

TEXAS FACILITIES COMMISSION (TFC) PRESENTS

# Meet The Prime

## *Webinar Series*

Our Legacy: Build. Support. Maintain.



Featured Prime : COBBFENDLEY

September 14, 2021 at 1pm

# Overview

- TFC Overview
- Cobb Fendley 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

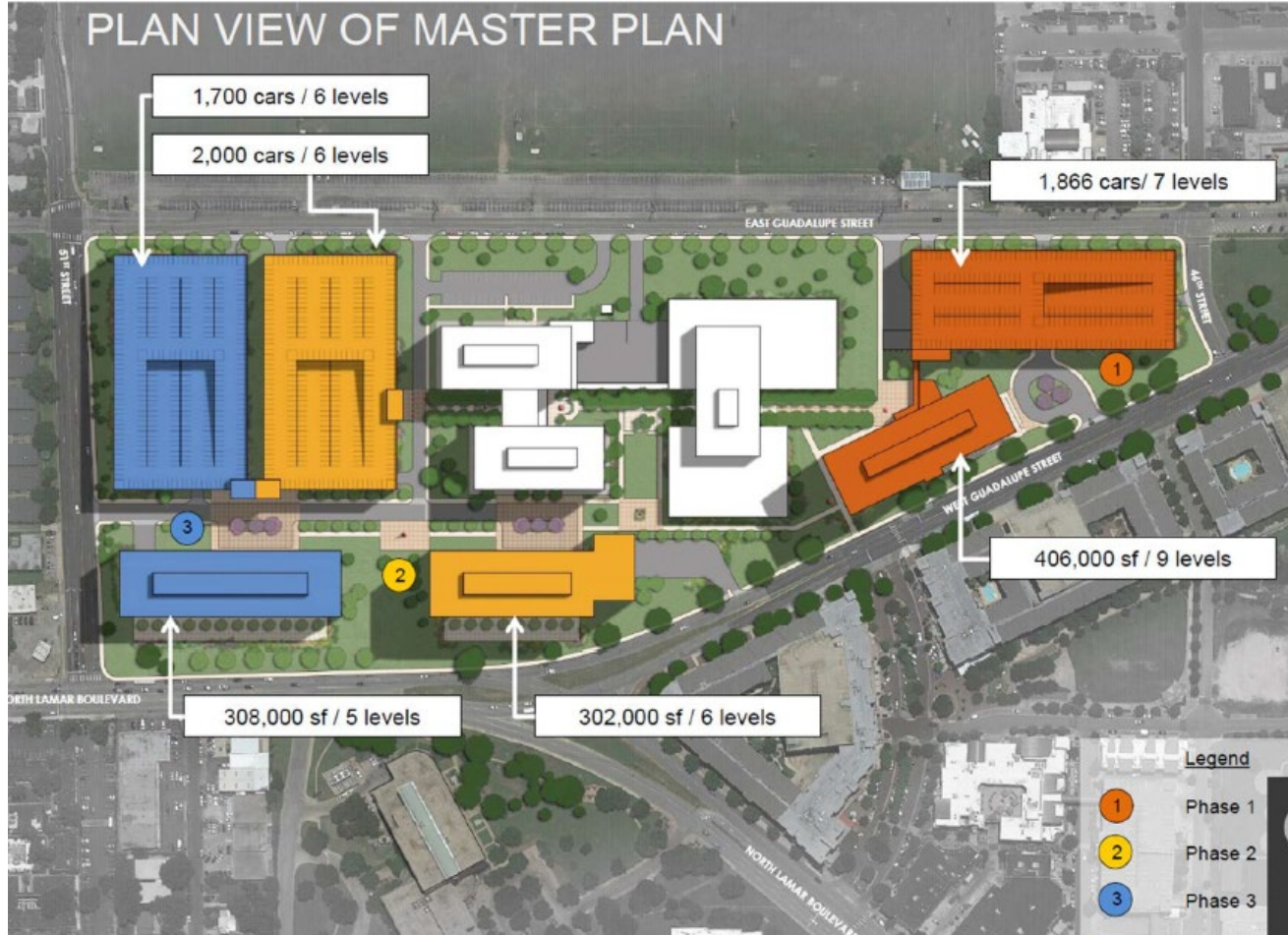
Project CxA RFQ –Nov 2021

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>

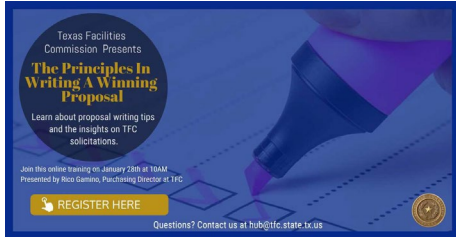
TFC and DWC OSHA30 video <https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be>



