

Metro's Meet the Primes

Thank you for Joining Us! We will begin in a moment.



Welcome & Announcements



Refiloe Magosi
Chief Procurement Officer
Procurement and Materials | Finance



Meshelle M.V. Howard, MCA
Director, Small Business Programs Office
Department of Finance

Introducing Our Speaker:



Norie Calvert
Director – Commercial Innovation
and Marketing Outreach
WMATA

Meet the Primes

Norie Calvert

Director, Commercial Support Market Outreach

September 18, 2024



Capital Program Overview

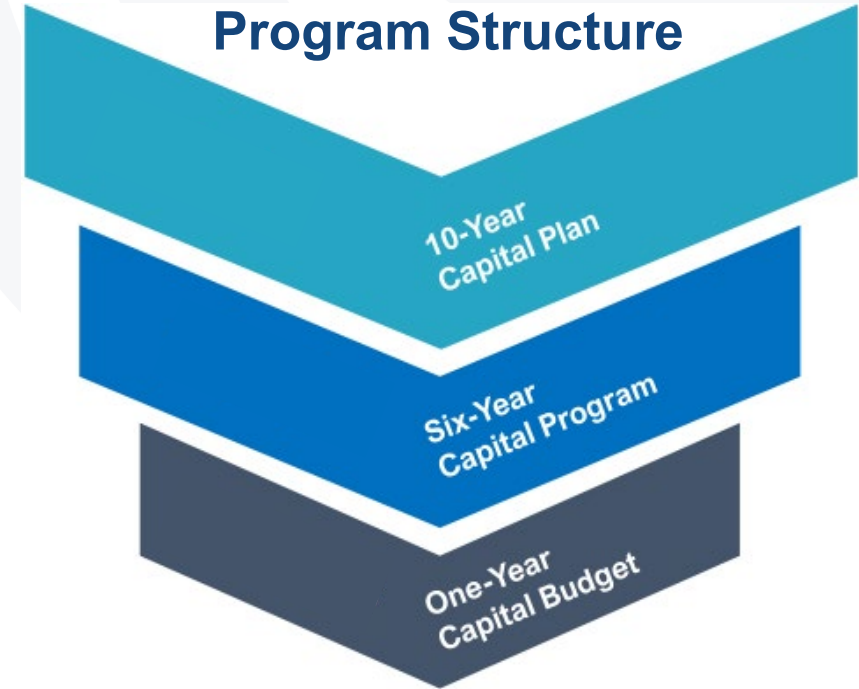
Metro's Capital Improvement Program

Metro advances capital projects and annual capital maintenance programs to restore, sustain, and modernize the system. The program also includes annual preventive maintenance transfers from the operating budget.

- Invest in the system to modernize and provide safe, efficient, and reliable service for customers, employees and the region
- Address the backlog of overdue state of good repair needs
- Sustain safety and reliability through recurring maintenance, rehabilitation, and replacement programs
- Maintain financial stewardship and ensure audit compliance
- Reduce capital administrative expenses
- Support a sustainable and more equitable future for the region

Capital Improvement Program Update

Metro's Capital Program Structure



10-Year Capital Plan

Identifies viable initiatives to address needs identified for next ~10 years; financially unconstrained

Six-Year Capital Improvement Program

Capital investments anticipated for, or continuing in, six-year capital program

One-Year Capital Budget

Expenditure forecast for capital projects and programs in current budget year

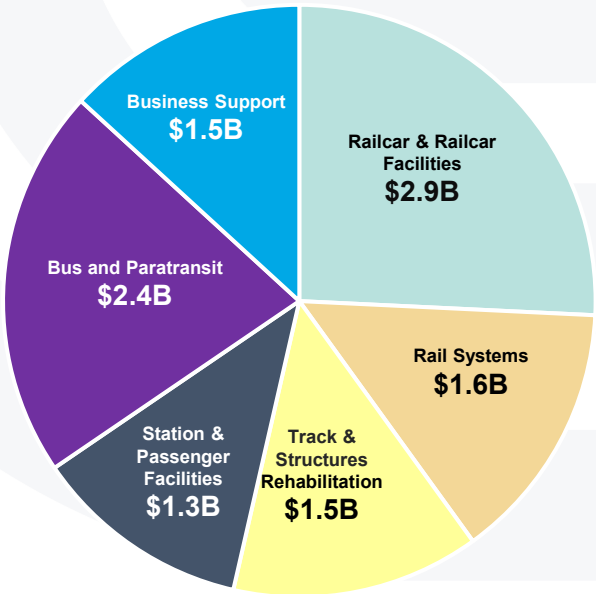


FY2025-2030 Capital Program Continues Investment in State of Good Repair, Reliability, and Modernization

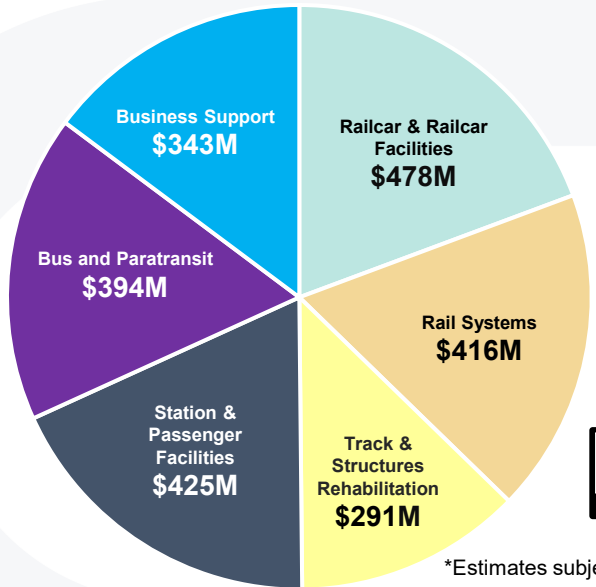
Major reinvestment will continue across ongoing programs and projects, including:

<ul style="list-style-type: none">• Bus Vehicle Replacement and Rehabilitation	<ul style="list-style-type: none">• Critical structural and bridge rehabilitation
<ul style="list-style-type: none">• Bladensburg & Northern Bus Division Replacements and Zero Emission Conversion	<ul style="list-style-type: none">• Track rehabilitation
<ul style="list-style-type: none">• Zero emission bus conversion at Cinder Bed	<ul style="list-style-type: none">• Fare systems modernization
<ul style="list-style-type: none">• Bus shelter replacements	<ul style="list-style-type: none">• Radio replacement and fiber installations
<ul style="list-style-type: none">• MetroAccess vehicle replacement	<ul style="list-style-type: none">• Water leak mitigation on Red Line
<ul style="list-style-type: none">• 8000 Series Railcars (legacy vehicle replacement)	<ul style="list-style-type: none">• Enterprise Resource Planning System Modernization
<ul style="list-style-type: none">• State of good repair investments in signaling system	<ul style="list-style-type: none">• Stadium Armory Bridge/Junction Pocket Track
<ul style="list-style-type: none">• Planning, engineering and pilots for signal system modernization and platform screen doors	<ul style="list-style-type: none">• Railcar maintenance facility rehabilitation and modernization

Six-Year Investment* by Category (\$11B)



FY2025 Forecasted Investment* by Category (\$2.3B)



*Estimates subject to change

FY2025 - FY2034 Capital Program

Capital Improvement Program Update



Six-Year Capital Improvement Program \$11B
FY2025 – FY2030

Average Unconstrained Need
FY2031- FY2034
(not financially constrained)

Active Solicitations

General Architecture Engineering & Consulting (GAEC)

- Procure multiple professional on-call multi-disciplinary general architectural and/or engineering consultants (“Consultant”) to provide design services and technical support of the on-going capital improvement and maintenance programs, conduct special complex engineering/architectural studies, provide engineering and architectural support for recovery from emergency conditions, and provide design support for new capital rail, bus, infrastructure, joint or adjacent development projects, and for additional related projects and services as required.

Delivery Method: IDIQ Task Order

Anticipated Schedule: Active – bids due September 30, 2024

Contract Duration: Five (5) years, with no option periods

Sewage Ejector Replacement – Phase A

- Remove and replace existing sewage ejectors from Metrorail stations and install new sewage ejector systems holistically that meet the needs for each location.
- Includes mechanical pumps, controls panel, power, communications, and structural aspects.

Delivery Method:

Design-Bid-Build (DBB)

Estimated Contract Cost:

\$20M-\$30M

Anticipated Schedule:

Active - Bids Due 10/11/2024



Planned Solicitations

Bus Shelter Replacement – Phase 2

- Replacement of up to 213 bus shelters at stations and bus loop locations within DC, Maryland, and Virginia.
- Replacement shelters include static maps, electronic signage, lighting, in-shelter benches and are solar capable.

Delivery Method:

Design-Build (DB)

Estimated Contract Cost:

\$20M-\$25M

Anticipated Schedule:

Late Fall 2024



Cinder Bed Rd Bus Garage BEB Conversion

- Design and modification of Cinder Bed Bus Garage, one of WMATA's newest Bus O&M facilities.
- With WMATA's transition to 100% ZEV bus fleet this facility is to be outfitted and modified to become an electric bus garage to store, maintain and operate battery electric buses.

Delivery Method:

Design-Build (DB)

Estimated Contract Cost:

\$120M-\$140M

Anticipated Schedule:

Fall 2024



L'enfant Plaza ADA Improvements

- Removal of three existing escalators and replacing them with a new staircase oriented in the opposite direction as the existing elevators to improve the pedestrian flow between the two levels at the East Mezzanine area of the station and to make room for the installation of a new elevator.

Delivery Method:

Design-Build (DB)

Estimated Contract Cost:

\$5M-\$10M

Anticipated Schedule:

Fall 2024



Permanent Generator System Replacement – 19 Sites

- Replacement of 19 permanent diesel generators identified as priority locations based on limited replacement part availability that affects equipment functionality and maintainability.
- These generators range from 50kW to 600kW and are connected to various electrical systems supporting Metro stations, Parking, and Bus Garages.



Delivery Method:

Design-Build (DB)

Estimated Contract Cost:

\$20M-\$30M

Anticipated Schedule:

Fall 2024

Traction Power State of Good Repair - Contract 2

- Rehabilitation and upgrade of approximately 18 Traction Power Sub-Stations and approximately 7 Tie Breaker Stations at various locations within Maryland and DC.
- In addition to traction power, the project includes the renewal of SCADA systems and some battery systems.

Delivery Method:

Design-Bid-Build (DBB)

Estimated Contract Cost:

\$130M - \$150M

Anticipated Schedule:

Early 2025



PM/CM Contract Awardees

New PM/CM Contract - CCIMO23002

Buildings & Facilities	Civil & Structures	Comms	Heavy Mechanical	Power Systems	Signaling
AECOM/STV	AECOM/STV	AECOM/STV	AECOM/STV	AECOM/STV	Burns Engineering
Burns Engineering	EXP US Services Inc.	Burns Engineering	Gannett Fleming	Burns Engineering	Hatch/Urban
Gannett Fleming	Gannett Fleming	HDR	HDR	Gannett Fleming	HNTB
Hatch/Urban	HDR	HNTB	HNTB	Hatch/Urban	Mott MacDonald
HDR	HNTB	Jacobs	Jacobs	HDR	Network Rail Consultants
HNTB	Jacobs	Mott MacDonald	M&J Engineering	HNTB	Parsons
Jacobs	Mott MacDonald	Parsons	Mott MacDonald	Jacobs	PGH Wong
M&J Engineering	Network Rail Consultants	PGH Wong	Parsons	Mott MacDonald	
Mott MacDonald	Parsons	WSP	PGH Wong	Parsons	
Parsons	RK&K/DHA		RK&K/DHA	PGH Wong	
PGH Wong	WSP		WSP	WSP	
RK&K/DHA					
WSP					

Firms are listed in alphabetical order

Task orders may be competed among firms within a technical category

Tasks that span multiple technical categories may be competed among all firms or firms within each technical category

Capital Project Opportunities Quarterly Newsletter

Sign-up to receive **Metro's Capital Project Opportunities Quarterly Newsletter**. | [Subscribe Here](#)

Next Issue: October 2024

- Information on active and prospective procurement capital project opportunities
- Messages from our procurement team
- Upcoming engagement events
- Guidelines for working with Metro



Thank you!

Washington Metropolitan
Area Transit Authority

Introducing Our Prime:

HNTB





Metro's SBPO Meet the Primes

September 18, 2024

4100 Garden City Drive Hyattsville,
MD 20785



Agenda for Today

- Introduction to HNTB
- Digital Transformation Solutions
- HNTB's Partners Program to Help Grow Small Businesses
- Infrastructure & Mobility Equity
- Industry Engagement

HNTB's History, Depth & Reach

Employee-owned company with more than 110 years of history.

More than 90 office locations nationwide, staffed with more than 7,000 engineers, architects, planners, and other business professionals.



