



Statewide Historically Underutilized Business Program



Texas Department of Information Resources

# HUB Talk 5: Construction Opportunities Part I

# AGENDA

## Construction Opportunities

- Texas Health and Human Services Commission
- Texas Department of Criminal Justice
- University of North Texas System
- Questions and Answers

# HOST SPEAKERS



**Maya Ingram**  
Statewide HUB Program Manager  
Texas Comptroller of Public  
Accounts



**Lynn Hodde**, Director  
HUB Program, Outreach and Training  
Texas Department of Information  
Resources

# GUEST SPEAKERS



**Richard Ehlert, CTCD, CTCM**  
**Director, Complex Construction**  
Health and Human Services  
Commission



**Sharon Schultz**  
HUB Director  
Texas Department of Criminal  
Justice



**Greg Obar**  
Senior Director for Strategic  
Management & HUB Coordinator  
University of North Texas System



**TEXAS**  
Health and Human  
Services

# **HHSC Construction Procurement Overview**

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**Richard D. Ehlert, CTCD, CTCM**

*Texas Department of Criminal Justice*



**HISTORICALLY UNDERUTILIZED BUSINESS**  
*Program*

*Sharon Schultz, HUB Director*



## ***Texas Department of Criminal Justice*** **HUB Mission Statement**

***The mission of the HUB Program for the Texas Department of Criminal Justice is to promote and increase contracting opportunities with Historically Underutilized Businesses. The HUB Program will provide those businesses and agency staff the assistance necessary for the success of this mission.***



## **Construction Opportunities with the Texas Department of Criminal Justice**

**The TDCJ posts all construction bid opportunities that are in excess of \$25,000 on the Electronic State Business Daily(ESBD). The ESBD is located on the website of the Texas Comptroller of Public Accounts at,**

**<http://www.txsmartbuy.com/sp>**

**Any vendor able to meet the bid requirements may bid on TDCJ opportunities.**



**To search the ESBD for TDCJ construction contracts, enter number 696 for the Agency/Texas SmartBuy Member Number. Make sure that the Status box indicates the Posted option. Then click on the Search button.**

## ELECTRONIC STATE BUSINESS DAILY SEARCH

View any solicitation by selecting or entering a field below. Sign in is NOT required.

For instructions on submitting bid responses, please review the posting entity's solicitation and attached bid documents.

Solicitations

[Awards No Solicitation](#)

Agency/Texas SmartBuy Member Name

Status

Keyword Search

Agency/Texas SmartBuy Member Number

NIGP Class/Item

Solicitation ID

Date Range

Start Date

End Date

Search

Clear Filters

**Please only use Google Chrome to navigate this site.**



Once the results are identified you can click on any bid opportunity you may be interested in to get specific details.

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## 31 RESULTS FOUND

### TDCJ GENERATORS

Solicitation ID: IW033257 | Due Date: 6/12/2020 | Due Time: 3:00 PM | Agency/Texas SmartBuy Member Number: 696 | Status: Addendum Posted | Posting Date: 5/28/2020

Creation Date: 5/28/2020 2:21 pm | Last Updated: 6/5/2020 2:12 pm

### TDCJ Hughes 21 Ton AHU Re-solicitation

Solicitation ID: 696-0-IW023744-A | Due Date: 6/23/2020 | Due Time: 3:00 PM | Agency/Texas SmartBuy Member Number: 696 | Status: Posted | Posting Date: 6/5/2020

Creation Date: 6/5/2020 10:10 am | Last Updated: 6/5/2020 10:12 am

### Status Herbicide

Solicitation ID: IW034228 | Due Date: 6/19/2020 | Due Time: 3:00 PM | Agency/Texas SmartBuy Member Number: 696 | Status: Posted | Posting Date: 6/4/2020