## 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)

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HUB Director  
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HUB Coordinator  
512.201.9700

**Follow TFC On:**



@TFCtx



# MEET THE PRIME

 CobbFendley



KEVIN WOLF, PE



DERRICK HORVATH, PE

# ABOUT OUR FIRM



## FOUNDED IN HOUSTON IN 1980

41 years of success.



## FULL-SERVICE ENGINEERING & SURVEYING

18 dedicated service groups including specialty services - Utility Coordination, GIS, SUE, and Right-of-Way.

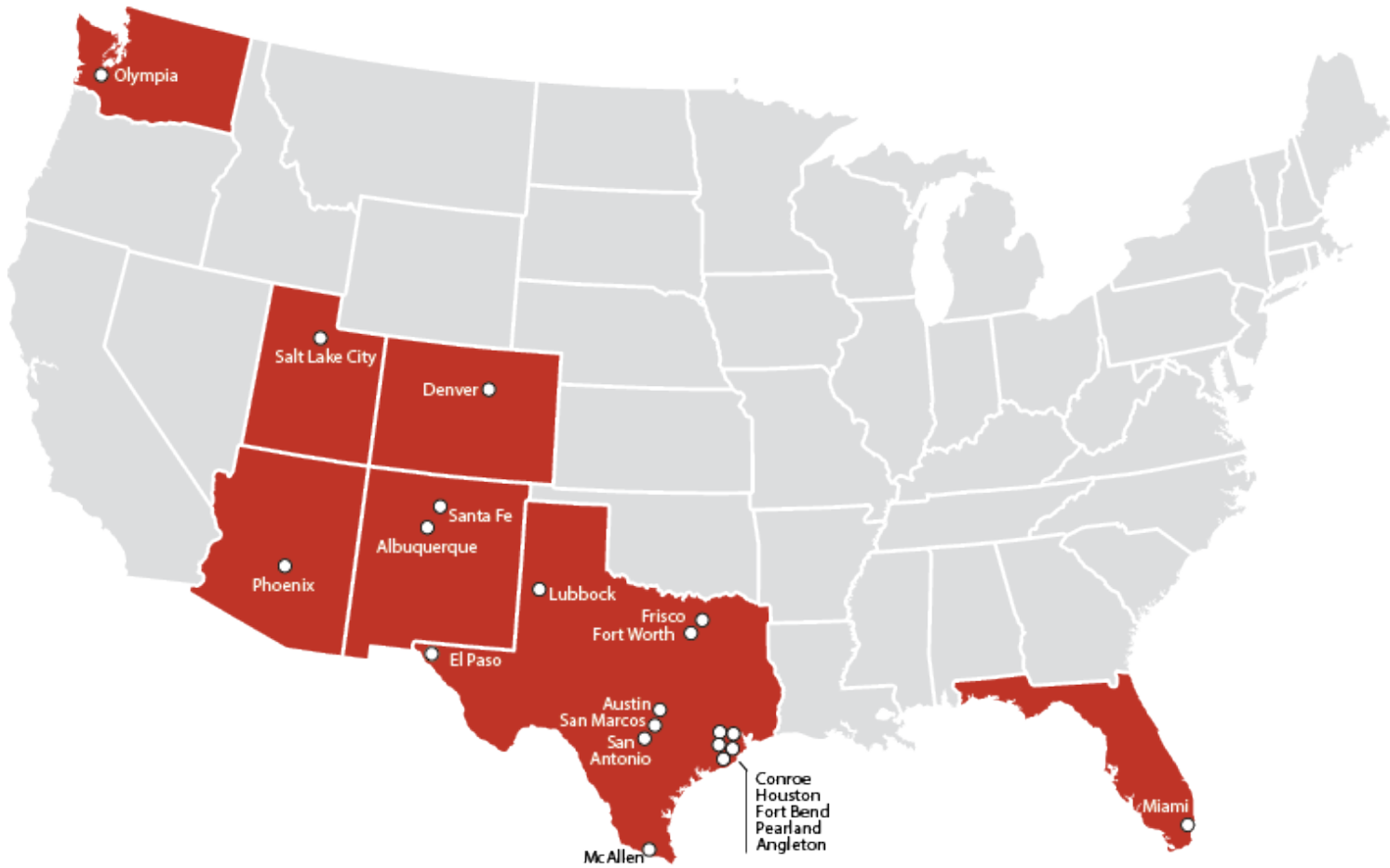


## A DEPTH OF RESOURCES

500+ employees in 20 office locations throughout Texas, New Mexico, Arizona, Utah, Colorado, Florida, and Washington.