Regional Presence

- 750+ staff in the Mid-Atlantic
- PM/CM + Transit & Rail + Planning Services:
 - Planning / Studies
 - Stations / Yards / Facilities
 - Vehicles / Fleet
 - Rail Systems Procurement
 - Program Management
 - Construction Management
 - Construction Eng. & Inspection (CEI)
 - Environmental / NEPA
 - Engineering / Concept Design
 - Land Use Modeling
 - Public Outreach / Engagement
 - Design-Build / Alternative Delivery



Current Contracts Around the Capital Region

- WMATA PMCM IDIQ (FQ18033 & FQ2024)
- WMATA A/E General Planning Services (FQ15190B & FPLAN244229)
- WMATA Long-Range Planning (C20102E & re-compete)

- MTA / Purple Line contracts: Design-Build contract & QC Services
- Various MTA IDIQs: On-Call Trackwork Engineering Service; On-Call A/E Services; On-Call Systems Engineering; and On-Call Communications & Security Engineering Services

- VPRA Long Bridge North Progressive Design-Build (PDB)
- Various A/E IDIQ contracts with DDOT, VDOT, and MDOT

Digital Transformation Solutions

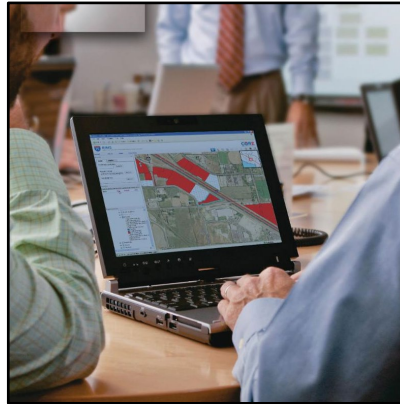
- Digital platforms & data strategies are playing an ever-important role.
- Specific business drivers impact the transportation industry and the agencies responsible for its stewardship.
- HNTB's robust network of Digital Transformation Solutions professionals are equipped with the right skills and strategies to drive success in responding to these issues.



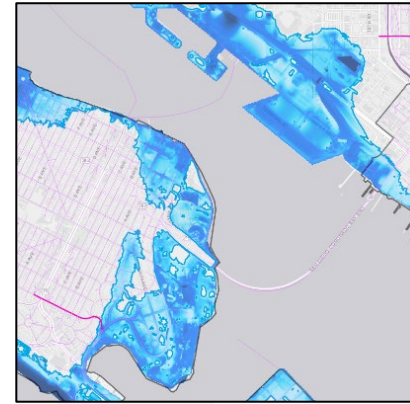
**Workforce Development
and Enterprise
Efficiency**



**Enhanced
Capital Program
Delivery**



**Improve Enterprise
Operations**



**Equity and
Resiliency**



**Emerging and
Enhanced Mobility**

Collaboratively Approaching Digital Transformation

- Public agencies are turning to Agile for its flexibility and results-driven methods.
- HNTB is helping Massport apply Agile for its comprehensive facility inspection program. This has allowed the program to rapidly progress throughout changing demands and operational priority shifts.



"HNTB has exceeded expectations and has done an amazing amount of work that has set the foundation of the program."

- Dr. Luciana Burdi, Massachusetts Port Authority, Director of Capital Programs and Environmental Affairs

Software Engineering

HNTB is currently developing and supporting core enterprise and real-time operations software solutions for seven DOTs and six Toll agencies.

Geospatial Solutions

HNTB has been identified as a differentiated expert in many of Esri's core platforms with a focus on transportation and has expanded into official advisory positions and working groups with Autodesk and Esri.

Agile Project Management & Process Improvement

HNTB's digital innovators lead project teams through a process of planning, executing, and evaluating based upon continuous collaboration.

Organizational Change Management

HNTB's digital innovators are equipped to help with all aspects of the change effort and enhanced adoption strategies, including readiness assessments, making the case for change, and developing a change management plan.

Workshare Opportunities for Small Business

HNTB is seeking long-term teaming partners that add value with the following services and more:

- Pedestrian Simulation Modeling
- Sustainability
- Travel Demand / Trace Modeling
- Station Architecture
- Fire/Life Safety
- Egress/Evacuation Assessments
- Geotechnical Services
- Cost Estimation



HNTB's Partners Program = Growing Small Business

- Launched in 2009 to further invest in and develop small, minority, and women-owned businesses.
- Establishes long-term partnerships with Disadvantaged Business Enterprises (DBEs) or Historically Underutilized Businesses (HUBs).
- 12-month, structured, 1-on-1 mentoring program for success & growth.
- Topics include sales, marketing, project management, business operations, human resources and recruiting, leadership and organization, strategic planning, access to capital, technology, etc.



Small Business Success Story: Lumenor Consulting

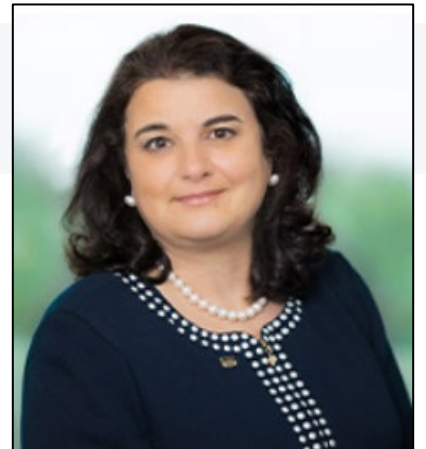
- Bridgette Beato, CEO of Lumenor Consulting, went through the HNTB Partners Program in 2016.



- Lumenor Consulting served as HNTB's DBE subconsultant under the WMATA FQ18033 PMCM IDIQ between 2018 and 2024.
- They won their first prime contract with WMATA in 2024!
- Over the years, this included training/mentorship in marketing, talent & project management, operations, and financial management to address areas to improve the firm's growth.

Infrastructure & Mobility Equity

- HNTB is committed to supporting our clients in overcoming challenges and leveraging opportunities to be successful in delivering inclusive infrastructure.
- HNTB offers comprehensive solutions to meet client needs and address equity issues in all phases of a project or program lifecycle.
- Diana Mendes is HNTB's corporate president of infrastructure & mobility equity and serves on the USDOT Advisory Committee on Transportation Equity.



Engaged with Industry Organizations

- HNTB is engaged with many organizations:
 - Conference of Minority Transportation Officials (COMTO)
 - WTS International (Women's Transportation Seminar)
 - Equity in Infrastructure Project
- HNTB is COMTO's "Corporation of the Year" for 2023 & 2024!
- Interaction with these organizations contributes to robustness in the training HNTB uses to build capacity for the Partners Program and other small business participants.



HNTB Points of Contact Here Today

- David Leard
Group Director – PM/CM
DLeard@HNTB.com



- Kimberly Gilbert
Project Director (GAEC)
KGilbert@HNTB.com



- Kenneth Mobley
Group Director – Rail/Transit
KMobley@HNTB.com



- Naveed Bandali
Project Controls Manager
NBandali@HNTB.com





Thank you!

HNTB

Introducing Our Prime:

Hensel Phelps



HENSEL PHELPS
Plan. Build. Manage.





MEET HENSEL PHELPS: **OUR TOOLBOX OF SUCCESSFUL BEST PRACTICES**



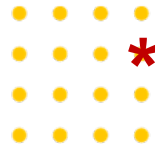
Presented by:
David Fisher - Manager of
Supplier Diversity (MATL)



TOPICS

- Firm Introduction
- Establishing Connection
- Leveraging Resources
- Maximizing Performance





*****NEEDS UPDATING*****

Established

1937

(1) Corporate Office
(9) District Offices

3,700+

Employees

\$8.2 billion

Backlog



WHO WE ARE & WHAT WE DO



#5 IN 2024

(Domestic Heavy Contractors)

Includes:

Transportation
Sewer
Water

RANK 2024		REVENUE IN \$ MIL.
1	KIEWIT CORP.	6,014.0
2	THE WALSH GROUP	4,684.2
3	DRAGADOS	2,904.2
4	GRANITE CONSTRUCTION INC.	2,751.9
5	HENSEL PHELPS	2,622.8
6	COLAS INC.	2,413.6
7	SKANSKA USA	2,201.4
8	FLATIRON CONSTRUCTION	2,080.8
9	CLARK GROUP	2,023.8
10	TUTOR PERINI CORP.	1,996.3
11	FERROVIAL CONSTRUCTION US HOLDINGS CORP.	1,883.8
12	GARNEY HOLDING CO.	1,837.0
13	BECHTEL	1,750.0
14	FLUOR	1,434.8
15	THE KOKOSING GROUP OF COS.	1,394.8
16	AECOM	1,330.3
17	ALLAN MYERS	1,293.2
18	AMES CONSTRUCTION INC.	1,229.0
19	MASTEC INC.	1,205.5
20	TURNER CONSTRUCTION CO.	1,185.9

RANK 2024	2023	FIRM	2023 REVENUE (\$ MIL.)		2023 NEW CONTRACTS
			TOTAL	INT'L	
1	1	TURNER CONSTRUCTION CO., New York, N.Y. [†]	17,128.6	666.6	20,135.0
2	4	KIEWIT CORP., Omaha, Neb. [†]	13,753.2	2,069.4	15,160.9
3	2	BECHTEL, Reston, Va. [†]	12,879.0	5,650.0	27,820.0
4	3	MASTEC INC., Coral Gables, Fla. [†]	11,995.9	160.6	11,081.7
5	7	THE WHITING-TURNER CONTRACTING CO., Baltimore, Md.	11,259.2	0.0	14,000.0
6	5	STO BUILDING GROUP, New York, N.Y. [†]	11,081.0	703.0	15,500.0
7	6	DPR CONSTRUCTION, Redwood City, Calif. [†]	9,448.9	298.2	8,525.6
8	8	FLUOR, Irving, Texas [†]	9,448.2	5,292.0	18,067.7
9	**	MCDERMOTT INTERNATIONAL, Houston, Texas	7,747.0	5,735.0	9,800.0
10	13	PCL CONSTRUCTION ENTERPRISES, Denver, Colo. [†]	7,309.6	3,947.7	7,426.6
11	12	GILBANE BUILDING CO., Providence, R.I. [†]	7,188.1	302.7	13,112.0
12	10	SKANSKA USA, New York, N.Y. [†]	7,091.8	0.0	7,788.1
13	11	HENSEL PHELPS, Greeley, Colo.	7,066.8	0.0	11,897.3
14	14	AECOM, Dallas, Texas	6,921.2	5.3	6,102.4
15	15	THE WALSH GROUP, Chicago, Ill.	6,817.3	60.0	6,307.0
16	9	CLARK GROUP, McLean, Va.	6,565.7	0.0	6,488.4
17	17	ARCO CONSTRUCTION COS., St. Louis, Mo.	6,543.3	19.5	776.5
18	16	JE DUNN CONSTRUCTION CO., Kansas City, Mo.	6,479.0	0.0	8,757.0
19	25	BARTON MALOW HOLDINGS LLC, Southfield, Mich. [†]	6,473.2	130.6	2,132.4
20	19	MCCARTHY HOLDINGS INC., St. Louis, Mo. [†]	6,241.7	0.0	8,640.0

WHO WE ARE & WHAT WE DO

1			TRANSPORTATION	
RANK		2023	Top 20 Revenue: \$39.3 Billion Top 20 Market Share: 55.1%	REVENUE IN \$ MIL.
2024				
1	1		KIEWIT CORP.	4,923.6
2	2		THE WALSH GROUP	3,448.1
3	3		DRAGADOS	3,319.2
4	**		COLAS INC.	2,413.6
5	7		HENSEL PHELPS	2,360.1
6	5		GRANITE CONSTRUCTION INC.	2,315.6
7	4		TUTOR PERINI CORP.	2,185.1
8	6		SKANSKA USA	2,101.8
9	9		FLATIRON CONSTRUCTION	1,979.3
10	12		CLARK GROUP	1,802.8
11	8		FERROVIAL CONSTRUCTION US HOLDINGS	1,631.2
12	10		BECHTEL	1,559.0
13	**		AECOM	1,330.3
14	16		FLUOR	1,239.1
15	**		TURNER CONSTRUCTION CO.	1,191.3
16	15		VINCI CONSTRUCTION USA	1,130.7
17	14		ALLAN MYERS	1,123.3
18	17		HERZOG	1,112.3
19	20		THE KOKOSING GROUP OF COS.	1,070.1
20	13		OHLA USA INC.	1,062.2

5			TELECOMMUNICATIONS	
RANK		2023	Top 20 Revenue: \$30.1 Billion Top 20 Market Share: 88.7%	REVENUE IN \$ MIL.
2024				
1	2		HOLDER CONSTRUCTION	3,805.0
2	3		HITT CONTRACTING	3,606.0
3	1		TURNER CONSTRUCTION CO.	3,358.4
4	4		DPR CONSTRUCTION	2,721.8
5	5		MASTEC INC.	2,572.6
6	10		CLAYCO	2,305.0
7	6		FORTIS CONSTRUCTION INC.	1,466.9
8	7		MORTENSON	1,350.6
9	9		THE WHITING-TURNER CONTRACTING CO.	1,139.9
10	11		CLUNE CONSTRUCTION	1,031.0
11	12		STO BUILDING GROUP	1,028.0
12	8		JE DUNN CONSTRUCTION CO.	923.0
13	14		BRASFIELD & GORRIE	828.2
14	15		WALBRIDGE	719.2
15	16		THE WEITZ CO. & AFFILIATES	613.6
16	19		MCCARTHY HOLDINGS INC.	554.1
17	20		HENSEL PHELPS	538.8
18	**		J.T. MAGEN & CO. INC.	530.0
19	18		GRAY	503.9
20	17		SKANSKA USA	500.3

RANK		NEW CONTRACTS IN \$ MIL.
2024		
1	BECHTEL	27,820.0
2	TURNER CONSTRUCTION CO.	20,135.0
3	FLUOR	18,067.7
4	STO BUILDING GROUP	15,500.0
5	KIEWIT CORP.	15,160.9
6	THE WHITING-TURNER CONTRACTING CO.	14,000.0
7	GILBANE BUILDING CO.	13,112.0
8	HENSEL PHELPS	11,897.3
9	MASTEC INC.	11,081.7
10	MCDERMOTT INTERNATIONAL	9,800.0
11	JE DUNN CONSTRUCTION CO.	8,757.0
12	MCCARTHY HOLDINGS INC.	8,640.0
13	DPR CONSTRUCTION	8,525.6
14	SKANSKA USA	7,788.1
15	HITT CONTRACTING	7,438.4
21	THE YATES COS. INC.	6,567.7
22	SWINERTON	6,502.0
23	CLARK GROUP	6,488.4
24	WALBRIDGE	6,419.4
25	THE WALSH GROUP	6,307.0

FIND YOUR NICHE (BEST FIT)

The screenshot displays the Hensel Phelps website. The header includes the company logo and tagline 'Plan. Build. Manage.' on the left, and navigation links for 'Contact Us', 'Partner Access', and 'Employee Portal' on the right. A secondary navigation bar features 'PROJECTS' (highlighted), 'WHAT WE DO', 'CAREERS', and 'ABOUT', along with a search icon. The main content area is divided into two columns. The left column, titled 'VIEW ALL PROJECTS', lists various project categories: AVIATION, COMMERCIAL, EDUCATION, GOVERNMENT + JUSTICE, HEALTHCARE, HOSPITALITY, INFRASTRUCTURE + TRANSPORTATION, SCIENCE + TECHNOLOGY, and WATER + WASTEWATER. The right column, titled 'View All Projects', features a large image of a modern food hall and a link to 'View Hensel Phelps Projects'. The background of the website is a large, high-contrast image of a construction worker in a hard hat and safety vest, with the text 'Delivering EXCELLENCE in all we do.' overlaid.

