

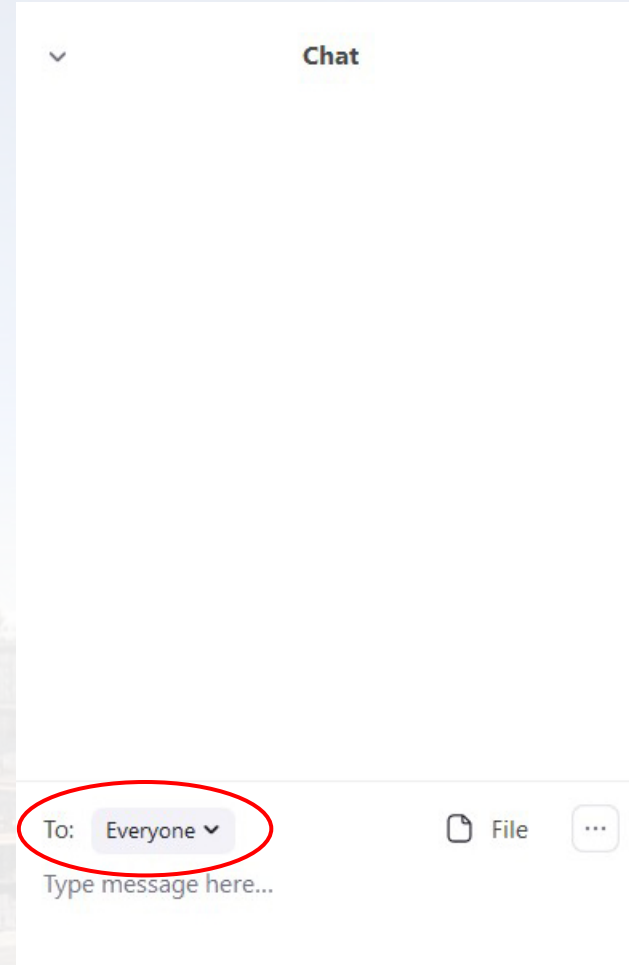
# Lower Hill Redevelopment

## FNB Financial Center Final Bidder Information Session June 24, 2021



# Thank you for joining us

- Session is being recorded and will be posted
- Registration will be published
- Using the Chat Feature
- Dedicated Q&A Segments
- Technical Difficulties? – Chat Chad Williams
- Joining by phone ? – \*6 - Toggle mute/unmute  
\*9 - Raise hand





# Introductions

Developer



The Buccini/Pollin Group

Construction  
Managers



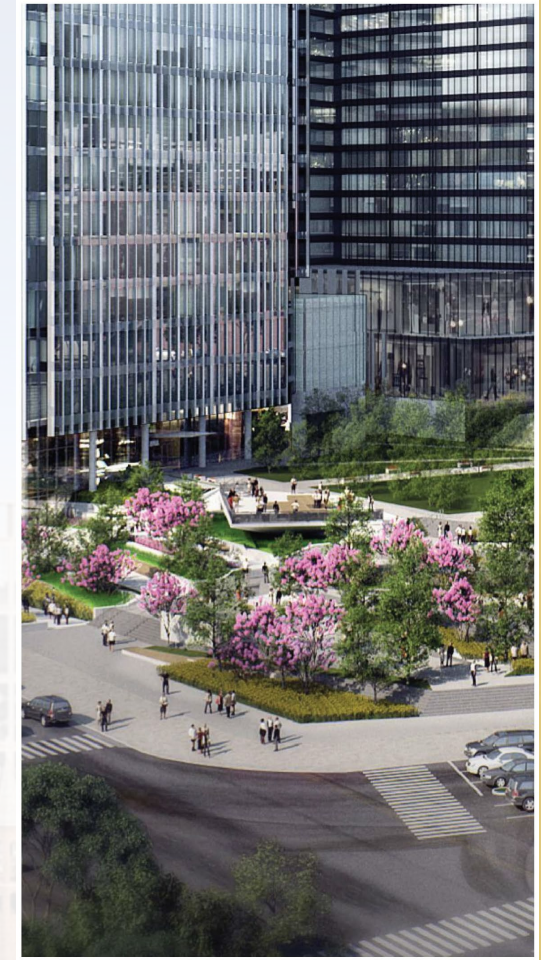
M/W/BE  
Outreach



Project Information: [www.lowerhillredevelopment.com/construction-bidding.html](http://www.lowerhillredevelopment.com/construction-bidding.html)