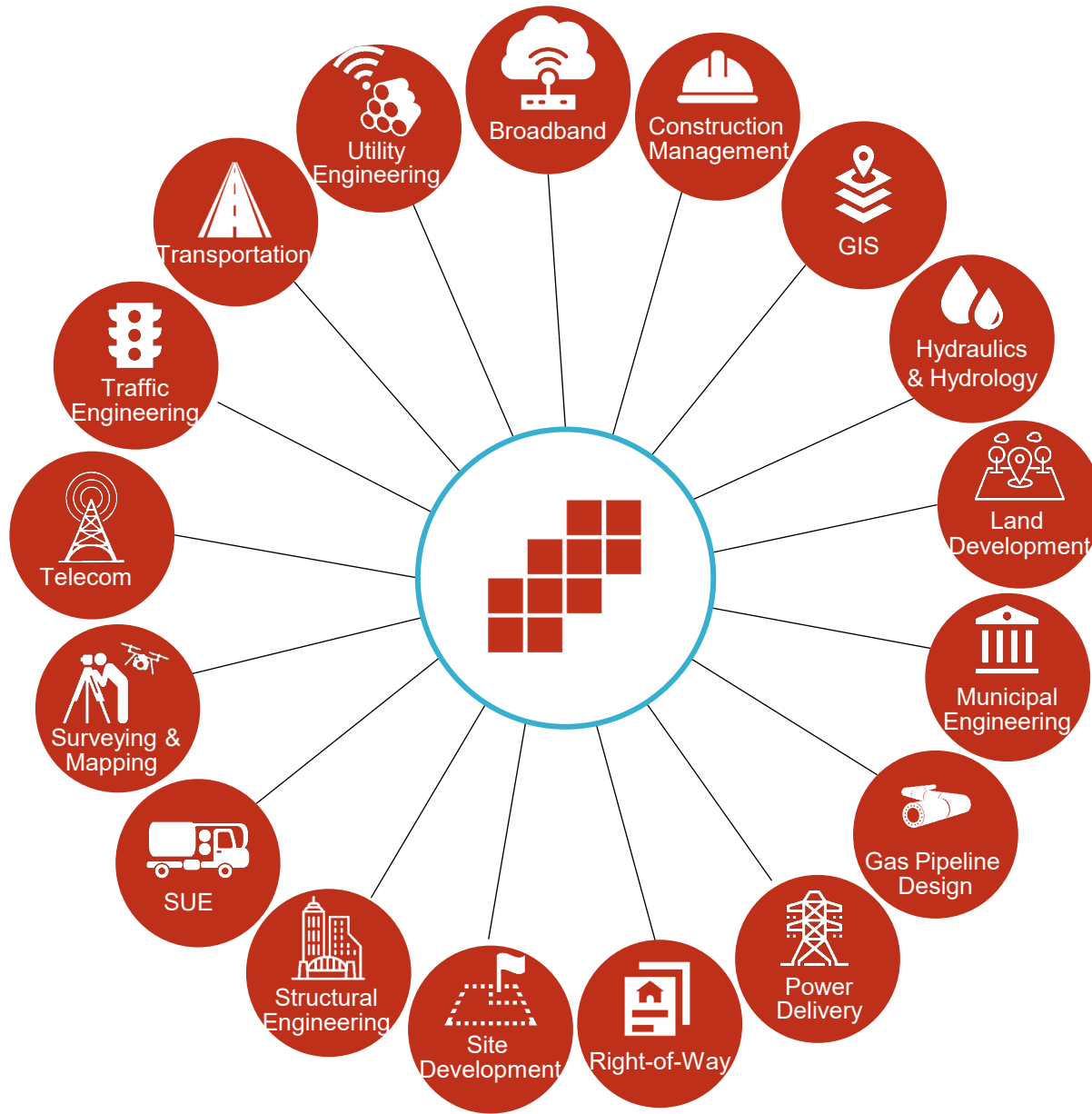




# OUR LOCATIONS

20 LOCATIONS ACROSS THE US





- **TxDOT**
- **Cities and Counties**
- **Port and Toll Authorities**
- **Airports**
- **State Agencies**
- **Federal Agencies**
- **Private Utilities**
- **Developers**
- **Education**
- **Healthcare**
- **Other A/E/C Firms**



# OUR CLIENTS

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RELATIONSHIPS BUILT ON  
RELIABILITY, QUALITY AND  
RESPONSIVENESS.



# OUR TFC EXPERIENCE



## Capitol Complex

Phase 1

26.6% HUB Utilization



## North Austin Complex

Phase 1 & 2