HENSEL PHELPS
Plan. Build. Manage.

Contact Us Partner Access Employee Portal

PROJECTS WHAT WE DO CAREERS ABOUT

VIEW ALL PROJECTS

- [AVIATION](#)
- [COMMERCIAL](#)
- [EDUCATION](#)
- [GOVERNMENT + JUSTICE](#)
- [HEALTHCARE](#)
- [HOSPITALITY](#)
- [INFRASTRUCTURE + TRANSPORTATION](#)
- [SCIENCE + TECHNOLOGY](#)
- [WATER + WASTEWATER](#)

View All Projects

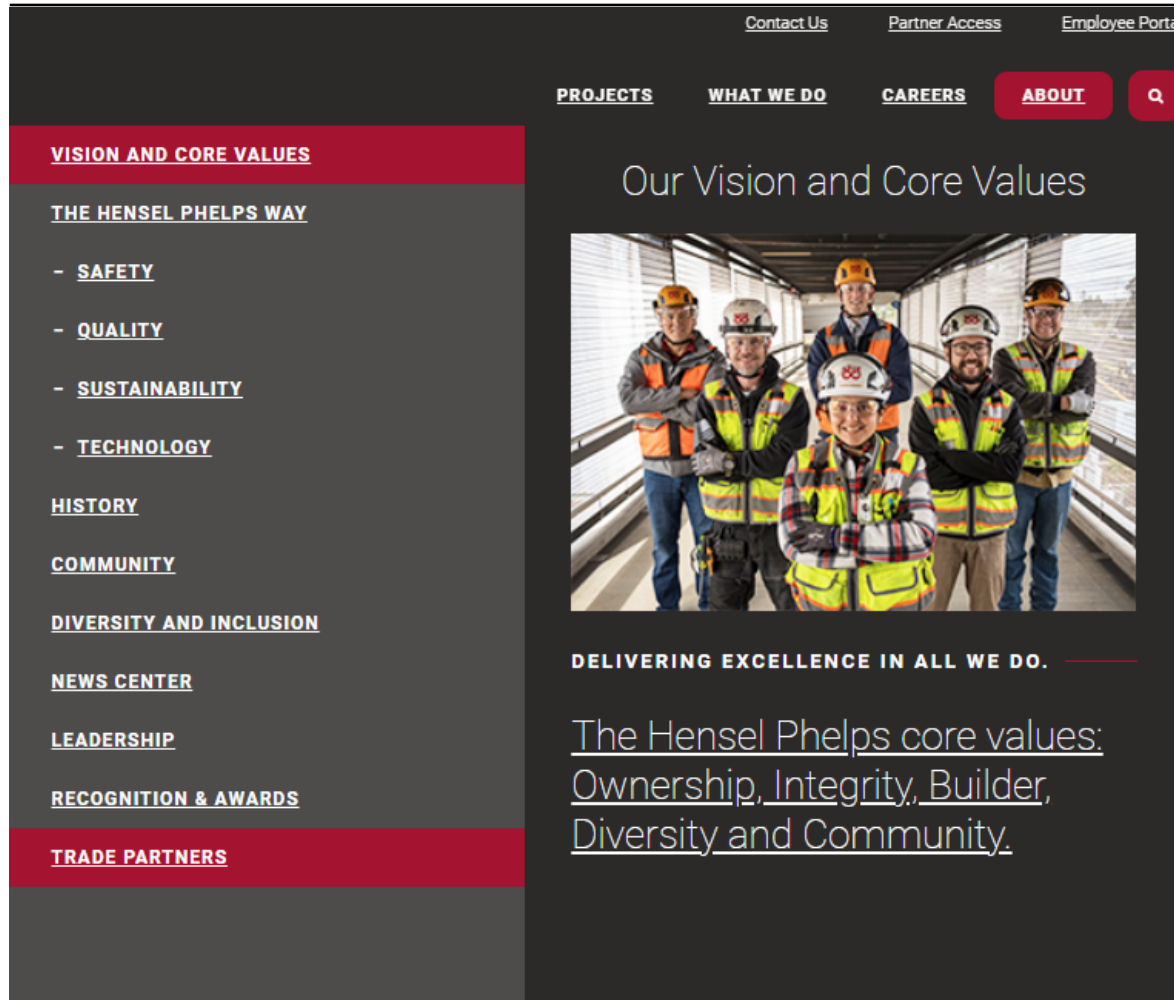
PROJECT PORTFOLIO

[View Hensel Phelps Projects](#)

Delivering
EXCELLENCE
in all we do.

[OUR VISION AND VALUES](#)

CONNECT WITH OUR TEAM



Become a Trade Partner

Step 1 – Select Region

To get started, use the map below and select the area of the United States you are interested to work in. You then will be taken to a regional page with local project opportunities, contact information and a partnership application.

Step 2 – View Opportunities

Once you've selected the region you'd like to work with, we encourage you to view the project opportunities available in that area. These opportunities are updated weekly, so make sure to check back regularly for new postings.

Step 3 – Apply Online

Ready to work with Hensel Phelps? Once you've selected a region below, fill out the online trade partners prequalification application form.

Select a Region to Get Started



CONNECT WITH OUR TEAMc



Opportunities

View up-to-date project opportunities in the Mid Atlantic Region.



Pre-Qualifications

Interested in working with Hensel Phelps? Apply today using our online pre-qualification form.





ESTABLISHING A CONNECTION

Get to Know Your Mid Atlantic Point of Contact

Earthwork & Site Utilities

Rob Liston
Brian Fortier

Demolition & Abatement

Steve Day
Paul Mancuso

Special Foundations Support of Excavation

Paul Mancuso
Codi Kelly

Cast-In-Place Concrete

Chris Woodling
Chris Versis

Precast

Sean Heiden
Becca Rosenberger

Masonry & Stone

Rob Liston

Structural Steel, Misc & Ornamental Metals

Jason Withington

Millwork

Rebecca Rokicki
Jonathan Lewis

Roofing *(All Division 7)*

Chris Versis

Glass

Sarah Steele
Nate Barton

Metal Panels

Sarah Steele
Nate Barton

Drywall

Steve Day
Jace Parrott

Finishes *(Painting, Flooring)*

Jace Parrott
Nate Barton

Elevators

Troy Rector
Becca Rosenberger

Fire Protection

Jarett Lowman
Codi Kelly

Mechanical

Chris Woodling
Jonathan Lewis

Electrical

Jarett Lowman
Rebecca Rokicki

Subcontracts and Purchase Agreements over \$100,000 resulting from this solicitation shall include the requirement to provide Payment and Performance Bonds. Subcontracts will be executed on HPCC standard Subcontract or Purchase Agreement forms, a copy of which can be viewed upon request. All Subcontracts will include a waiver of subrogation. Hensel Phelps is an Equal Opportunity Employer. We encourage and actively solicit proposals from Small Businesses, including Minority, Disadvantaged, Women, Veteran/Disabled Veteran Owned Small Business and HUBZone Businesses.



BUILDING THE RELATIONSHIP

Estimating

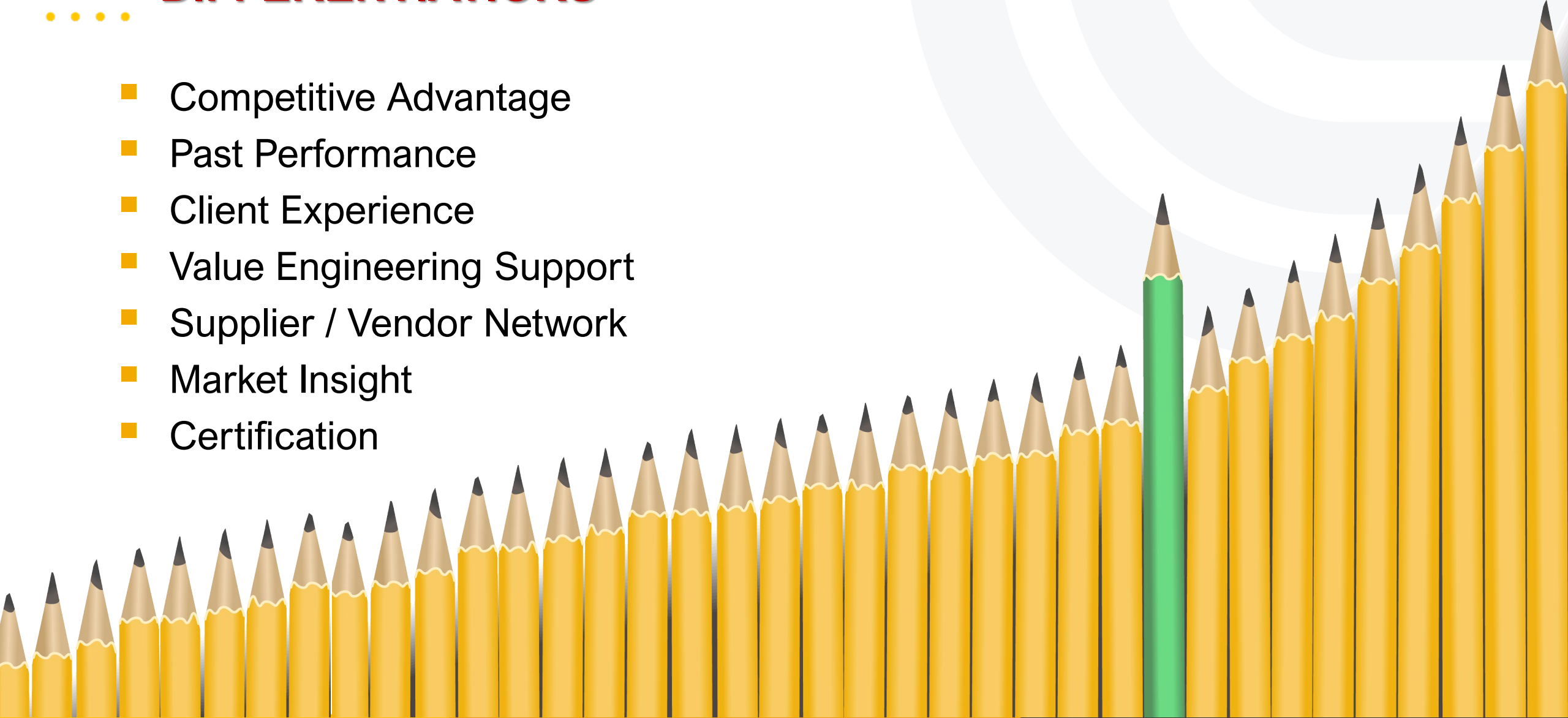
- Don't rely solely on electronic communication
- **Get to know your champion**, seek out your specialty trade estimator
- Check in often, but be respectful
- **Be responsive**
- Create opportunities to foster a relationship
 - Invite estimators to your office





DIFFERENTIATIONS

- Competitive Advantage
- Past Performance
- Client Experience
- Value Engineering Support
- Supplier / Vendor Network
- Market Insight
- Certification



HP PROGRAM RESOURCES



Technical Assistance Program (TAP)

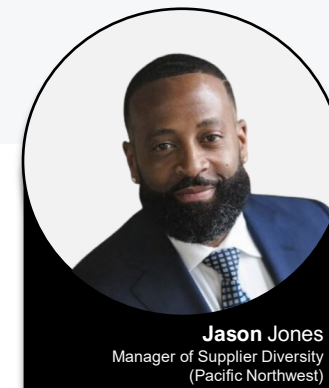
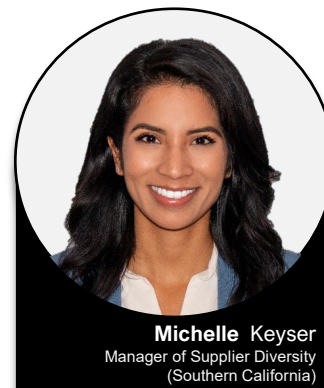
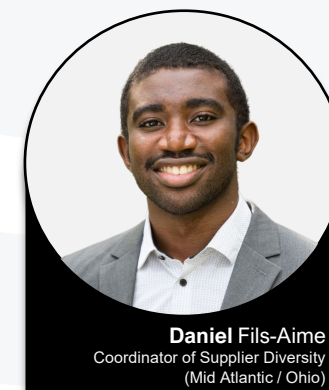
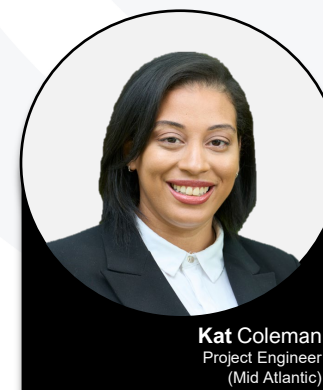
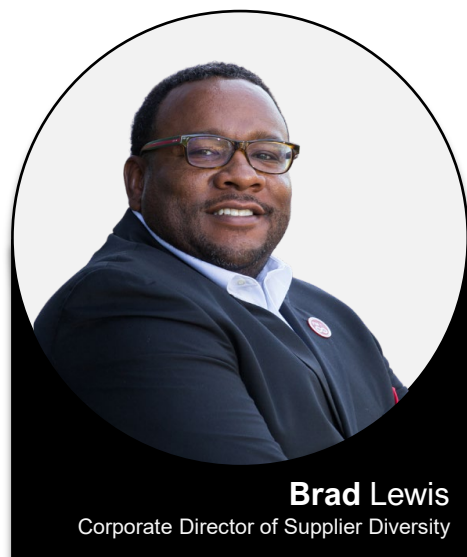
EMERGING
TRADE PARTNERS

Emerging Trade Partner Program

BG
THE Barbour Group LLC

Head Start Bonding Program

MEET THE SUPPLIER DIVERSITY TEAM



PRODUCTION EXPECTATIONS

If You Don't Know Ask...