# Meeting Objectives

- Introduce the Mixed-Use Development FNB Financial Center
- Review elements of the project's M/WBE plan
- General Schedule
- Workforce Projections
- July Bid Packages overview
- Next Steps
- Resources
- Q&A





# G1 – Office Tower for FNB

- Office Building
  - 26 stories; Core and Shell Construction
    - 22 floors office space
    - 2 levels parking garage
    - 2 level lobby and retail
  - Outdoor plaza and public open space complex
- Compliance requirements with City and Commonwealth (RACP, etc)
- M/WBE, Workforce and reinvestment objectives aligned with the Community Collaboration and Implementation Plan (CCIP)

- 26-STORY BUILDING WILL INCLUDE: OFFICE, RETAIL AND PARKING
- ON-SITE STORMWATER MANAGEMENT
- LEED SILVER CERTIFICATION
- PLDP COMPLIANT



- 2 ACRES OF DEVELOPMENT AREA TOTAL; INCLUDES .67 ACRES OF URBAN OPEN SPACE



# M/W Business & Workforce Goals

- **30% Minority and 15% Women business participation (CCIP)**
  - ✓ *Above and beyond typical inclusion goals per the Community Collaboration and Implementation Plan (CCIP)*
- **Job Creation/Local Inclusion (CCIP)**
  - 20% New Hires Minority Labor Force
    - ✓ Local Residents of the Greater Hill District Community
      - Priority workforce opportunities
    - ✓ New Hires outside of the Greater Hill District Community
- **Overall Workforce Development (City of Pittsburgh)**
  - 25% minority and 10% women
- **Additional Information on MWBE requested on the Bid Form (SEA)**
  - Calculation based upon the Pittsburgh Sports and Exhibition Authority (SEA) guidelines

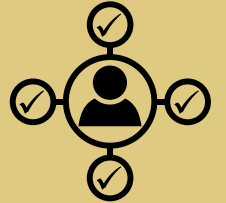




# M/WBE Goals – How to achieve the goal (CCIP)

M/WBE to be Certified (*or in the process of being certified*)

- **MWBE Direct** Subcontract with PJ Dick = 100%
  - Participation goals encouraged beyond 1st Tier and to be flowed down
- **JV Teams**
  - >51% = 100%
  - < 50% = the value of the MWBE contracted portion of the JV
  - Participation goals encouraged beyond 1st Tier and to be flowed down
- **1<sup>st</sup> Tier Subcontracts** under Non-MWBE = 100% paid to MWBE
- **Supply/Materials** any level = 100% paid to MWBE
- **Trucking/Transportation** = 100% for services rendered by MWBE



# M/WBE Goals

- **Workforce Opportunities**

- Pre-apprenticeship programs from Partner4Work and Builder's Guild
- Bidding requirements will include this participation

- **Training Opportunities**

- Riverside Center for Innovation Resource
  - Small business training
  - Workforce development / training

- **Workforce Information, Resources, etc.**

- First Source Center, 1835 Centre Avenue
  - PJ Dick will be present for Bid Package and Bid Assistance the 2<sup>nd</sup> and 4<sup>th</sup> Tuesday of each month

