

# HUB Talk: Holder Construction Tarleton - Fort Worth Building #2

July 14, 2021



Transforming How  
Texas Government  
Serves Texans

Texas Department of Information Resources

# Welcome & Zoom Webinar Notes

- Change Audio by switching between Computer Audio and Phone Call
- Attendees are **Muted**
- Click the **Raise Hand** icon to confirm audio and visual
- Submit all questions via the **Q&A** in the Meeting Controls
- **Handout:** Has been made via email earlier today and will be sent soon after session ends



# Point of Contact



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



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



# Texas Comptroller of Public Accounts



- The Comptroller's office administers the Historically Underutilized Business
- The HUB Program is the state's small business advocate.
- The HUB Program provides small, women, minority and service-disabled veteran owned businesses to certification as small businesses.

# Statewide HUB Program CERTIFICATION

## Centralized Master Bidders List (CMBL) is the State Vendor List

- <https://comptroller.texas.gov/purchasing/vendor/cmbbl/>
- \$70 annual fee

## FREE HUB Certification

- <https://comptroller.texas.gov/purchasing/vendor/hub/>
- Call: 888-863-5881 for more information
- Email: [StatewideHUBProgram@cpa.texas.gov](mailto:StatewideHUBProgram@cpa.texas.gov)

# Introducing:

Keith Williams, HUB Coordinator  
Texas A&M University System



# Meet Our Presenters



Keith Williams, CTCM  
HUB Coordinator  
Office of HUB and Procurement  
Programs  
The Texas A&M University System



Gina Alley  
Director of Public & Client  
Relations  
Con-Real



Jeanna Heston  
Senior Preconstruction Manager  
Holder Construction





# FORT WORTH BUILDING #2

Tarleton State University | 7.14.2021

THE  
TEXAS A&M  
UNIVERSITY  
SYSTEM

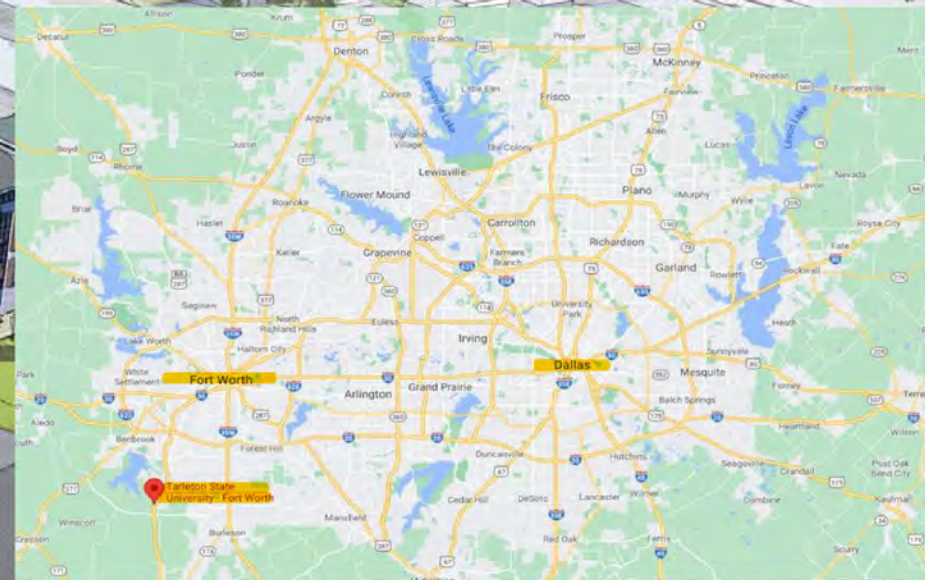




# FORT WORTH CAMPUS

BUILDING 2

BUILDING 1



TARLETON  
STATE UNIVERSITY  
Member of The Texas A&M University System



# PROJECT OVERVIEW

## PROJECT NAME – Fort Worth Building #2

- Market – Higher Education
- Location – Fort Worth, TX
- Owner – The Texas A&M University System

## PROJECT SCHEDULE

- Prequalification – Now through 8/31/21
- Procurement Start – 9/13/21
- Construction Start – Q1 2022





# SCOPE PACKAGES

- Earthwork
- Site Utilities
- Concrete
- Steel
- Metal Panels
- Masonry
- Glass/Glazing
- Limestone
- Waterproofing
- Caulking
- Roofing
- Interior Finishes
- Fire Protection
- Mechanical
- Plumbing
- Electrical
- Date
- Security
- Landscape





# REQUIREMENTS TO PARTNER WITH HOLDER

## PRE-QUALIFY

- Type of Firm
- Number of Employees
- Experience Modification Rate (EMR)
- Self-Performed & Subcontracted Scopes of Work
- Licenses
- MWBE/HUB Certification
- Annual Billing
- Project Experience
- Bonding/Insurances

## BUILD RELATIONSHIPS

- Develop a rapport
- Build trust
- Communicate the competitive advantages your company offers



# WHAT TO EXPECT DURING THE BIDDING PROCESS



## PREQUALIFY

- Build Relationships at Holder; Track record of performance counts
- For prequalification, visit [www.holderconstruction.com](http://www.holderconstruction.com). Follow-up on submittal to ensure it was received.
- Periodically reach out to relationships at Holder for upcoming opportunities.



## RFP

- Holder issues Request for Proposal
- RFP includes Instructions to Bidders and access to documents
- RFP is universal to the project with each Trade receiving a specific “Exhibit One” Scope of work



## RFP SUBMISSION

- Holder issues “Exhibit One” Scope of work usually around 1-2 weeks after issuance of RFP
- Complete the “Exhibit One” accurately and thoroughly
- Contact the assigned Trade Responsible Engineer with any questions



## SCOPE MEETING

- Holder does not typically award strictly on price. Encourage Trade Contractors to approach the scope meeting as an Interview.
- All parties review and discuss, scope, project team, schedule, flow of work, etc.
- The meeting generally results in “comebacks” or follow-up to action items with a chance for Trade Contractors to adjust proposals



## BID EVAL PROCESS

- Holder evaluates proposals to ensure they are “apples to apples”
- Holder makes a recommendation for award to the client via an “Owner Award Authorization”
- Once approved by the Owner, Holder moves into negotiation with recommended firm



## AWARD

- Holder awards the Trade and contacts unsuccessful bidders
- Holder provides feedback to unsuccessful bidders without sharing numbers on private projects
- Holder’s goal is to help improve the potential of unsuccessful bidders to be more successful on future efforts

- 7/8/21 – Regional Black Contractors Association (RBCA) @ Virtual Event (tentative)
- 7/14/21 - Underutilized Businesses (HUB) @ Virtual Event
- 8/12/21 – Build Fort Worth Expo @Will Rogers Memorial Center – Round Up Inn
- 8/17/21 – Regional Hispanic Contractors Association (RHCA) @ Virtual Event

# Future Outreach Events





# LOCAL CONTACTS



Trevor Carey  
Holder Construction  
972-870-4265  
tcarey@holder.com

Link to prequalify with Holder Construction:  
[www.holderconstruction.com/prequal](http://www.holderconstruction.com/prequal)



# QUESTIONS?

THE  
TEXAS A&M  
UNIVERSITY  
SYSTEM