- Ask for resource loading help
- Ask for production help
- Research tools to help planning; educate/train your employees
- **Engage in schedule reviews**
- If you make commitments, follow through
- Hold the team accountable, subcontractors and GC



PRODUCTION EXPECTATIONS

When To Ask For Help

- Manpower issues- Don't wait
- Material Issues- Be up front; See something say something before it is too late
- Foreman/Superintendent Issues- Hear their concerns, let us know we may be able to assist

Mutual trust and respect is the fundamental of any good relationship, be it at a personal or professional setting.



MAINTAINING YOUR CONNECTION

KNOW

- Establish a Connection
- **Stay Engaged & Active**
- Register & Certify

LIKE

- Help minimize risk
- **Add team value**
- Provide market insight

TRUST

- Communicate Openly
- **Keep Your Commitments**
- Be Responsive

**You should
be here.**





Delivering **EXCELLENCE**

in all we do.

David Fisher | dfisher@henselhelps.com
Manager of Supplier Diversity

QUESTIONS?

Introducing Our Prime:

Clark Construction





\$6 billion
annual revenue



1,500+
project awards



25+
market
sectors
served



118
years in
business

A Tradition Of **Excellence**



18
regional
offices

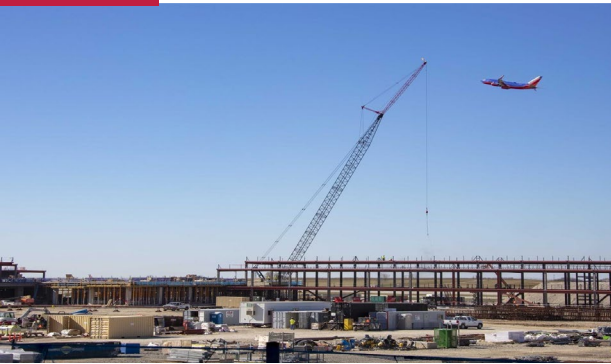


4,500+
employees

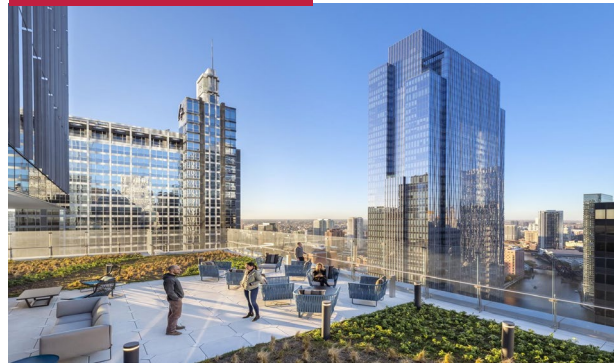
Our Companies



Aviation



Commercial Office



Education



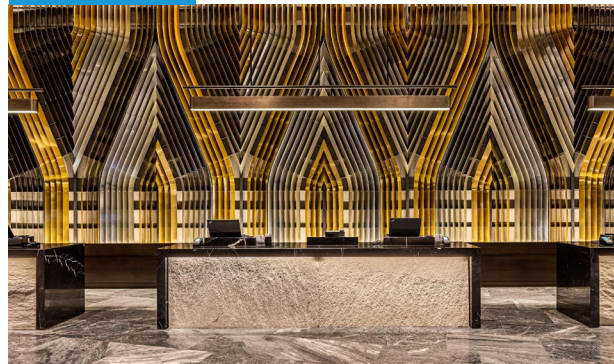
Government & Military



Healthcare



Hospitality



Public Infrastructure



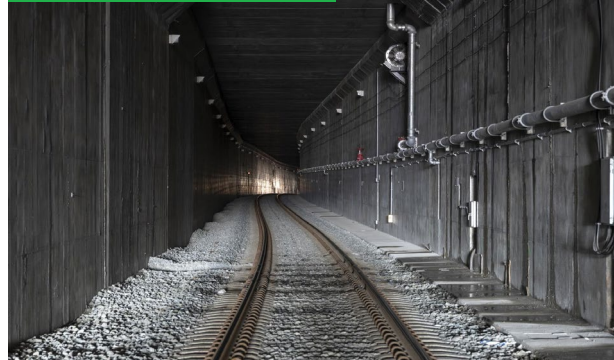
Monumental & Public Assembly



Multi-family Residential



Rail & Mass Transit



Sports & Entertainment



Mixed-use & Retail



An abstract graphic composed of white wireframe lines on a dark blue background. The lines form a complex, three-dimensional structure of overlapping rectangular frames, creating a sense of depth and architectural complexity. The structure appears to be a stylized representation of a building or a series of interconnected volumes.

WMATA Pursuits

WMATA Pursuits

- **Bethesda Station South Mezzanine**
- **Arlington County | Ballston MU Station West Entrance**
- **Bus Shelter Replacement Program at 27 Locations System-wide (213 Shelters)**
- **Cinder Bed Rd Bus Garage BEB Conversion**
- **L'enfant Plaza ADA Improvements**

An abstract background featuring a complex, white wireframe geometric pattern on a solid blue field. The pattern consists of numerous overlapping rectangular and cubic frames, creating a sense of depth and architectural structure. The lines are thin and white, contrasting sharply with the blue background. The pattern is more dense on the left side and fades towards the right.

Working with Clark

Project Roadmap



Preconstruction

- ✓ Conceptual budgets
- ✓ Constructability reviews
- ✓ Material & lead time input



Estimating / Bidding

- ✓ Prequalify
- ✓ Responsiveness
- ✓ Attention to detail
- ✓ Understand scope and expectations
- ✓ Complete pricing



Purchasing / Award

- ✓ Capability
- ✓ Terms
- ✓ Schedule
- ✓ Scope
- ✓ Price



Construction

- ✓ Start-up & submittals
- ✓ Material tracking
- ✓ Manpower & schedule
- ✓ Accurate & timely billings
- ✓ Change order pricing
- ✓ Punch list & close-out

Development

Delivery

Process Defined



Interest

Fill out the trade contractor interest form to provide an overview of your company and capabilities



Introductory Meeting

Introductory meeting with our Subcontractor Development Group (SDG)



Prequalification

SDBEs with relevant capabilities and capacity will be encouraged to complete Clark's formal Subcontractor Qualification Application (SQA) in BuildingConnected



Engagement

Maintain contact and communication about opportunities and ways to align capabilities with Clark's small business capacity-building programs, like the Strategic Partnership Program or SDBE15

Subcontractor Qualification



Company Info

- ✓ Organization
- ✓ Parent company
- ✓ Management structure
- ✓ Trades performed / Commercial Useful Function



Safety

- ✓ Safety program
- ✓ Substance abuse screening
- ✓ Employee training
- ✓ EMR (last 5 years)
- ✓ OSHA 300 Logs



Capabilities

- ✓ Financials
- ✓ Current employees
- ✓ Quantity & range of projects
- ✓ Largest project
- ✓ References and past performance



Bonding

- ✓ Required for subcontracts > \$100K
- ✓ Bonding capacity
- ✓ Surety



Licenses

- ✓ Small business certifications
- ✓ Trade specific licenses
- ✓ Union or open shop

Building Connected

Clark utilizes Building Connected to:

- Outline general requirements
- Develop and distribute scope sheets
- Coordinate across all bid packages
- Provide trade contractors with owner, design, and bid updates
- Store up-to-date owner documents including...
 - Original RFP documents
 - Addendums
 - Reference information
 - Conformed sets

All bids should be delivered to Clark via Building Connected





Subcontractor Assessment

Trade contractors are evaluated for opportunities based on:

- Capabilities
- Commercially useful function
- Understanding of the project schedule
- Competitive pricing

Get Started

Complete Clark's Trade Contractor Interest Form



www.clarkconstruction.com/trade-contractors



An abstract graphic composed of white wireframe lines on a dark blue background. The lines form a complex, three-dimensional structure that resembles a stylized architectural framework or a series of interconnected rectangular prisms. The lines are thin and white, creating a sense of depth and perspective. The structure is composed of several rectangular frames that are interconnected, with some lines extending further into the background, creating a sense of depth and perspective. The overall effect is a modern, geometric, and architectural design.

Subcontractor Development Group/Support



Strategic Partnership Program (SPP)

Established in 2006 in Washington, DC

18 years

10

Markets

1,500+

graduates

\$1.5 billion+

contracts awarded nationally to SPP graduates



Strategic Partnership Program Overview

- Intensive, MBA-style training program focusing on core construction management and business skills
- 10-month duration, weekly evening classes
- Courses are taught by industry experts and include:
 - Interactive Classroom Learning
 - Team Projects
 - Presentations



SPP Application Process

APPLY ONLINE: [CLRK.CC/SPP](https://clrk.cc/spp)

You should be prepared to share:

- Trade or division of work performed
- Certifications (if applicable)
- Company history and background
 - Year started
 - Type of work performed
 - Past projects
- Company role in the construction industry
- Your role in the company
- Why your firm should be selected to participate

An abstract graphic composed of white wireframe lines on a dark blue background. The lines form a complex, three-dimensional structure of overlapping rectangular frames, creating a sense of depth and architectural complexity. The structure appears to be a stylized representation of a building or a series of interconnected volumes.

Questions and Contact Information

Connect With Us

Project Questions

PJ Bombero

pj.bombero@clarkconstruction.com

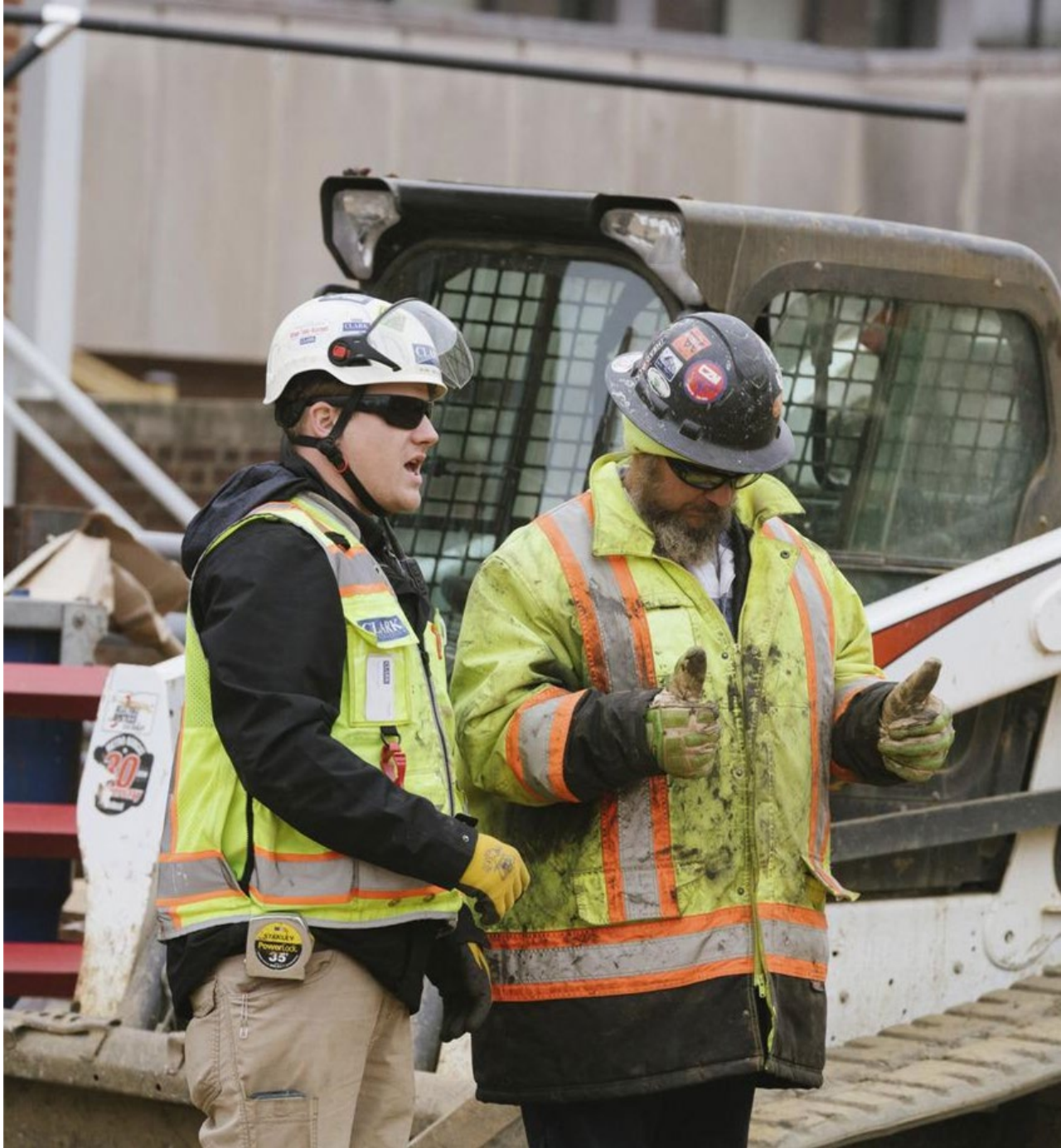
Subcontractor Development Group/SPP Questions