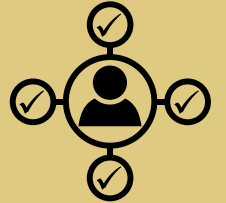




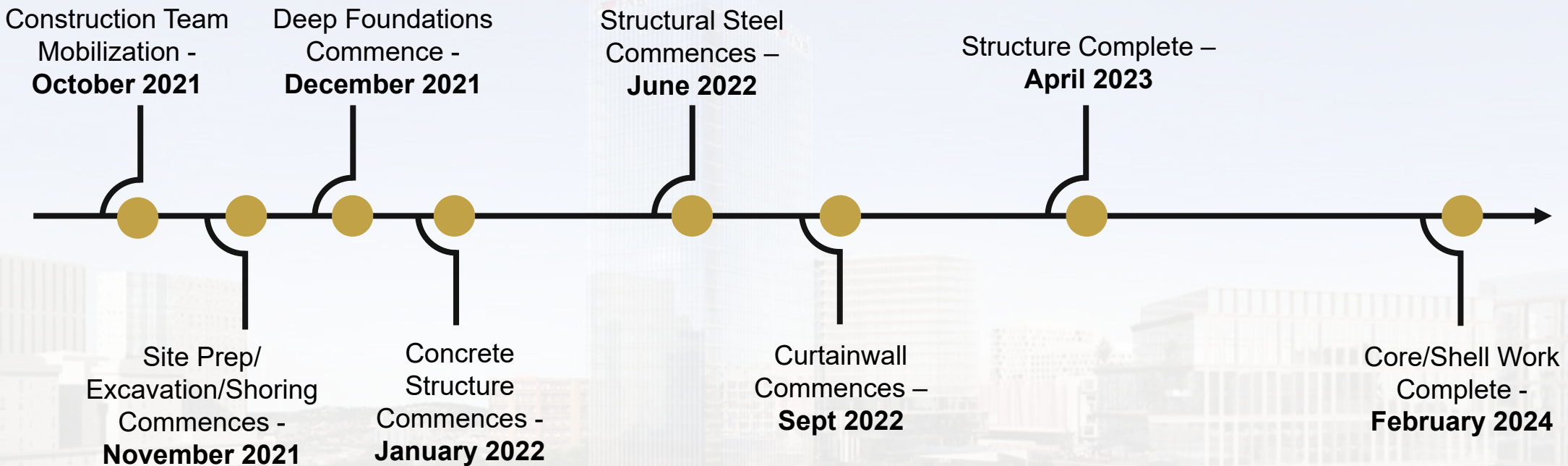
# M/WBE – How to calculate participation (SEA)

M/WBE portion is a calculation on your CCIP plan, NOT another plan

- **MWBE** Subcontracted work
  - If self-performing <50% of the work, credit only on the amount of the performed work
- **Supply/Materials purchased from an MBE or WBE**
  - 2% of the amount unless proof of being a broker/supplier is a “full service supplier”
  - 60% of the amount is proof is provided to qualify as a “full service supplier”
    - “Proof” = warehouse or storage capacity, inventory records, agreement with manufacturers, ownership of material handling/delivery equipment, and demonstration of fiscal responsibility on previous sales.