Creation Date: 6/4/2020 9:43 am | Last Updated: 6/4/2020 9:44 am

### Clothing Shirts, Dress & Casual

Solicitation ID: IW030374 | Due Date: 6/17/2020 | Due Time: 3:00 PM | Agency/Texas SmartBuy Member Number: 696 | Status: Addendum Posted | Posting Date: 5/15/2020

Creation Date: 5/15/2020 4:52 pm | Last Updated: 6/4/2020 8:34 am

### ENVELOPE OVERPRINTER

Solicitation ID: IW026627 | Due Date: 6/24/2020 | Due Time: 3:00 PM | Agency/Texas SmartBuy Member Number: 696 | Status: Posted | Posting Date: 6/3/2020



**Most TDCJ construction contracts will be over \$100,000 requiring the completion of a HUB Subcontracting Plan (HSP). When the agency posts a bid on the ESBD that requires a HSP, one will be included in the bid packet. A representative of the TDCJ HUB Program will be at the Pre-Proposal/Pre-Bid/Site Visit to explain how to correctly complete the HSP. The first step of the evaluation process for TDCJ is the HSP evaluation. Bid submissions that do not include a required HSP or an incorrectly completed HSP will be rejected thus rejecting the bid from consideration. The TDCJ HUB Team is available for assistance, and our agency staff is User Friendly please take advantage of the resources we have to offer.**



## **HUB PROGRAM CONTACT INFORMATION**

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# Construction Projects at UNT System

Greg Obar

Senior Director for Strategic Management & HUB Coordinator

6/10/20



# About the UNT System

- University of North Texas
  - Student-centered research university with more than 38,000 students
  - 105 bachelor's, 88 master's, and 37 doctoral degree programs
  - Minority majority student population
- UNT Health Science Center
  - Nationally recognized for leadership in developing primary care physicians
- UNT Dallas
  - First public university in the city of Dallas
  - Includes College of Law in Downtown Dallas
- UNT System Administration
  - Main Street, Downtown Dallas
- Boosts economic activity in North Texas region by nearly \$5.2 billion annually.
- More than 100,000 alumni live and work in the North Texas area.
- Awards more than 5,300 degrees annually.



# Normal Solicitation Types Used

- Request for Qualification
  - Selection based only on qualifications of team submitted
- Request for Proposal
  - Selection based on “Best Value”
- Request for Competitive Sealed Proposal
  - Selection based on “Best Value”
- Request for Proposal/Construction Manager at Risk
  - Selection based on “Best Value”



# Best Value (example for commodities)

## Sec. 51.9335. ACQUISITION OF GOODS AND SERVICES.

- b) In determining what is the best value to an institution of higher education, the institution shall consider:
- (1) the purchase price;
  - (2) the reputation of the vendor and of the vendor's goods or services;
  - (3) the quality of the vendor's goods or services;
  - (4) the extent to which the goods or services meet the institution's needs;
  - (5) the vendor's past relationship with the institution;
  - (6) the impact on the ability of the institution to comply with laws and rules relating to historically underutilized businesses and to the procurement of goods and services from persons with disabilities;
  - (7) the total long-term cost to the institution of acquiring the vendor's goods or services;
  - (8) any other relevant factor that a private business entity would consider in selecting a vendor; and
  - (9) the use of material in construction or repair to real property that is not proprietary to a single vendor unless the institution provides written justification in the request for bids for use of the unique material specified



## Typical Selection Committee

- UNT System Facilities representatives
- Campus/stakeholder representatives
- Purchasing department representative
- HUB Coordinator
- UNT System Construction Solicitation Coordinator
- Other relevant representatives



# Typical Evaluation Criteria

- Quality and responsiveness of the submittal
- Current capabilities
- Relevant experience
- Management procedures and design methods (RFQ)
- Quality of past and current projects
- Local representation
- Project specific criteria
- Proposed contract modifications
- Safety record/program (RFP and RFCSP)