26.3% HUB Utilization



## Civil/Survey IDIQ

2017 – Present



# LOCAL EXPERIENCE

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## Taylor Lane Widening, Travis County

- PS&E roadway design for 1.8 miles of improvements to Taylor Lane

### Subcontracted Services:

- Civil Engineering
- Geotechnical Investigations
- Pavement Design
- Environmental
- Surveying
- Structural Engineering
- Public Involvement



# LOCAL EXPERIENCE

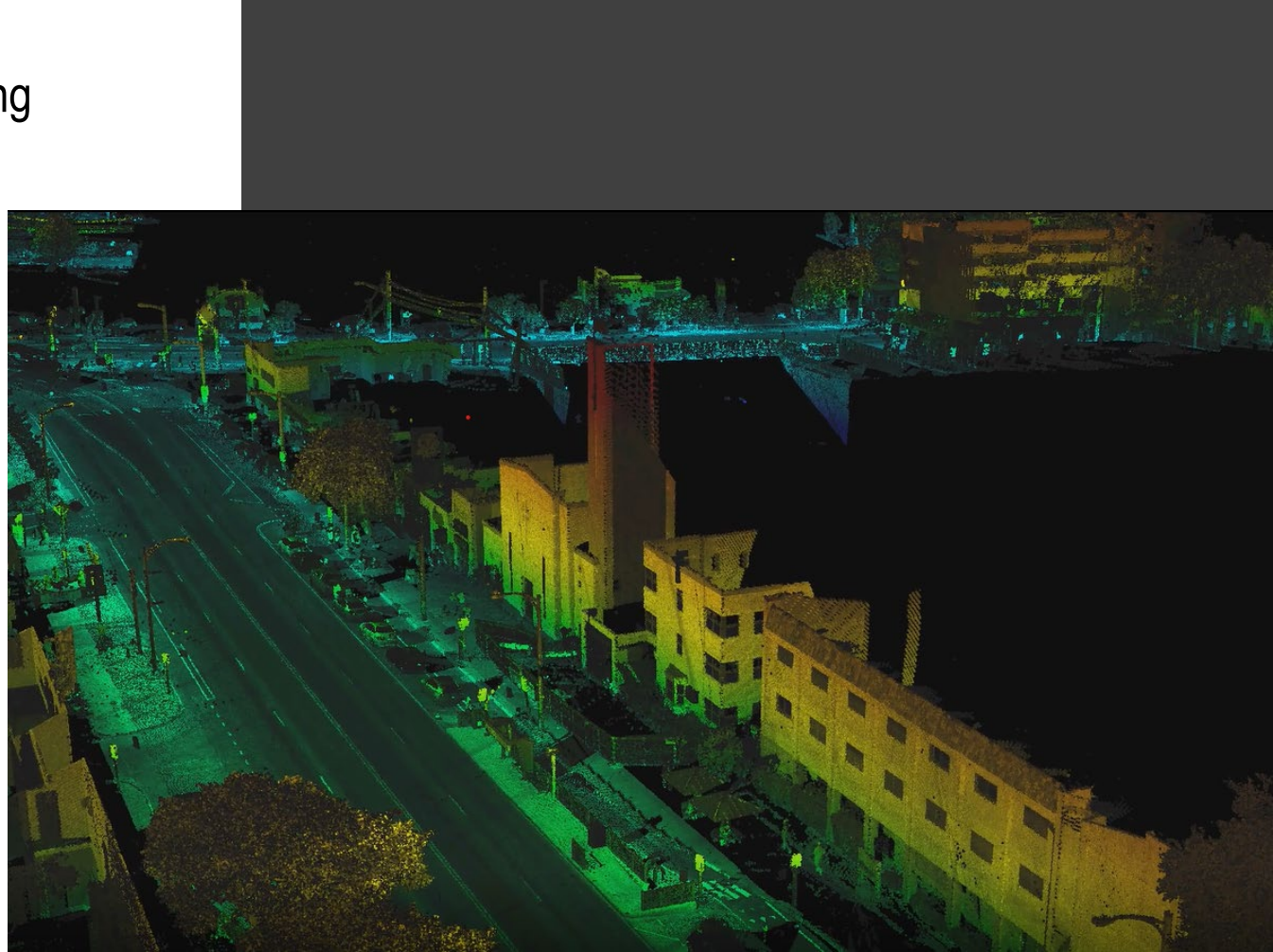
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## City of Austin Rotation Lists