# Projected Schedule Milestones



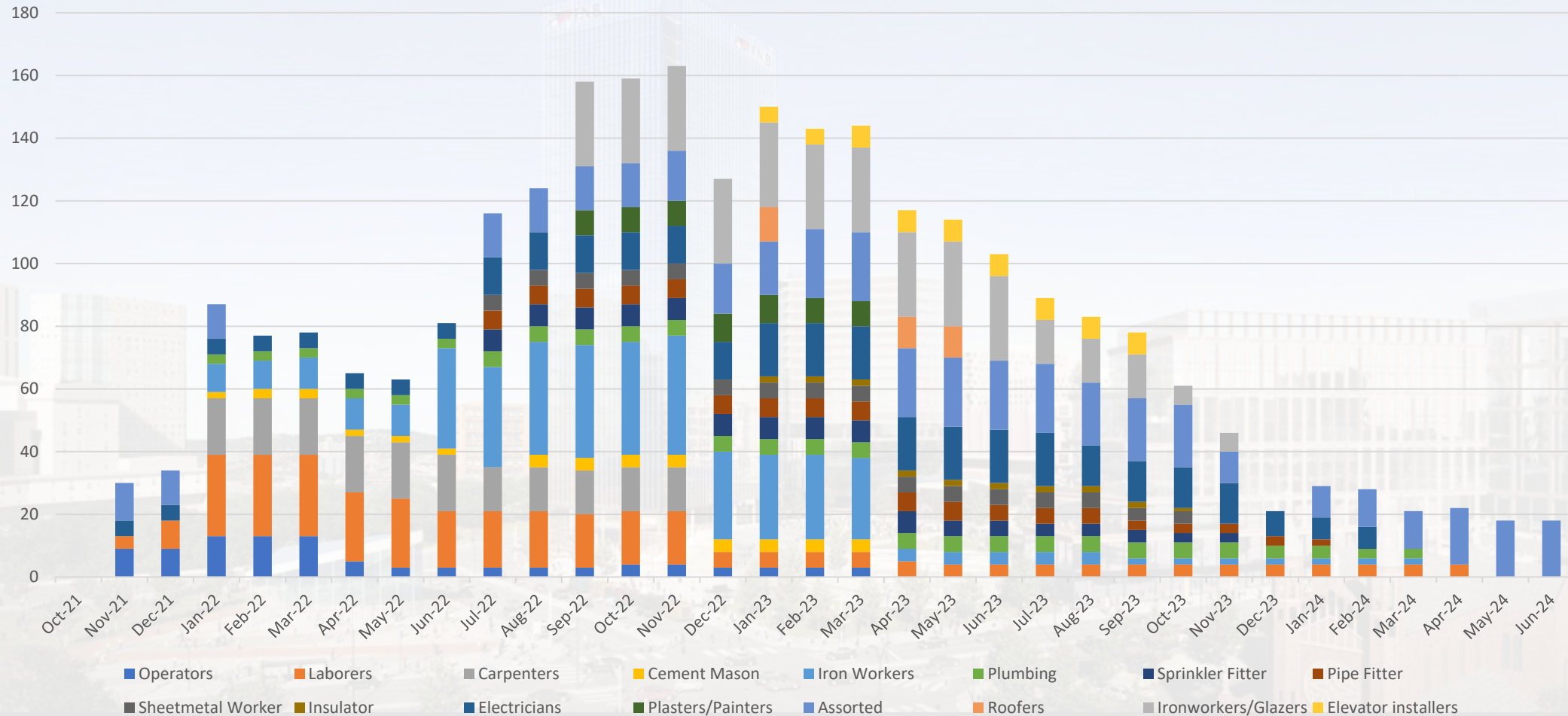
**Note:**  
*Developer and project partners are expected to start late summer / early fall*



