



# Doing Business with TFC



**Texas Facilities Commission**



# Agenda

- Overview of Texas Facilities Commission
- Resources
  - Webpage
  - Upcoming Opportunities
  - Educational Sessions
- Small Contractor Program
  - HUB Initiative Plan
- Next Steps
- Questions



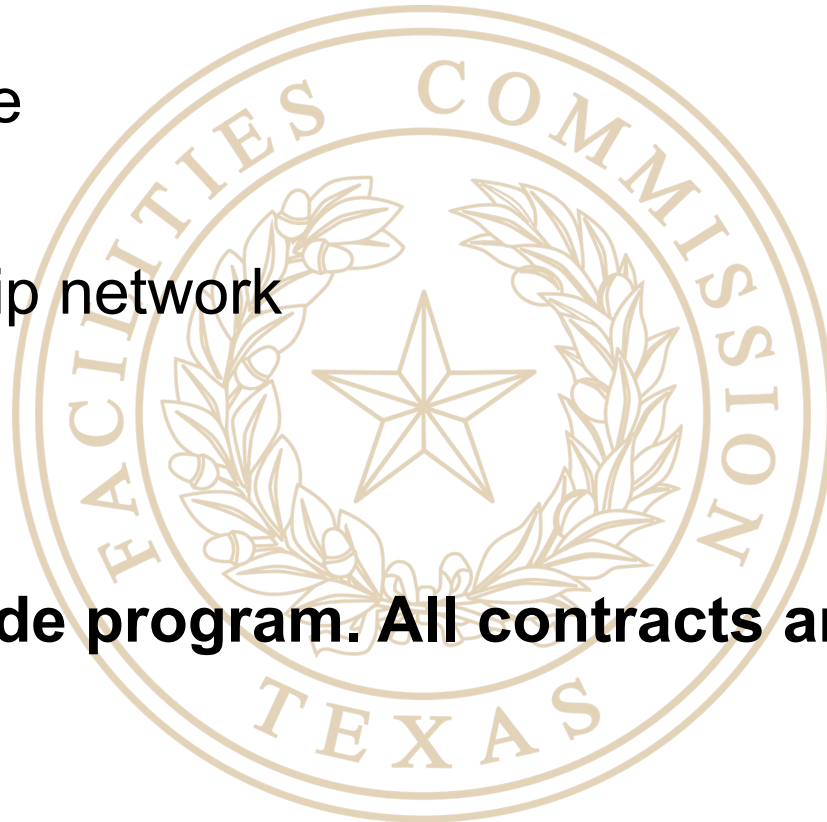


# TFC Commitment

- Diverse Marketplace
- Opportunities
- Grow our partnership network
- Proven Success

NOTE:

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





100+ State Agencies in 243 cities across Texas



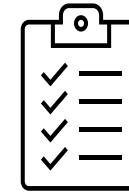
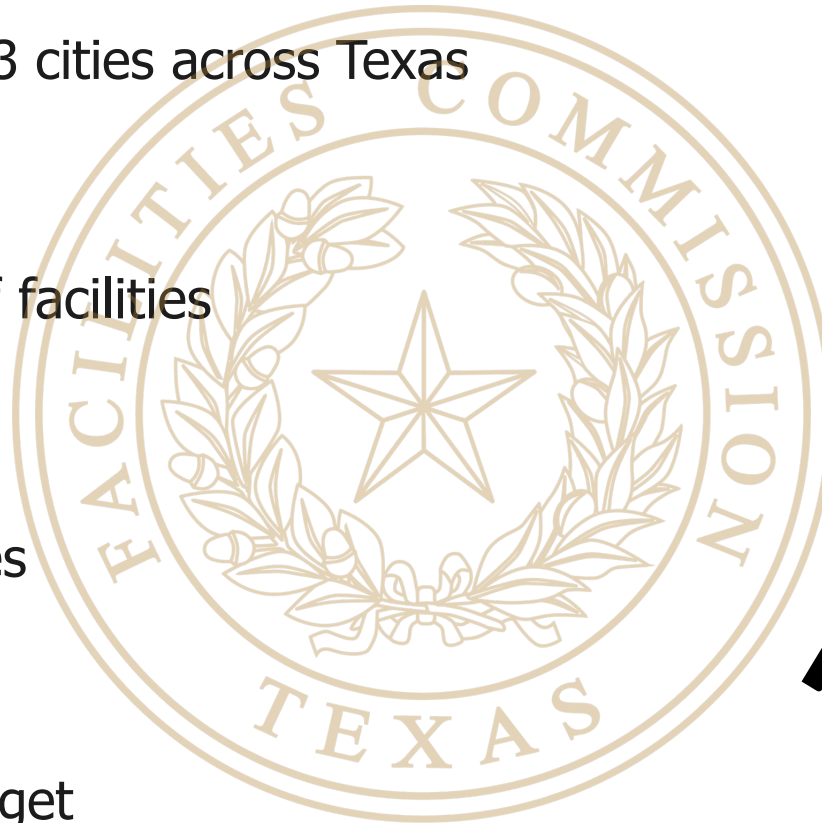
28 million square feet of facilities