Kelvin Caple

kelvin.caple@clarkconstruction.com

Nathan Bryan

nathan.bryan@clarkconstruction.com



Introducing Our Prime:

Gannett Fleming





WMATA Meet the Primes Event



Introduction to Gannett Fleming

Presenters



Vice President, WMATA GEC
Project Manager/WMATA Client
Manager



Vice President, PMCM Contract
Manager



**GANNETT
FLEMING**

TRANSYSTEMS

JOINING FORCES

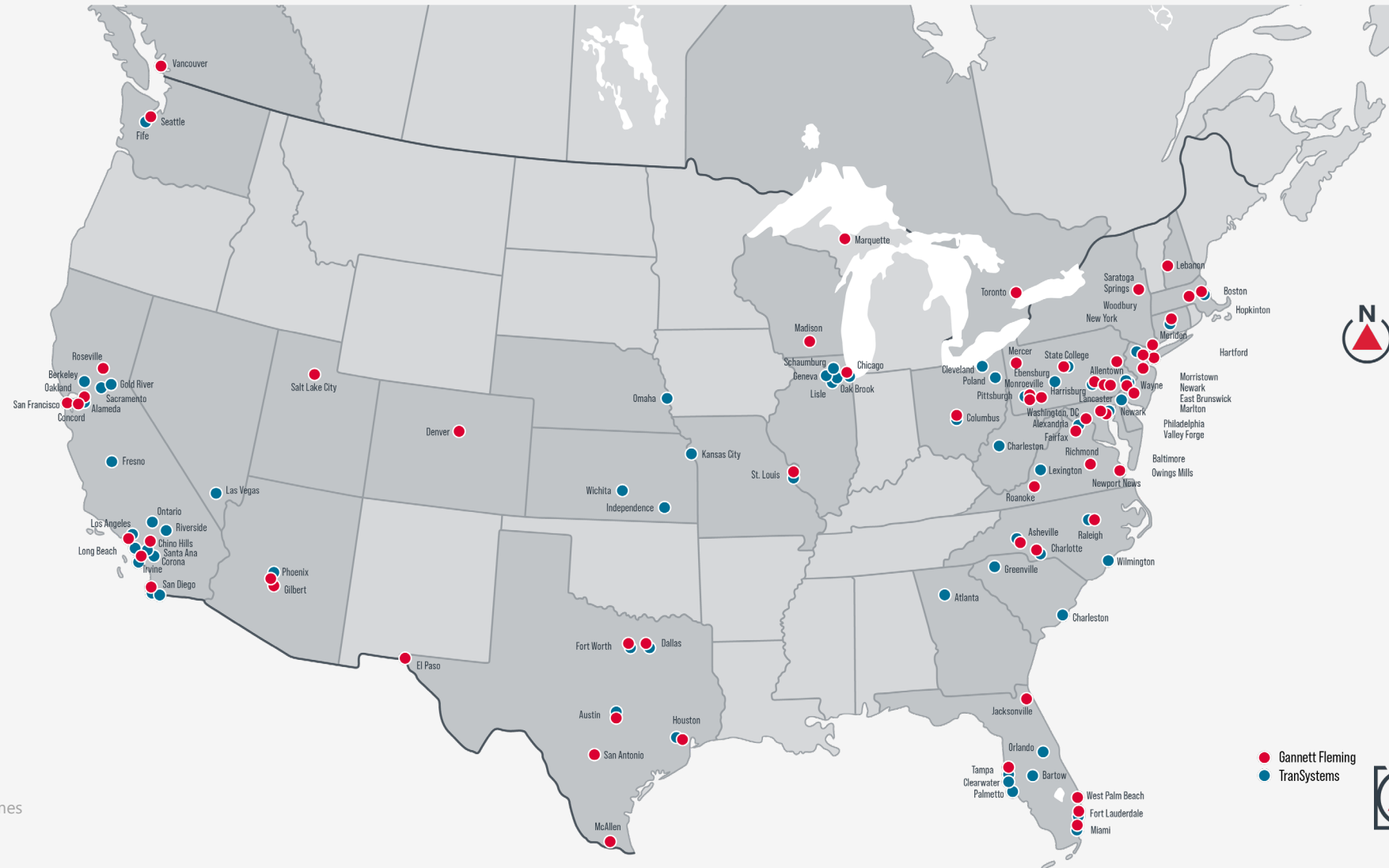
Recently, Gannett Fleming, a leading infrastructure solutions provider, and TranSystems, a provider of transportation-focused engineering and infrastructure services, completed a strategic merger. Gannett Fleming TranSystems is a privately held, best-in-class architecture, engineering, and construction (AEC) firm partnering closely with our clients on some of the most complex challenges facing our communities today.

5,000+
EMPLOYEES



130 OFFICE LOCATIONS

Office Locations



Markets



TRANSPORTATION



EDUCATION



POWER



WATER RESOURCES



FEDERAL



LIFE SCIENCES



CIVIC



INDUSTRIAL

Commitment to Equity/Diversity/Inclusion

“

We seek to make a **positive impact every day** and to create greater value for our Gannett Fleming family, our clients, industry partners, and the communities in which we live and work. Our commitment to community and business outreach, health and wellness, inclusion, social justice, and environmental responsibility has been demonstrated throughout the history of the company. We continuously work with a renewed vigor to have our **environmental, social, and governance (ESG) practices** tied to our strategic goals to produce measurable results. ”



— Robert Scaer
CEO, Gannett Fleming

Employee Resource Groups



WMATA – Meet the Primes



**COMMUNITIES
OF COLOR**



**FUTURE
GENERATIONS**



Connected Women



LGBTQ+



**MILITARY
VETERANS**



**GANNETT
FLEMING**

Professional Association Partnerships



- Active Participation in committees that support small business participation
- Mentor-Protégé programs through these associations and directly with clients
- “Meet the Primes” and other Outreach Events

Commitment to Diverse Project Teams



- Long-standing commitment to provide contracting opportunities for Small, Micro, Women, Veteran, Disadvantage and Minority Businesses across all of our business lines
- We work closely with clients, professional and trade organizations, and communities to support and create business opportunities to progress equity in infrastructure

Gannett Fleming DBE Program Commitment

National T&R DBE Performance

NATIONAL CLIENT EXAMPLES



of Contracts: 8

DBE Goal Range: 18%-25%

Total Number of Subs: 25



of Contracts: 12

DBE Goal Range: 22%-36%

Total Number of Subs: 40



of Contracts: 4

DBE Goal Range: 25% - 30%

Total Number of Subs: 30

***Gannett Fleming services nearly every major transit agency in North America.
Gannett Fleming meets, if not exceeds, DBE participation regularly.***

Local Transit DBE Performance

LOCAL CLIENT EXAMPLES



of Current Contracts: 3
DBE Goal : 20-40%
Total Number of Subs: 50



of Current Contracts: 10
DBE Goal Range: 20-30%
Total Number of Subs: 15

Gannett Fleming meets, if not exceeds, DBE participation regularly.

WMATA DBE Program, Master Contracts



FQ19172 GAEC

- Power
- Facilities
- Rail, Yards, & Infrastructure
- Systems & Vehicles

22: Task orders to date

DBE goals typically range from: **20-30%**

DBE subs onboarded to-date: **48**



FQ18033 PMCM

- Program Management
- Construction Management
- Staff Augmentation
- Engineering support

25: Task orders to date

DBE goals typically range from: **20-45%**

DBE subs onboarded to-date: **27**



FQ15191 GAEC

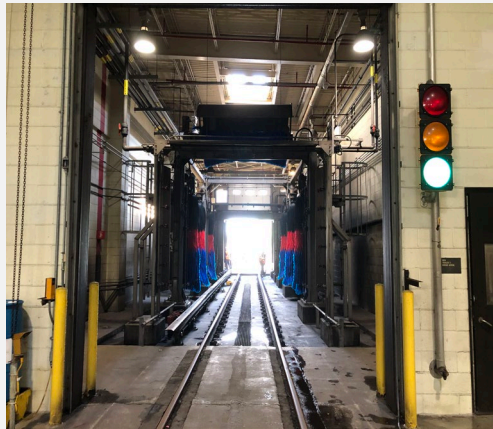
- Engineering & Architecture
- Construction Management
- Staff Augmentation

145: Task orders to date

DBE goals typically range from: **20-40%**

DBE subs onboarded to-date: **54**

WMATA GAEC Task Order Examples



FACL-002

Train Wash Improvement Plan and Design Packages

DBE Role: MEP, Fire Protection, Architectural, Permitting

DBE goal : 26.4%

DBE Participation to Date : 28%

DBE subs onboarded to-date: 3



INFR-012

Bridge Conditions & Inspection Services

DBE Role: Inspection Support

DBE goal : 28%

DBE Participation to Date : 28%

DBE subs onboarded to-date: 5



FACL-008

Design Services for Chiller Facility Rehab, 4 Locations

DBE Role: Mechanical, Electrical, Plumbing

DBE goal : 26%

DBE Participation to Date : 26.1%

DBE subs onboarded to-date: 1



ENGA-003

On-Call Survey Services in Support Projects Across ADAP, CAPD, LAND & RIME Disciplines

DBE Role: Survey Services

DBE goal : 25%

DBE Participation to Date : 40%

DBE subs onboarded to-date: 3

DBE Outreach Event – April 2024



WMATA – Meet the Primes



JOIN US

For a Gannett Fleming WMATA DBE Networking Event!

Join representatives of Gannett Fleming, a top-ranked A/E/C firm and prime consultant for WMATA, for breakfast and networking, and to learn about upcoming subcontracting and DBE opportunities.

Not certified? Meet with representatives of WMATA to learn about DBE/SBE/MBE certification.

Hilton Washington DC National Mall The Wharf | 480 L'Enfant Plaza SW, Washington, DC 20024
Wednesday, April 10, 9:30 a.m. – 11:00 a.m.
Contact: Chetna Sinha | csinha@gfnet.com

  Scan here to register for the event! 



GAEC Upcoming Opportunities

GAEC Upcoming Opportunities

Upcoming Task Order Opportunities – Updated Advance Notice

Task No.	Task	Anticipated Technical Categories	Previously Anticipated RFP Release Date	Anticipated RFP Release Date
FQ19172				
FACL-015	Engineering Solutions for Station Precast Concrete Panel Deterioration at Van Ness-UDC Station	Rail, Yards and Infrastructure	October 2024	October 2024
RLYD-001	Railyard Project Development & 30% Design for Storage Optimization at New Carrollton Railyard	Rail, Yards and Infrastructure	October 2024	October 2024
TRST-007	Non-Destructive Testing at Eisenhower Ave Aerial Structure	Rail, Yards and Infrastructure	October 2024	October 2024

GAEC Master Contract Recompete



WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY

Request for Proposals (Federal)

**General Architectural and Engineering
Consultant (GAEC) On-Call Design
Services**

A-E Multiple Task Order Award Contracts

RFP No.: FCIMO244386/KKB

GAEC MASTER
CONTRACT
RECOMPETE

PROPOSALS DUE 9/30/2024



PMCM DBE Commitment

WMATA PMCM Task Order Examples



ATOC-0001

Staff Augmentation & PM/CM
Support Services for MATOC
Program

DBE Role: CM and Inspection

DBE goal: 28%

DBE Participation to Date: 41%

DBE subs onboarded to-date: 7



IRPG-0008

Traction Power, AC Power
Construction Management &
On-Call CM Support

DBE Role: CM and Inspection

DBE goal: 26%

DBE Participation to Date: 29%

DBE subs onboarded to-date: 6



NNRF-0003

Potomac Yard Infill Station
Support Staff Augmentation

DBE Role: CM and Inspection

DBE goal: 44%

DBE Participation to Date: 48%

DBE subs onboarded to-date: 3



RECP-0002

New Northern Bus Garage
Construction Management

DBE Role: CM and Inspection

DBE goal: 29%

DBE Participation to Date: 44%

DBE subs onboarded to-date: 5

PMCM Upcoming Opportunities

PMCM Upcoming Opportunities

Upcoming Task Order Opportunities – Updated Advance Notice

Task No.	Task	Anticipated Technical Categories	Previously Anticipated RFP Release Date	Anticipated RFP Release Date
FQ2024				
RECP-0004	Project/Construction Management Staff Augmentation Services for Cinder Bed Road Garage Electrification Project	All	TBD	September 2024

DBE Partner Stories

DBE Partners and Stories



MCAP-012 | New Station
Canopies/Stairs
Designed Power and Lighting Systems

STUC-018 | Rockville Platform
Canopy
Designed Power, Public
Announcement, Comms, CCTV, and
Lighting Systems

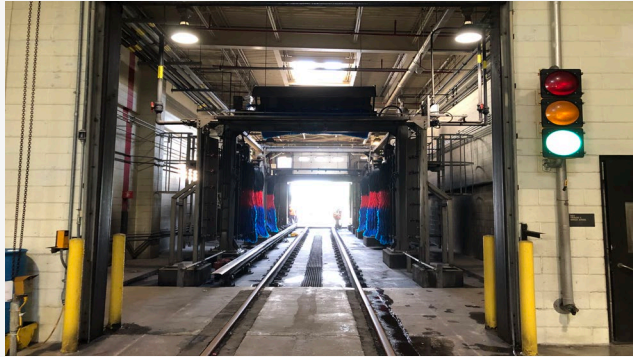
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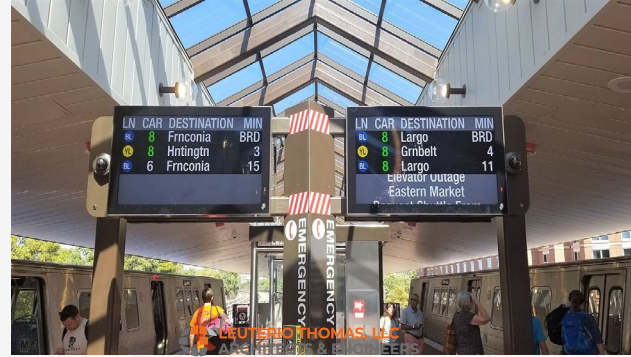
Since our introduction in 2013, Gannett Fleming has always treated us like an equal partner and stood by us through thick and thin. Their mentorship and support have helped us grow and graduate into the role of a WMATA SBE/DBE Prime. By working closely with their Project Management team, we were able to greatly improve on our interactions with WMATA personnel, our daily project management approach, and our quality control processes. As a small specialized SBE/DBE, we couldn't have asked for a more respectful and friendly treatment, and we look forward to many years of future collaboration. ”

— Rober Laufer, PE, LEED AP, Vice President, Engineering CSI Engineering, P.C.