# Workforce Projections

450,000 Hours

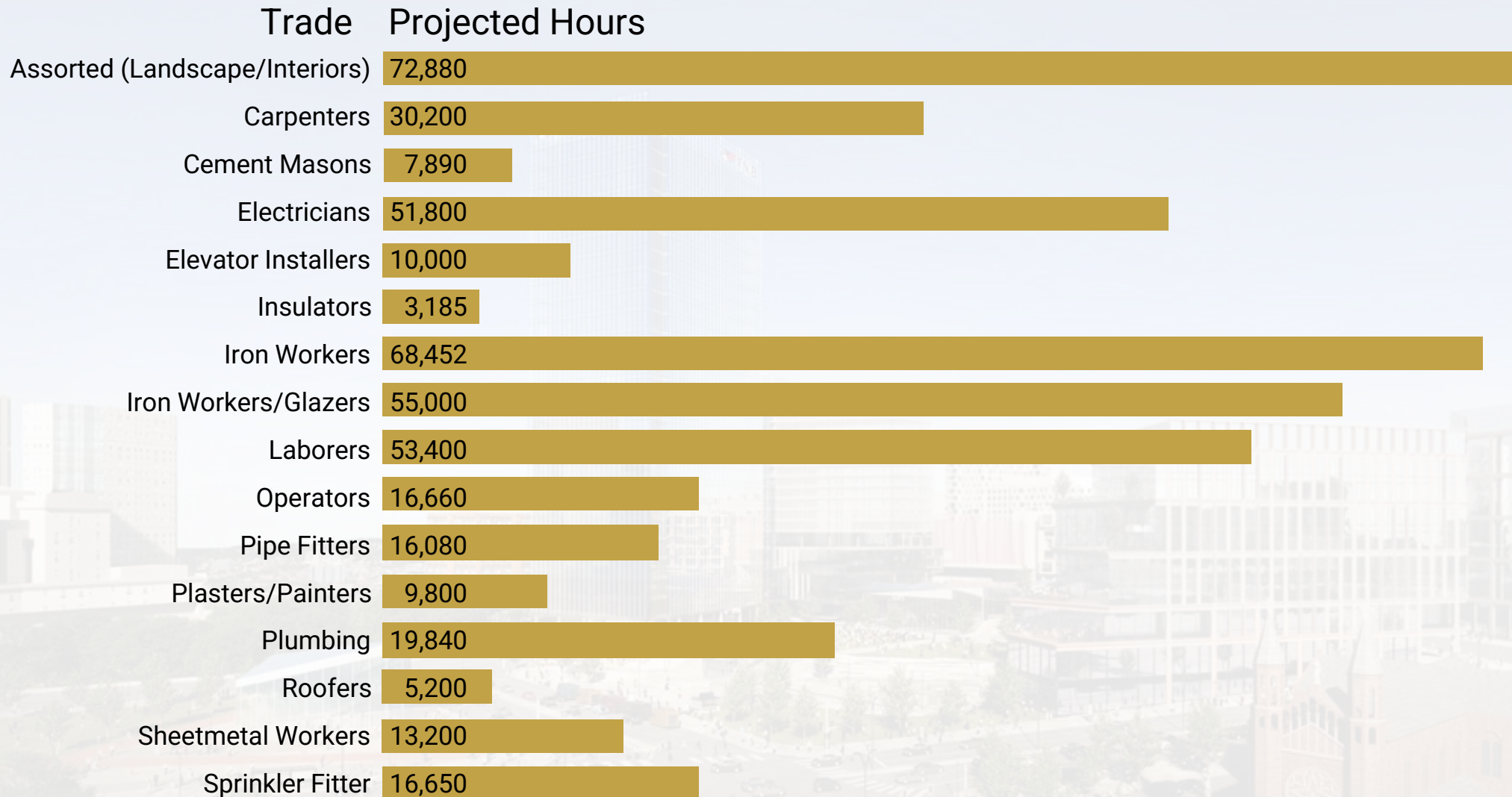
TRADE MANPOWER BY MONTH



## Trades:

Carpenters  
 Cement Mason  
 Electricians  
 Elevator  
 Installers  
 Insulators  
 Iron Workers  
 Glazers  
 Laborers  
 Operators  
 Pipe Fitter  
 Plasters  
 Painters  
 Plumbing  
 Roofers  
 Sheetmetal  
 Sprinkler Fitter

# Workforce Projections



## Trades:

Carpenters  
Cement Mason  
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Roofers  
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Sprinkler Fitter



# Bid Package Group 3 – July Bidding

## Interior Bid Packages:

- ☐ Spray Fireproofing
- ☐ Drywall
- ☐ Millwork
- ☐ Doors, Frames, & Hardware
- ☐ Garage Doors
- ☐ Garage Traffic Coatings
- ☐ Flooring
- ☐ Painting
- ☐ Tile
- ☐ Specialties
- ☐ Interior Signage
- ☐ Equipment
- ☐ Miscellaneous Metals

### UPDATE

Release  
July 19, 2021

Bids Due  
August 6, 2021



## Trades:

Carpenters  
Laborers  
Painters  
Finishers  
Tilers  
Iron Workers

# Bid Package Group 3 – July Bidding

## Exterior and Site Improvement Bid Packages:

- ☐ Masonry
- ☐ Metal Panels
- ☐ Roofing
- ☐ Landscaping
- ☐ Site Amenities
- ☐ Site Concrete
- ☐ Asphalt Paving
- ☐ Site Hardscapes
- ☐ Final Cleaning

### UPDATE

Release

July 19, 2021

Bids Due

August 6, 2021



## Trades:

Laborers

Carpenters

Operators

Finishers

Roofers

Cement  
Masons



# Next Steps – All Businesses

This is the 3<sup>rd</sup> and final session for information on the Bid Packages.