144,900 State Employees



\$1B+ 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)





TEXAS FACILITIES COMMISSION

*Build. Maintain. Support.*



# Texas Facilities Commission

HUB expenditures

2023 = \$64.1 Million

2024 = \$155 Million



## EDUCATION AND OUTREACH

# HUB Data

**40**

### OUTREACH EVENTS

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

**\$155M**

### TOTAL HUB EXPENDITURES

**1,117**

### BUSINESSES

received technical  
assistance and or attended  
TFC training/virtual webinar



TEXAS FACILITIES COMMISSION

*Build. Maintain. Support.*



- TFC website – [www.TFC.texas.gov](http://www.TFC.texas.gov)
- HUB program page

# Upcoming TFC Procurement Opportunities



## BUSINESS

- Doing **Business with TFC**
- Find **Procurement Forecast**
- View **Bid Opportunities**
- Find **Contracts, Purchase Orders and Solicitations**
- Become a **HUB vendor**
- Get **Small Contractor Assistance**
- Check on an **Invoice**

URL: [TFC Procurement \(texas.gov\)](https://tfcprocurement.texas.gov)

Texas Facilities Commission    Facilities Management and Operations    Facilities Design & Construction    Surplus Property    About    Popular



## TFC Major Solicitation Forecast

### Facilities Design & Construction / Facilities Maintenance and Operations / Other Major Projects Forecast

\*\*The information below is provided as a tool to assist potential respondents in preparing a response to TFC advertised solicitations. TFC reserves the right to alter, modify, combine, or delete any components of the forecast, including budget, description, and/or projected posting date.

Key: ■ Posted    ■ Closed    ■ Cancelled    ■ Awarded

Facility	FY22-FY23 Appropriation	Description	Delivery Method	Tentative Schedule	RFP/RFQ#
<b>Forecast is updated weekly.</b> <b>**Changes from the previous week are indicated in Red Font**</b>					
Various	\$1,000,000	As-Needed General Bldg. Maintenance, Austin Area	RFP	7/22/2022	303-2-00501
N/A	Not Disclose	Various Forklifts and Lifts	IFB	7/22/2022	TBD
N/A	\$100,000	Two Garage Sweepers	IFB	7/22/2022	303-2-02258
N/A	\$200,000	Commercial Pressure Wash Vehicle	IFB	7/22/2022	303-2-02173
Various	\$8,000,000	Performance Contracting	RFQ	7/22/2022	303-2-01752
PBBHC	\$3,000,000	A/E Services for Permian Basin Behavioral Health Clinic	RFQ	7/22/2022	303-2-02200







TFC Project	GC Prime Name
Captiol Complex Phase 2	JE Dunn Construction
DPS: Expansion of Wilco Training Facility	TBD
DPS: Water Treatment at Wilco Tactical Training Center	TBD
Flexspace Campus	TBD
Guadalupe Medical Center	TBD
Permian Basin Behavioral Health Clinic	Robins & Morton
TSD Student Housing & Classroom Expansion	Flintco
TxDMV Camp Hubbard	TBD
TFC 20-21DM DSHS Multiple Building Project.	SpawGlass Contractors
TJJD: New Facility Construction	TBD
TSLAC: New Facility Construction	TBD





# Educational Sessions



## OSHA 30 Online Training for \$30

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>



The HUB Huddle- Early 2025

This session will be offered once a month and during your lunch time. Each session only runs 20-30 minutes and hits on one specific business topic. The goal is to give you actionable tips and advice you can use today. So, pack your lunch and tune in.



# Small Contractor Participation Assistance Program

(TX Gov't Code 2166.259)

## **Background**

Texas Government Code, Section 2166.259, requires the Texas Facilities Commission to maintain the Small Contractor Participation Assistance Program for public works projects undertaken and executed by the commission. Created by the Texas Legislature in 1995.

## **Purpose**

The purpose of the Small Contractor Participation Assistance Program is to ensure full opportunity for participation by small contractors in certain public works projects involving a contract or aggregated multiple contracts with an estimated cost of more than \$1 million.

TFC staff members are available to provide general information about the program as well as technical assistance for building construction projects managed by TFC.



# 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 **RELATIONSHIPS**
- Seek assistance from the Small Business Development Centers
- Attend Bid Conference & Industry related Meet & Greet
- Research the clients you want to do business with.



## 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 & Greet
- Request a debrief of solicitation that were not awarded
- Do your research
  - Opportunities
  - Prime's reputation
  - Payment process





## *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**



## *Contact us*

Contact Us: [HUB@tfc.texas.gov](mailto:HUB@tfc.texas.gov)

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Got Questions?