DBE Partners and Stories



FACL-002
Train Wash Replacements
Architect



STUC-012
Station Platform Rehab
Structural Engineer/Architect



FXFC-009
Rehab of 8 Parking Garages
Architect



“

We value our relationship with Gannett Fleming, working with them for over 12 years. Their commitment to diversity, equity and inclusion as a Prime, is very important for Leuterio Thomas, a Woman-Minority owed small business. They foster great collaboration, respect and trust in the partnership, and together delivering excellence is in the forefront of GF and LT's culture.

— Hedy Thomas, President, Leuterio Thomas, LLC

”

DBE Partners and Stories

Multiple Tasks for both WMATA and MDOT MTA under Several GEC Contracts



PICO-001 Structural Package B Review



INFR-012 Bridge Conditions and Inspection Services



MDOT MTA Open-End Trackwork Engineering



“

Gannett Fleming not only provided us the opportunity to work on WMATA contracts, but they also consistently lead by example in every project every step of the way while allowing us to make design and management decisions independently without micromanaging us. They are responsive to all of our questions and work with us side by side as equal partners, which is very refreshing and inspirational. Gannett Fleming continues to demonstrate their true commitment to the DBE program, which has allowed us to grow our abilities and contribute to WMATA in a greater capacity.

”

— Laura Soprano, Executive Vice President, RJM Engineering, Inc.

DBE Partners and Stories



FACL-002 | System-Wide Train Wash Project



“

Facet is currently working with Gannett Fleming (Gannett Fleming) in Chicago and Philadelphia. In Chicago, Gannett Fleming is part of the CTA PMO. Facet doing major work for CTA and benefits from Gannett Fleming's personnel guidance on projects, especially with our first project working as Prime. Gannett Fleming has been instrumental in guiding Facet thru the administrative processes that come with being a Prime. In Philadelphia, performing engineering at the SEPTA Frankford Facility, and for the new SEPTA Trolley Heavy Maintenance Facility, giving Facet the exposure demonstrate strong engineering capabilities in the same manner that Gannett Fleming included Facet on tasks for WMATA as part of the last WMATA GAEC 2019.

”

— Oren Skidelsky, PE, Chief Engineer/ Senior Electrical Engineer, Facet Engineering

DBE Partners and Stories



INFR-012 | Bridge Inspections



“ Tribal 1 has been working with Gannett Fleming for approximately 9 months. Tribal 1 supports the bridge inspection task order under your current WMATA AE contract. We work closely with Gannett Fleming staff ensuring WMATA’s priority and non-priority bridges are inspected correctly and efficiently. Working as a DBE for Gannett Fleming has allowed T1 to grow its presence in Maryland in number of staff and expansion of services. Tribal 1 looks forward to working with Gannett Fleming on future projects.

”

— Andrew Fulton, PE, Sr. Structural Engineer, Tribal 1

Contact Info



**Brad
Mason**

WMATA Client
Executive, Regional
Transit & Rail
Executive

bmason@gfnet.com



**Dave
Burrows**

Vice President, WMATA
GAEC Project
Manager/WMATA
Client Manager

dburrows@gfnet.com



**Kevin
Cronin**

Vice President,
WMATA PMCM
Contract Manager

kcronin@gfnet.com



**Erica
Melton**

DBE Compliance

emelton@gfnet.com



**Taylor
Osborn**

Proposal
Manager

tosborn@gfnet.com

Introducing Our Prime: **Kiewit**





Kiewit

KIEWIT IN DC / MARYLAND/ VIRGINIA

SUBCONTRACTOR/SUPPLIER OUTREACH



DOING BUSINESS WITH KIEWIT

PREPARED FOR: METRO'S SMALL BUSINESS PROGRAMS OFFICE
MEET THE PRIMES SERIES

SEPTEMBER 18, 2024 ● 10:00 A.M. EST



AGENDA

- Welcome Remarks
- Kiewit Company Overview
- Past Success: WMATA Experience
- Current WMATA Opportunities
- Other Local Opportunities
- Next Steps: Working with Kiewit
- Diversity Commitment

KIEWIT CORE VALUES



PEOPLE

**WE REGARD PEOPLE AS
OUR MOST VALUED
RESOURCE**

- Safety
- Dignity and Respect
- Inclusion
- Collaboration



INTEGRITY

**WE HONOR OUR
COMMITMENTS**

- Fairness
- Transparency
- Accountability
- Honesty



EXCELLENCE

**WE PURSUE QUALITY
WITHOUT
COMPROMISE**

- Innovation
- Creativity
- Competition
- Continuous Improvement



STEWARDSHIP

**WE INVEST WHERE WE
WORK AND LIVE**

- Sustainability
- Community Partnership
- Mentorship
- Responsibility

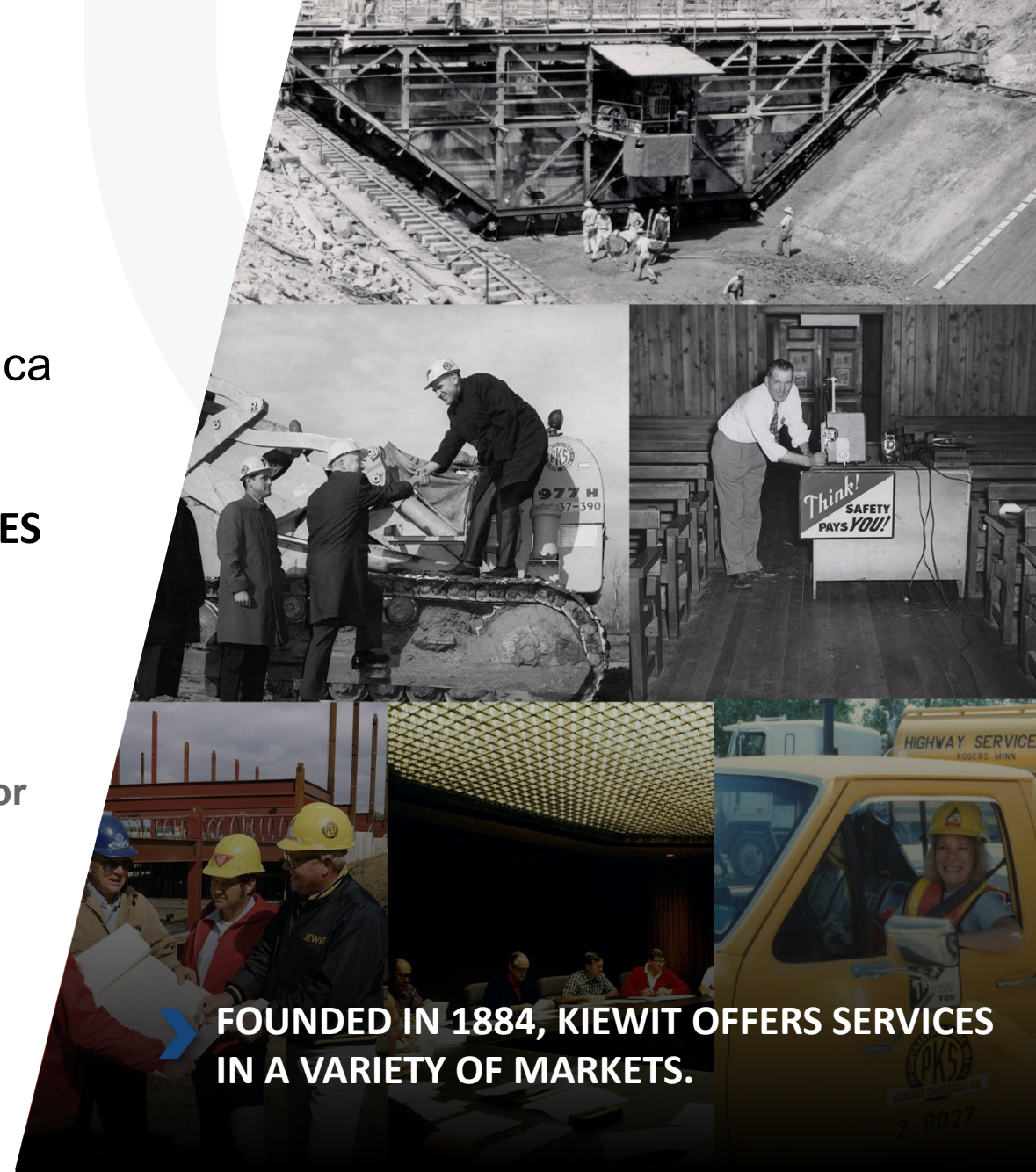
KIEWIT COMPANY OVERVIEW

- **\$17.1 BILLION EARNED REVENUE IN 2023**
 - Largest Transportation Contractor in North America
- **FORTUNE 500 COMPANY FOR 20+ YEARS**
- **• 31,100 CRAFT AND STAFF EMPLOYEES**

ENR
Engineering News-Record
2024 Rankings

#1 Domestic Heavy Civil Contractor
#1 Transportation Contractor
#2 Overall Contractor

➤ **FOUNDED IN 1884, KIEWIT OFFERS SERVICES IN A VARIETY OF MARKETS.**



KIEWIT OFFICE LOCATIONS AND MARKETS



BUILDING



INDUSTRIAL



MARINE



MINING



OIL, GAS & CHEMICAL



POWER



TRANSPORTATION

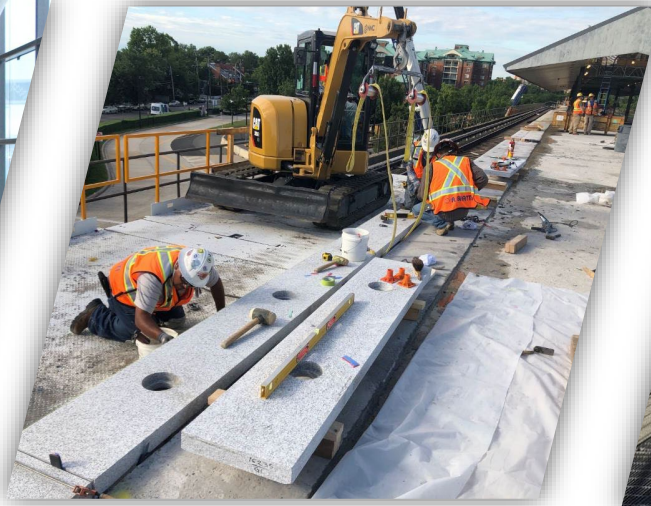


WATER / WASTEWATER



SUCCESSFUL TRACK RECORD WITH WMATA – RECENT PROJECTS

- WMATA Reagan National Airport
- Platform Rehabilitation Program – Phases 1-4
- WMATA Farragut North Vent Shaft Repair
- WMATA Yellow Line Tunnel and Bridge Repairs & Multiple other WMATA, DC & DMV Area Projects



CURRENT WMATA PURSUITS (NOT YET AWARDED):

VENT SHAFT SOGR PHASE 1

Location: Washington DC, Maryland

Kiewit Contact: John Stevenson at John.Stevenson@kiewit.com

Rehabilitation of 6 ventilation shafts with option for work in 3 more shafts over the next 3 years. Work will include setup and restoration of a temporary yard, temporary lane closures and MOT for access to the various shafts, structural concrete repair, waterproofing by means of curtain grouting, drainpipe cleaning and replacement, miscellaneous HVAC work, stair and railing replacement, concrete cleaning, replacement of several steel doors and hardware, installation of permanent signage and replacement of electrical gear and wiring. Optional 2 shafts will include installation of sound attenuation.

ANTICIPATED SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Concrete Repairs
- Crack Repairs
- Demolition
- Design Engineering
- Doors & Door Hardware
- Janitorial Services

- Landscaping & Site Work
- Mechanical (Drain Pipe Replacement)
- MOT & Flagging
- Progress Photos
- Quality Control
- Signage

- Steel repairs
- Surveying
- Trucking
- Waterproofing

Supply:

- Concrete Supply
- Doors & Door Hardware

- Electrical
- Safety Supplies
- Lumber
- Misc. Metal Fabrication
- Trailer Rental / Set-up

CURRENT WMATA PURSUITS (NOT YET AWARDED): GENERAL MULTIPLE AWARD TASK ORDER CONTRACT (MATOC)

Location: Landover, MD

Kiewit Contact: Ian Kodes at Ian.Kodes@kiewit.com

This 5-year MATOC will include design and construction services for a broad range of projects to repair/rehabilitate WMATA's facilities and infrastructure system-wide. General maintenance contracts can consist of but are not limited to: demolition, civil work, rail work, station and building renovation work, electrical work including, communication, signalization & traction power work, safety/security, general housekeeping, fencing, cleaning, and painting.