## Steps to Bid

1. Visit [www.lowerhillredevelopment.com/construction-bidding.html](http://www.lowerhillredevelopment.com/construction-bidding.html)
2. Complete the form and hit submit. Please allow us to Publish your contact info and package interest for the greatest exposure.
3. Information will be sent to PJ Dick for inclusion in our interested bidders list.
4. PJ Dick will reach out, discuss the package of interest to your company, and send out Pre-Qualification requests for those interested to submit a direct Bid.
5. Bidding Documents will be issued via email from SmartBid.

### How To Bid

Bidding is open to everyone by invite only. Please fill out the form below to be added to the invite list!

*\* Indicates required field*

**Name \***

First

Last

**Company Name \***

**Email \***

**Phone Number \***

Please indicate all Bid Packages that you're interested in by checking the boxes below.

# Next Steps – All Businesses

PJ Dick will:

- ✓ collect all the bidders' information
- ✓ organize each company into the various bid packages, and
- ✓ group each company based upon their abilities and interests

## Bid Package Issuances

- PJ Dick will organize, invite and facilitate:
  - ✓ Specific bid package meetings to those invited to bid,
  - ✓ M/WBEs will have the opportunity at Pre-Bids to speak 1-2 minutes about their company and services that can be of use to that package.

*Registration is required*
- PJ Dick will have conversations with M/W companies to aide in finding ways to work on the project in scopes of work that align with your capabilities.





# Next Steps – Non-Union Companies

PJ Dick is signatory to the following unions:

- ✓ Carpenters
- ✓ Laborers
- ✓ Cement Finishers
- ✓ Operators
- ✓ Iron Workers (rebar only)

Path for Non-union businesses - Discussions previously held via Zoom for the above unions

- ✓ Please visit <https://www.lowerhillredevelopment.com/events-announcements/category/union-non-union> for the videos and additional information

Meetings for other Unions can be held if we have *at least 5 interested* companies that register for the meeting(s).

- ✓ Please complete the exit pole to indicate interest in those union sessions.



# Next Steps – Carpenter Pre-Apprenticeship

The Regional Carpenters' Apprenticeship Committee is offering:

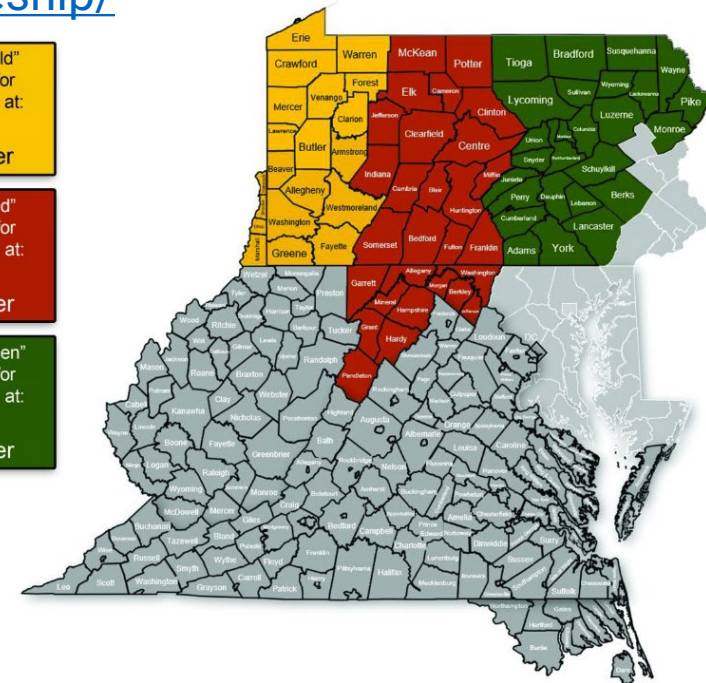
- ✓ 8- week pre-apprentice training program
  - Geared toward females and minorities
- ✓ Visit <https://www.kmltf.org/application-for-apprenticeship/>



If you live in the "gold" Counties, register for information session at:  
**Pittsburgh Training Center**

If you live in the "red" Counties, register for information session at:  
**Central Training Center**