*Prior UNT Experience not a requirement*



# Tips for Solicitation Responses

- Pay close attention to the selection criteria
- Response should be detailed, concise, and easy to read, (watch for typos!)
- Develop teams that best meet the needs of the project
- Provide clear, well thought out responses to questions that address the needs of the project
- Avoid “canned” responses
- If selected for an interview, make sure key team members are present, it demonstrates commitment the project
- Highly encouraged to attend pre-solicitation meeting



# Upcoming Projects I

- UNT Frisco (more in later slides)
  - GC – Vaughn Construction
  - Bid packages out right now.
  - Brad Wendler at [bwendler@vaughnconstruction.com](mailto:bwendler@vaughnconstruction.com)
  - Committed to 30% HUB Utilization
- UNT Discovery Park MEP Upgrades
  - GC – SpawGlass
  - Bid packages coming soon. Pre-bid on 6/16 and 6/23.
  - Mitch Owens at [Mitch.Owens@SpawGlass.com](mailto:Mitch.Owens@SpawGlass.com)
  - Committed to meeting State Goal (21.1% HUB Utilization)



## Upcoming Projects II

- UNTHSC Bio Health Level 1 Renovation
  - GC – Structure Tone Southwest
  - GMP is in. Still looking for some trades.
  - Vincent Gallagher at [Vincent.Gallagher@structuretone.com](mailto:Vincent.Gallagher@structuretone.com)
  - Committed to meeting State Goal (21.1% HUB Utilization)
- Stay tuned for more..



# Formal Bid Process

- All formal bids are posted on our website:
  - [untsystem.edu/bids](https://untsystem.edu/bids)
- Formal bids are also posted on the State of Texas Electronic Business Daily:  
[esbd.cpa.state.tx.us/](https://esbd.cpa.state.tx.us/)
- The HUB Program will distribute formal and informal bid opportunities to vendors in accordance with their CMBL listing.



# What's coming to Frisco?

- Partnership between the City of Frisco, Frisco Economic and Community Development Corporation, and the University of North Texas (UNT)
- UNT purchased a 50,000-square foot office building at 6170 Research Road. Classes underway!
- <https://frisco.unt.edu/>
- Classes ongoing! Enroll now!



# What's coming to Frisco?

- Branch campus to serve at least 5,000 students, providing higher education and research opportunities for future generations.
- Southwest corner of Preston Road and Panther Creek Parkway on 100 acres of land
- Design firm: Ayers Saint Gross
- Construction Manager at Risk: Vaughn Construction
  - Bid packages coming soon.
- Construction expected to begin in 2021; complete in 2023
- More than \$110m in expenditures coming over the next 4 years.
  - Design services, construction, and commodities for the new campus



# Our Outlook

- Enrollment is on track to meet or exceed last year
- Some expenditures will be curtailed
- Pricing will be important
- If you have PPE for sale, contact [Jon.Rascon@untsystem.edu](mailto:Jon.Rascon@untsystem.edu)
- We will emerge from this stronger, better than before



# UNT System HUB Program Staff

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# Questions & Discussion

## UPCOMING EVENTS

### **Mastering the Centralized Master Bidders List (CMBL)**

June 17, 2020

10:00 AM

Register Here:

<https://attendee.gotowebinar.com/register/2111313421310357264>

### **HUB Talk Series 6: Construction Opportunities II**

June 24, 2020

10:00 AM

Register Here:

<https://attendee.gotowebinar.com/register/4418019546995216653>

## PREVIOUS HUB TALK SERIES RECORDINGS

**Learn how the Statewide HUB program plans to help small businesses in this webinar series of HUB related topics. Guest speakers assist in sharing informational announcements, business development tips and provide answers to questions to help HUBs.**

- Marketing Tips for Success in the HUB Program, April 15, 2020
- Partners in Procurement and HUB, April 29, 2020
- HUB Certifications and Regional Resources, May 13, 2020
- Minority Trade Organizations, May 27, 2020

<https://dir.texas.gov/View-Information-For-Vendors/Pages/Content.aspx?id=18#series>

# Contact Information

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