ANTICIPATED SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Acoustical Metal & Metal Pan Ceilings
- Carpentry Service
- Cleaning / Janitorial
- Concrete Pump Rental
- Concrete Wash Out
- Crane Rental
- Deep Foundations
- Subcontractors – Pile Work, Micropile, Pipe Pile
- Demolition
- Design
- Doors & Frame
- Drywall

- Dumpsters / Material Disposal / Junk Yards
- Electrical
- Fencing
- Drywall
- Dumpsters / Material Disposal / Junk Yards
- Electrical
- Fencing
- Fire Alarm & Security
- Fire Protection
- Firestopping
- Flooring
- Fueling
- Glass & Glazing

- Granite Pavers
- Guardrail
- Hazard Abatement
- Hoists/ Crane Rentals
- HVAC
- Landscaping
- Lane Closure / Maintenance of Traffic
- Masonry
- Molding Removal
- Office Trailer Rental
- Painters
- Photos & Videos
- Pipe Video Inspection
- Plumbing

- Quality Control – Testing, Labs, & Inspection
- Rebar/Concrete Reinforcing
- Security Guards
- Signage
- Street Sweeping
- Support of Excavation
- Surveying
- Trucking & Hauling
- Utilities
- Waterproofing & Joint Sealing

Supply:

- Aggregates
- Bollards
- Concrete & Concrete Accessories
- Doors and Hardware
- Electrical supplies
- Furnishing
- Geofabrics
- Lumber
- Misc. Metals
- Piping
- Precast Concrete
- Rebar – Reinforcing Steel
- Railroad supplies
- Signage



CURRENT WMATA PURSUITS (NOT YET AWARDED): BETHESDA METRORAIL STATION SOUTH MEZZANINE

Location: Bethesda, MD

Kiewit Contact: John Stevenson at John.Stevenson@kiewit.com

The Bethesda Metrorail Station South Mezzanine includes the design and construction of a new mezzanine at the south end of the Bethesda Metro station, in Bethesda, Maryland. The south mezzanine will connect to a new entrance allowing for entry at the south end of the station.

Primary elements of the new mezzanine include precast stairs, escalators, elevators, pylons, a kiosk, exit fare machine, and fare gates.

ANTICIPATED SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Cast-In-Place Concrete
- Communications
- Demolition
- Design Engineering
- Electrical
- Fire Alarm / Fire Protection
- Fire Standpipe
- Mechanical
- Quality Control
- Rebar Furnish and Install
- Support of Excavation

Supply:

- Construction Barricade
- Floor Tile
- PC Concrete
- Structure Steel Fabrication
- Suspended Ceilings
- Trailer Rental / Set-Up



OTHER LOCAL KIEWIT OPPORTUNITIES

KIEWIT IN DC / MARYLAND/ VIRGINIA

SUBCONTRACTOR/SUPPLIER OUTREACH

LOCAL KIEWIT PROJECTS (AWARDED): UNIVERSITY OF MARYLAND NEXTGEN ENERGY PROGRAM

Location: College Park, MD

Kiewit Contact : Mark Farnsworth at **Mark.Farnsworth@kiewit.com**

NextGen will replace, renew, and modernize UMD College Park's aging energy system; including updates to the distribution system and measures to increase efficiency and resiliency. Project scope includes replacing steam generation plant equipment and upgrading building, 5000 LF buried distribution piping and concrete manholes, mechanical chiller equipment removal and replacement, and architectural finishes.

SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Architectural Finishes, Glazing, Roofing, Masonry
- Civil – Trenching, Backfill, Site Restoration
- Concrete & Reinforcing
- Demolition

- Electrical, Fire Alarm, Sprinkler, Access Control
- Surveying
- Temporary Structures Design
- Trucking – Triaxle
- Underground Utility Piping

Supply:

- Electrical
- Fuel
- Lumber
- Misc. Metal Fabrication
- Mechanical Piping
- Safety Supplies

LOCAL KIEWIT PROJECTS (AWARDED): ELLICOTT CITY NORTH TUNNEL

Location: Ellicott City, MD

Kiewit Contact: Ben Seling at Ben.Seling@kiewit.com

One of seven Howard County flood mitigation projects, the Extended North Tunnel is the largest flood mitigation component of the Ellicott City Safe and Sound plan. The project design features an approximately 5,800-foot-long, 18.5-foot-diameter tunnel spanning from the north side of Frederick Road, approximately 500 feet east of Papillon Drive, to the Patapsco River shoreline north of Lot B. In addition to the tunnel, several shafts and portal structures will be constructed to facilitate tunnel excavation and the conveyance of storm water. Additional scope is anticipated to be added into the contract for additional intake shafts and connections to the main tunnel.

SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Fully Operated Crane Rentals
- Landscaping & Site Restoration
- MOT & Flagging

- Temporary Structures Design
- Trucking – Tractor Trailers & Roll-Offs

Supply:

- Aggregates
- Electrical (Temporary)
- Fuel & Lubricants
- Project Signage & Printing
- Safety Supplies

- Ready-Mix Concrete & Shotcrete
- Water/Ice

LOCAL KIEWIT PROJECTS (AWARDED): FRANCIS SCOTT KEY BRIDGE REPLACEMENT I-695/MD 695 OVER THE PATAPSCO RIVER/ BALTIMORE HARBOR

Location: Baltimore, MD

Kiewit Contact: RebuildKeyBridge@kiewit.com

The Key Bridge Replacement Project will reconstruct the Francis Scott Key Bridge that collapsed after a vessel strike on March 26, 2024. The Project will be delivered via the Progressive Design Build delivery method with anticipated scope to include the construction of a new bridge, along with work necessary to tie the new bridge into the existing infrastructure. Project will advance in two phases: Phase 1 Project Development services and Phase 2 Project Delivery services.

SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Administration
- Support/Document Control
- Asphalt Milling, Supply & Paving
- Barrier Wall
- Bridge Drainage
- Deck Overlays
- Demolition/Disposal of Materials
- Fencing
- Flatwork
- Grinding/Grooving
- Guardrail
- Lighting
- Maintenance of Traffic
- Marine Support
- Misc. Concrete Work (Retaining Walls)
- Painting
- Public Outreach
- Reinforcing Steel Supply & Install
- Roadway Civil & Drainage
- Signage
- Steel Erection
- Striping
- Tow Truck/Emergency Response
- Trucking

Supply:

- Aggregates
- Borrow
- Concrete Girders
- Specialty Materials



LOCAL KIEWIT PROJECTS (AWARDED): MARYLAND AVENUE

Location: Ellicott City, MD

Kiewit Contact: Lizan Gilbert at Lizan.Gilbert@kiewit.com

The Maryland Avenue project is part of Howard County's Safe and Sound Program, which aims at relieving flooding from downtown Ellicott City. The project entails excavation of 12' OD twin pipe culverts, spanning roughly 200'. Other scopes of work are pipe canopy install under MD Ave St. and CSX railway lines, structural wall construction, utility relocations and curb/paving.

SUBCONTRACTOR/SUPPLIER OPPORTUNITIES:

Subcontract:

- Grouting
- Instrumentation & Monitoring
- Pipe Jacking & Pipe Canopy
- Pre & Post Construction Survey
- Support of Excavation
- Trucking

Supply:

- Aggregates
- Concrete
- Granite Veneer
- Reinforced Concrete Pipe
- Temp Electric



WORKING WITH KIEWIT

KIEWIT IN DC / MARYLAND/ VIRGINIA
SUBCONTRACTOR/SUPPLIER OUTREACH

WHAT DOES IT TAKE TO WORK WITH US?

We evaluate companies on different criteria based on specific project requirements. This may include, but is not limited to:

- Safety performance
- Proven quality
- Certification
- Insurance and bonding capability
- On-time performance
- Years in business
- Reputation
- Past performance with Kiewit or Client
- Value-added products or services

SAFETY REQUIREMENTS

We take seriously our responsibility to keep each other and the public safe on our jobs. Our commitment to safety is demonstrated by:

- Craft and staff collaboration to lead safety efforts on our projects.
- Site-specific orientations and trainings to prepare all team members for the work.
- Hazard analysis requirement before any operation can begin and safety meeting with foremen and crews at start of each shift.
- Project safety inspection tours and assessments to identify areas for improvement and best practices.



DIVERSITY AND NONDISCRIMINATION

Rooted by our corporate core values, Kiewit is committed to inclusive employment and business practices that reflect equity, respect, and accountability.

- Respectful behavior extends to everyone in the company, as well as prospective employees, subcontractors, vendors and clients.
- We believe in an inclusive environment and community.

➤ **KIEWIT HAS ZERO TOLERANCE FOR DISCRIMINATION OR HARASSMENT.**





NEXT STEPS

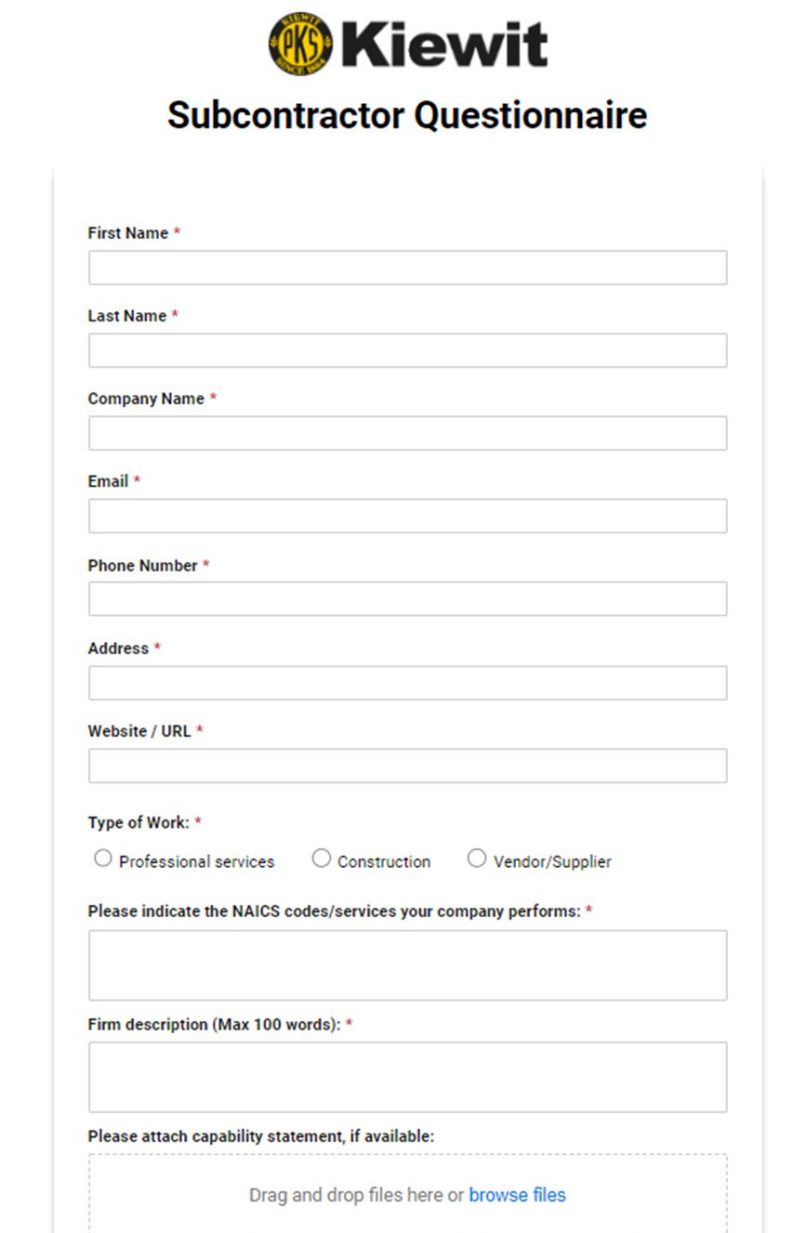
KIEWIT IN DC / MARYLAND/ VIRGINIA
SUBCONTRACTOR/SUPPLIER OUTREACH

NEXT STEPS: JOIN OUR DATABASE

STEP 1:

Complete our **Subcontractor Questionnaire** to join our mailing list and help us understand your capabilities and bidding interests.

After completing our Subcontractor Questionnaire, you will be added to our database.



The image shows a screenshot of the Kiewit Subcontractor Questionnaire form. At the top, the Kiewit logo is displayed next to the title "Subcontractor Questionnaire". The form contains several input fields and a section for radio buttons. The fields are labeled: "First Name *", "Last Name *", "Company Name *", "Email *", "Phone Number *", "Address *", and "Website / URL *". Below these is a "Type of Work: *" section with three radio button options: "Professional services", "Construction", and "Vendor/Supplier". Following this is a section titled "Please indicate the NAICS codes/services your company performs: *" with a text input field. Then, there is a "Firm description (Max 100 words): *" section with another text input field. At the bottom, it says "Please attach capability statement, if available:" followed by a dashed box containing the text "Drag and drop files here or [browse files](#)".

Kiewit
Subcontractor Questionnaire

First Name *

Last Name *

Company Name *

Email *

Phone Number *

Address *

Website / URL *

Type of Work: *

☐ Professional services ☐ Construction ☐ Vendor/Supplier

Please indicate the NAICS codes/services your company performs: *

Firm description (Max 100 words): *

Please attach capability statement, if available:

Drag and drop files here or [browse files](#)



NEXT STEPS: JOIN OUR BIDDERS LIST

STEP 2:

Sign-up for **BuildingConnected** to be added to our bidder's list!

