGION 2

REGION 3

REGION 4

REGION 5

REGION 6



# REGIONAL SCOPES OF WORK

TOTAL COST OF WORK APPROXIMATELY \$21 MILLION



## REGION 1 - GARLAND, HURST, SULPHUR SPRINGS

- ABATEMENT
- CRIME LAB BUILD OUT & INTERIOR BUILD OUTS
- REPLACE ROOFS
- REPLACE HVAC EQUIPMENT
- REPLACE PLUMBING
- REPLACE PARKING LOT AND PEDESTRIAN PAVINGS

**\$3.5 MILLION**



## REGION 2 - CONROE & LIVINGSTON

- ABATEMENT
- REPLACE HVAC DUCTWORK
- CDL EXPANSION
  - SITEWORK, UTILITIES, CONCRETE PEMB, ELECTRICAL, MECHANICAL

**\$855,100**



## REGION 3 - CORPUS CHRISTI

- ABATEMENT
- CRIME LAB BUILD OUT

**\$431,100**

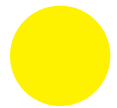
# REGIONAL SCOPES OF WORK



## REGION 4 - EL PASO, MIDLAND, SAN ANGELO

- ABATEMENT
- CRIME LAB BUILD OUT & INTERIOR BUILD OUTS
- REPLACE ROOFS
- REPLACE HVAC EQUIPMENT
- NEW GENERATOR
- REPLACE PARKING LOT AND PEDESTRIAN PAVINGS

**\$4.8 MILLION**



## REGION 5 - ABILENE, AMARILLO, LUBBOCK

- ABATEMENT
- CRIME LAB BUILD OUT
- REPLACE HVAC EQUIPMENT
- REPLACE EXTERIOR DOORS & WINDOWS
- CDL EXPANSION
  - SITEWORK, UTILITIES, CONCRETE PEMB, ELECTRICAL, MECHANICAL

**\$1.2 MILLION**



## REGION 6 - AUSTIN (2 LOCATIONS)

- ABATEMENT & DEMOLITION OF BUILDING
- CRIME LAB BUILD OUT & INTERIOR BUILD OUTS
- REPLACE ROOFS
- REPLACE HVAC EQUIPMENT
- REPLACE PARKING LOT AND PEDESTRIAN PAVINGS
- NEW PEMB BUILDING WITH OFFICE

**\$9.9 MILLION**

# DPS BACKGROUND CHECK

## ALL EMPLOYEES PERFORMING WORK ON THE PROJECT AT ANY/ALL PROJECT LOCATIONS MUST PASS A BACKGROUND CHECK

A conviction or deferred adjudication for one of the following offenses will result in the permanent disqualification of a person from working on the project.

- any act causing death as defined in Texas Penal Code; and
- any felony or misdemeanor involving arson, burglary, breach of computer security, credit card abuse, counterfeiting, forgery, kidnapping, robbery, stalking, terroristic threat, theft, and any sexual offense designated as a felony in Texas Penal Code
- Additionally, anyone who has a current duty to register as a sex offender, is under indictment or is a fugitive from justice is disqualified
- For individuals who have a conviction or deferred adjudication for felonies not enumerated above, 10 years must have passed from the time of disposition or discharge of probation in order for that person to be eligible to provide services.
- For individuals who have a misdemeanor conviction or deferred adjudication for misdemeanors not enumerated above, 5 years must have passed from the term of disposition or discharge of probation in order for the person to be eligible to provide services



# GMP PROPOSAL SCHEDULE

GMP PACKAGE NO.	PROPOSED LOCATIONS	TENTATIVE PROPOSAL DATE
1	Midland - Crime Lab, HVAC, Roof, Electrical, Interior Build Out Austin - Building A Roof, Interior Build Out Austin - Building E Roof Austin - Building R Demolition Austin - Building L New PEMB Building Austin - Guadalupe Pavement Hurst - Roof Sulphur Springs - Roof	October 2020
2	Austin - Building A HVAC Austin - Building C HVAC, Interior Build Out Austin - Building G HVAC, Interior Build Out Austin - Building NW Interior Build Out, Site Work Garland - Crime Lab Amarillo - Crime Lab, Exterior Doors & Windows	October 2021
3	Livingston - CDL Expansion - Sitework, Utilities, PEMB Lubbock - CDL Expansion - Sitework, Utilities, PEMB Garland - Site Work, MEP Hurst - HVAC, Interior Build Out	February/March 2022
4	El Paso - Crime Lab Corpus Christi - Crime Lab San Angelo - HVAC Abilene - HVAC Conroe - HVAC	July/August 2022

## BIDDING PROJECTS

ALL TEAL FORMS MUST BE FILLED OUT AS PER THE BREAKDOWN & RETURNED WITH PROPOSAL

BID FORM

SCHEDULES

SCOPE PACKAGES



# GMP PROPOSALS

## Base Proposal Form – Austin

*If Proposer is submitting on multiple scopes of work, then a Proposal Form will need to be filled out for each Scope of Work.*

Date: \_\_\_\_\_

Submitted by – Company Name: \_\_\_\_\_

Proposed Scope of Work \_\_\_\_\_ **ONE FORM PER SCOPE OF WORK**  
 If applicable: list all specification sections this proposals includes: \_\_\_\_\_

Proposer’s estimate or proposal contact name: \_\_\_\_\_  
 Email address \_\_\_\_\_ Phone: \_\_\_\_\_

### Base Bid Proposal

<u>Building A</u> – Partial Modified Bitumen Reroof LAN Construction Documents dated XX/XX/XXXX, labeled DPS – AUA – 1	\$	
<u>Building A</u> – Warehouse Expansion suppression, mechanical, plumbing, electrical, and fire alarm. LAN Construction Documents dated XX/XX/XXXX, labeled DPS – AUA – 1		
<u>Building A</u> – Guadalupe Street Paving LAN Construction Documents dated XX/XX/XXXX, labeled DPS – AUA – 1	\$	
<u>Building E</u> – New Modified Bitumen Roof LAN Construction Documents dated XX/XX/XXXX, labeled DPS – AUE – 1	\$	
<u>Building R</u> – Abatement & Demolition of Building LAN Construction Documents dated XX/XX/XXXX, labeled DPS – AUR – 1	\$	
<u>Building L</u> – Communications Trailer – Freese Nichols Construction Documents and Specifications dated 09/21/2017, labeled Texas Department of Public Safety Communications Trailer Storage	\$	



**MUST  
BREAKDOWN PER  
PROPOSAL FORM**







**TEAL CONSTRUCTION**  
UPCOMING PROJECTS

# UPCOMING PROJECTS BIDDING

PROJECT	LOCATION	DELIVERY METHOD	BID DATE	BID TIME
Hondo AEM Facility - TxDot	Houston	CSP	09/07/2021	1:00PM
Private - Heavy Trucking Dealership	Houston	Design Build	August 2021	TBD
TFC - DPS Deferred Maintenance - GMP 2	Multiple	Design Build	October 2021	TBD
TFC - DPS Deferred Maintenance - GMP 3	Multiple	Design Build	February/March 2022	TBD
TFC - DPS Deferred Maintenance - GMP 4	Multiple	Design Build	July/August 2022	TBD

Contact [estimating@tealcon.com](mailto:estimating@tealcon.com) to receive an invite or to be put on the bidders list