- Small Diameter Water/Wastewater Pipeline Engineering
- Small Scale General Civil Engineering
- ATD 2021 Transportation and Traffic Engineering
- Surveying
- Subsurface Utility Engineering

## Subcontracted Services:

- Geotechnical Investigations
- Environmental
- Civil Engineering
- Structural Engineering
- Traffic Counting and Engineering
- Surveying
- Permitting
- ADA/TDLR Compliance
- Cost Estimating



# SUBCONTRACTING OPPORTUNITIES

## External Services:

- Environmental Engineering
- Geotechnical Engineering
- Landscape Architecture/Design
- Architectural Engineering
- MEP/SCADA Engineering
- TDLR/ADA Compliance
- Public Outreach

## Internal Services:

- Civil Design
- Structural Engineering
- Survey
- Construction Phase Services



# TEAMING PARTNERS

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## What We Look For:

- Up-to-date certifications
- **Added value**
  - Knowledge of the client and the project
- Similar experience (firm and team)
  - Expertise in related scope, in-house staff with capacity to perform scope, client and consultant references, history/reputation
- **Existing relationship with the client**
- Assistance in SOQ development/shortlist interviews
- Collaboration on future opportunities – looking to form a relationship





# CONNECT WITH US

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## ✓ TFC Meetings

## ✓ Community Involvement

- Williamson County “Learn to Fish” Day

## ✓ Conferences and Events

- TCEI Expo 2021
- SAMCo State of TxDOT
- ASCE CECON 2021

## ✓ Professional Organization Meetings

- American Council of Engineering Companies
- American Public Works Association
- American Society of Civil Engineers
- American Society of Highway Engineer
- American Society of Mechanical Engineers
- American Society for Photogrammetry and Remote Sensing
- American Water Works Association

- International Right-of-Way Association
- Institute for Leadership in Capital Projects
- National Society of Professional Engineers
- Society of American Military Engineers
- Society of Hispanic Professional Engineers
- Society of Marketing Professional Services
- Texas Council of Engineering Companies
- Texas Floodplain Management Association
- Texas Gas Association
- Texas Municipal League
- Texas Society of Professional Engineering
- Texas Society of Professional Surveyors
- Underground Construction Technology Association
- Utility Engineering & Surveying Institute
- Women in Transportation



# CONNECT WITH US

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Progress requires real  
partnerships.

[www.cobbfendley.com](http://www.cobbfendley.com)  
(512) 834-9798



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# QUESTIONS?

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