If you live in the "green" Counties, register for information session at:  
**Lebanon Training Center**





# Next Steps – Diverse Businesses

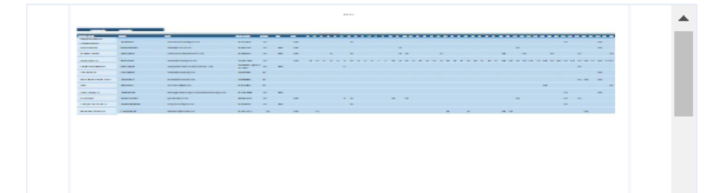


- Allow Us to Share Your Information .....➔
- Confirm Bid Package Interest
- Attend upcoming Union Information Session, if applicable
- Sign up to speak or share your company information during bid package information sessions
- Reach out to let us know your challenges, we can help
- Stay connected at:  
<https://www.lowerhillredevelopment.com/mwbe.html>

## Listing of Interested Companies

(Transportation, Shop Fabrication, Supplier, Subcontractor)

Updated 6/17/21



*Contact Us to let us know you are interested*  
via email [diversity@eholdingsinc.com](mailto:diversity@eholdingsinc.com)  
Phone 412-434-6571

# Accomplishing the Goals

## What have we been doing to achieve the goals?



The Buccini/Pollin Group



We have...

- *Integrated* a diverse team that includes Hill District residents, full time CCIP Compliance Manager, and M/WBE consultants.
- *Developed* a Vendor Identification, communication and tracking system
  - Current M/WBE database of over 500 companies
  - Continuous outreach and updates to the database
- *Created* support for training and capacity building
  - Support for sub through partners like Riverside Center for Innovation, URA, and Invest PGH
  - Access to capital
  - First Source Center on Centre Avenue



**InvestPGH**



Project Information: [www.lowerhillredevelopment.com/construction-bidding.html](http://www.lowerhillredevelopment.com/construction-bidding.html)



# Small Contractor Line of Credit Program

## Line of Credit and Term

Financing of up to 90% of submitted and approved invoices of \$25,000 - \$100,000 on an annual basis

## Interest and Fees

There is a \$350 application fee paid annually for each renewal and a 2% administrative fee paid once upon closing. The interest rate is 4% for the loan term, which can be renewed annually

## Applicants Must:

- Have a proven track record of project completion
- Have a contract for work within one of the Avenues of Hope neighborhoods
- Obtain appropriate permits and business registration from the City of Pittsburgh
- Have between \$50,000 - \$500,000 in annual revenue
- Be in good standing with public debt and up to date on taxes
- Undergo inspections at intervals throughout the course of the project

For more information email [lmorris@ura.org](mailto:lmorris@ura.org) or call 412-255-6622



# Available Resources

## Training Opportunities and Resources

(Bonding, training, insurance, other)

Contact Juan Garrett  
 Riverside Center for Innovation, 412-322-3523  
[jg@riversidecenterforinnovation.com](mailto:jg@riversidecenterforinnovation.com)  
[riversidecenterforinnovation.com](http://riversidecenterforinnovation.com)

## First Source Center Resources

- Located in the Hill House at **1835 Centre Ave, First Floor, Room 140, Pittsburgh, PA 15219**
- Business Support  
 (computers, scanners, printers, meeting space)
- Technical Expertise with one-on-one support from PJ Dick for pre-bid and post award activities

Tuesday & Thursday 10am – 3:30 pm

Wednesday 10am – 8 pm



Weekly presence at First Source Center to offer support services for businesses

### Available Support/Resources:

- Accelerating Business Expansion Loan
- Minority Business Recovery & Growth Loan Fund
- Microenterprise Loan Program



# Lower Hill Redevelopment

*To begin the bid process or  
for more information visit*

[www.lowerhillredevelopment.com/construction-bidding.html](http://www.lowerhillredevelopment.com/construction-bidding.html)

# Questions?

**July Package UPDATE**

Release - July 19, 2021

Bids Due - August 6, 2021

*We  
thank you  
and look  
forward to  
working  
with you on  
this exciting  
project for  
the Lower  
Hill*