- Create an account with Building Connected
<https://app.buildingconnected.com/create-account>
- Follow this link to see public Kiewit projects:
<https://app.buildingconnected.com/public/545c695dc26ca11600879dd8>

SOLICITATION COMMUNICATIONS

- Notification via B2gNow to targeted NAICS codes in certified database
- Bid invitations and communications issued via BuildingConnected
- Direct email to project mailing list & scope specific bidders list
- Notification to community organizations
- Announcement on website



 **BUILDINGCONNECTED**



RESOURCES AND ASSISTANCE

KIEWIT IN DC / MARYLAND/ VIRGINIA

SUBCONTRACTOR/SUPPLIER OUTREACH

RESOURCES AND ASSISTANCE



VIRTUAL TECHNICAL ASSISTANCE HUB RESOURCES TO HELP YOU GET "BID-READY!"

Click on topics below to access resources and training!

ACCOUNTING

- Webinar: 7 Best Tax Write-Offs for Small Business & Self-Employed to Cut Your Taxes (FedAccess)
- Webinar: Small Business Tax Workshop Series (IRS)
- Article: Construction Accounting 101 (Foundation Software)
- Webinar: QuickBooks Online Made Easy for Small Companies (World Wide QuickBooks)

ALTERNATIVE DELIVERY

- PDF: Primer Progressive Design Build (DBIA)
- Article: The Emergence of Progressive Design Build (DBIA)
- Webinar: Introduction to Major Delivery Types at CDOT (Connect2DOT)

BACK TO BASICS

- Webinar: Commercially Useful Function (CalifDGS)
- Webinar: How to Set Up Your Profile So Your Business Gets Found: the Dynamic Small Business Search (FedAccess)
- Article: North American Industry Classification System NAICS (Census)
- Webinar: Registering New Entities for Government Contracts (SAM)

BONDING

- PDF: AGC Surety Claims Guide (AGC)
- PDF: How to Obtain Surety Bonds (SIO)
- PDF: The Importance of Surety Bonds In Construction (SIO)
- Website: Surety bonds (SBA)
- Webinar: SBA's Surety Bond Guarantee (Missouri SBDC)
- Article: Surety Bonds for Small Business (Forbes)

BUSINESS DEVELOPMENT

- Webinar: Business Plan in an Hour (Pikes Peak SBDC)
- Webinar: Introduction to Branding Your Business (S. Colorado SBDC)
- PDF: The Colorado Business Resource Book (Colorado SBDC)
- Webinar: You've Landed a Construction Contract, Now What? (NorCal PTAC)

- Webinar: Construction Contracting - How to Write a Scope Letter (NorCal PTAC)
- Webinar: Building Relationships with Prime Contractors (NorCal PTAC)
- Webinar: Find Government Contracts to Bid On (SAM)
- Webinar: How to Win Contracts by Making a Capture Strategy (NorCal PTAC)
- Webinar: How to Write a Winning Capability Statement (FedAccess)
- Webinar: Make a Statement - Get Noticed! How to Write a Capability Statement (Alaska PTAC)
- Webinar: Capability Statements from a Contracting Officer Perspective (Alaska PTAC)
- Webinar: How to Write a Proposal to the Government Step-by-Step (FedAccess)
- Webinar: Find Your Target Customers (FedAccess)
- Webinar: The 4 Stages of Winning (and Getting Paid for) a Government Contract (FedAccess)
- Webinar: Your 1st Government Contract (FedAccess)
- Webinar Series: Understanding Your Customer (SBA)
- Webinar: Microsoft Office Word Basics (S. Colorado SBDC)
- Webinar: Social Media: Essential Principals for Small Businesses (Pikes Peak SBDC)
- Webinar: Digital Business Fundamentals (Aurora-South Metro SBDC)
- Webinar Series: Marketing 101 (SBA)

CERTIFICATION

- Webinar: Federal Government Certifications for Small Business Owners (FedAccess)
- Webinar: Disadvantaged Business Enterprise (DBE) Certification (Connect2DOT)
- Webinar: Certifications A to Z (Colorado SBDC TechSource)
- Webinar: Doing Business With CDOT (Connect2DOT)
- Webinar: Minority Business Office - Certifications (Colorado OEDIT)

CONTRACTS

- Webinar: Contract Types Simplified: Fixed-Price, Time-and-Materials, and Cost-Plus (FedAccess)
- Webinar: Which Parts of the Federal Acquisition Regulation Matter? (FedAccess)

SUBCONTRACTOR & SUPPLIER DIVERSITY AT KIEWIT

ORGANIZATIONS AND RESOURCES FOR SMALL, LOCAL, & DISADVANTAGED BUSINESS ENTERPRISES

Scan QR Code with your phone to access technical assistance resources and organizations



Kiewit is invested in providing information, and support to help you succeed.

FEDERAL

- U.S. Department of Commerce
- U.S. Department of Labor
- U.S. Department of Justice
- U.S. Department of Education
- U.S. Department of Health and Human Services
- U.S. Small Business Administration
- Veterans Business Outreach Center

LOCAL/REGIONAL

INDUSTRY / MEMBERSHIP ORGANIZATION

- Associated Builders & Contractors (ABC) Central Texas
- Association of Women Entrepreneurs and Professionals
- Association of Women's Business Centers
- Austin Chamber of Commerce
- Austin Contractor Association (ACA)
- Austin Independent Business Alliance
- Austin LGBT Chamber of Commerce
- Austin Women in Technology
- Austin Young Chamber of Commerce
- Conference of Minority Transportation Officials (COMTO) Austin
- Greater Austin Asian Chamber of Commerce
- Greater Austin Black Chamber of Commerce
- Greater Austin Hispanic Chamber of Commerce
- Homebuilders Association (HBA) of Greater Austin
- National Association of Minority Contractors (NAMC) Austin
- Southwest Minority Supplier Development Council (SMSDC)
- The Association of Women and Minority Contractors of Texas
- United States Veterans Chamber of Commerce
- Womens Chamber of Commerce of Texas
- WTS - Heart of Texas Chapter

COMMERCE

- National Small Business Association

SERVICES

- Accion
- BIGAUSTIN
- Biz Owners Ed
- Capital Certified Development Corporation (Capital CDC)
- Economic Growth Business Incubator
- Family Business Loan Program - City of Austin
- Fundra
- Just
- LIFT Development Enterprises, Inc.
- PeopleFund
- Texas Community Building with Attorney Resources
- The Bunker

TECHNICAL ASSISTANCE

- Business Success Center
- Economic Growth Business Incubator
- Main Street Relief
- Service Corps of Retired Executives (SCORE) of Austin
- Texas State University Small Business Development Center
- UTSA Procurement Technical Assistance Center



KIEWIT IS COMMITTED TO MEETING OR EXCEEDING BUSINESS INCLUSION GOALS ON OUR PROJECTS.

We will maximize opportunities for local small and diverse firms by dividing work into economically feasible packages to ensure equitable and meaningful participation; actively seeking out diverse businesses; building upon new and existing subcontractor relationships; fostering development and growth of existing and potential diverse business partners; and partnering with community and industry organizations focused on supporting small and diverse businesses.

Kiewit is an Equal Opportunity Employer.

Questions? Contact us at: BuildwithKiewitAustin@Kiewit.com

(Alaska PTAC)

OCIP

- Article: Construction Wrap Up Insurance Programs (CE)

TEAMING

- Webinar: Teaming Agreements & Subcontracting (NorCal PTAC)
- Webinar: Teaming Strategies (Alaska PTAC)



SUBCONTRACTOR & SUPPLIER DIVERSITY AT KIEWIT

Need Assistance? Visit our Virtual Technical Assistance Hub

diverse businesses for a broad range of services to support project needs. We evaluate companies on different criteria based on specific project requirements.

This may include, but is not limited to:

- Safety performance
- Proven quality
- Certification
- On-time performance
- Years in business
- Reputation
- Insurance and bonding capability (bonding assistance available)
- Past performance with Kiewit or Client
- Value-added products or services



Partnering with community and industry organizations focused on supporting small and diverse businesses



Building upon new and existing subcontractor and supplier relationships to foster long-term partnerships



Investing and participating in local training and apprenticeship programs to create a pipeline of local talent for sustainable careers in construction

LET'S BUILD TOGETHER

Kiewit maximizes opportunities for local, small, and diverse businesses. We actively seek out diverse businesses that will bring additional value to our clients and the projects we build by:

- Ensuring that our estimators, project engineers, and staff involved in procurement are trained on including small and diverse businesses in our subcontracts
- Dividing work into economically feasible packages to ensure equitable and meaningful participation
- Conducting extensive contractor and supplier outreach efforts to foster relationships with local, small, and diverse businesses
- Partnering with local community organizations to promote contracting opportunities and create access points for relationship building

GET CONNECTED FOR OPPORTUNITIES!



- 1 SCAN THE QR CODE to receive an emailed link to complete our Subcontractor Questionnaire

- 2 Access the email to complete the Subcontractor Questionnaire to help us understand your capabilities and bidding interests!



- JOIN OUR BIDDERS LIST!**
After completing the Subcontractor Questionnaire, create an account with BuildingConnected at: <https://app.buildingconnected.com/create-account>
- Kiewit will notify firms of open solicitations/opportunities via direct email (to database), B2Gnow, BuildingConnected, our project website, and various local publications.
 - Solicitation notices will include targeted scopes, qualifications sought, and submittal instructions.

VIEW BIDDING OPPORTUNITIES WITH KIEWIT IN BUILDINGCONNECTED: bit.ly/KiewitOpps

Questions? Contact us at: BuildwithKiewitAustin@Kiewit.com



WE'RE BUILDING MORE THAN INFRASTRUCTURE

Kiewit maximizes opportunities for local DBE firms through:

- Dividing work into economically feasible packages for equitable and meaningful participation
- Actively seeking out diverse businesses that bring value to our projects
- Building upon subcontractor relationships to foster long-term partnerships
- Fostering development and growth of existing and potential diverse business partners
- Partnering with community and industry organizations focused on supporting small and diverse businesses

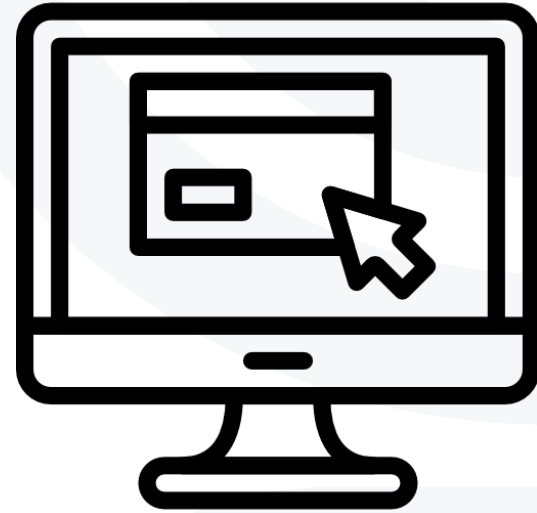


EQUITY • INCLUSION • OPPORTUNITY • GROWTH

GET CONNECTED. STAY CONNECTED.



BuildingWMATA@kiewit.com



Visit our Subcontractor Portal

(<https://l.ead.me/WorkwithKiewitDMV>)



THANK YOU!

KIEWIT IN DC / MARYLAND/ VIRGINIA
SUBCONTRACTOR/SUPPLIER OUTREACH

Join Us for Our Next Outreach:

Metro's Meet the Primes



METRO'S SMALL BUSINESS PROGRAMS OFFICE PRESENTS

Future Fulfillment Fundamentals: A Roadmap for Achieving Long-term Financial Goals

Join us **virtually** as we delve into essential principles and practical steps for setting and achieving your long-term financial aspirations. Learn from expert advice on savings strategies, investment planning, and creating a sustainable financial roadmap tailored to your life goals. Presented by Pauline Tiako & Phillip Ndzeka Ah.

Tuesday, September 24, 2024 10 a.m. - 12 p.m.

This event is in
collaboration with



WORLD
FINANCIAL
GROUP



Join Us for Our Next
In Person Outreach:

In Honor of Hispanic
Heritage Month

Cómo hacer negocios con Metro Para pequeños negocios hispanos | En persona

*Doing Business with Metro for
Spanish-Speaking Small Businesses | In Person*



Metro busca conectarse con pequeños negocios hispanos en nuestra comunidad, ¡como el suyo! Acompáñenos y aprenda cómo hacer negocios con la Oficina del Programa de Pequeñas Empresas de Metro para obtener posibles contratos.

Esta es una excelente oportunidad para que los propietarios de pequeños negocios obtengan conocimientos sobre cómo aprovechar posibles oportunidades comerciales con nosotros.

Metro is looking to connect with Spanish-speaking small businesses in our community — like yours! Join us and learn how to do business with Metro's Small Business Program's Office for potential contracts.

This is an excellent opportunity for small business owners to gain insights on how to tap into potential business opportunities with us.



Regístrese ahora para nuestro evento gratuito y en persona.

¡El espacio es limitado!

2 de octubre de 2024, de 10 a.m. a 12 p.m.

Edificio Metro New Carrollton, 4100 Garden City Dr., Hyattsville, MD

Register now for our free, in-person event. Space is limited!

October 2, 2024, from 10 a.m. – 12 p.m.

Metro New Carrollton Building, 4100 Garden City Dr., Hyattsville, MD



Thank you!

That concludes our presentations, we invite you to
network with our primes and exhibitors.

Washington Metropolitan
Area Transit Authority