

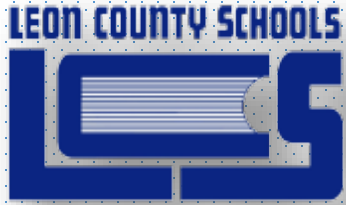
Small Business Enterprise Fairview/Rickards Board Workshop



Date: February 26, 2018

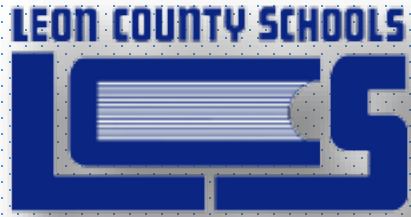
3:00 p.m. – 5:00 p.m.

Safety & Security Training Portable



Our Mission

- Leon County Schools' Small Business Enterprise Program is Designed to Support the Enhancement of Innovative Race and Gender Neutral Strategies By Promoting Qualified Small Business Participation.



Current Goals and Objectives

- Our Primary Focus is to Identify Resources that are Available to Assist and Support Growing Small Businesses.
- Providing Assistance to Small Business Owners in Becoming Qualified and Certified to Conduct Business with the Leon County School Board.
- Providing Enhanced Mentoring and Training Opportunities for Small Business Owners.
- Increase the Utilization of Small Business Participation for Vendors and Contractors Providing Construction and Non-Construction Services and Products Throughout the District.

LCS Current Policies & Procedures



- Small Business Development Program 6325
- Local Preference Policy **6320**
- Race and Gender Neutral Policy
- **Program Office**
 - Objectives of the Small Business Development Office (SBDO)
 - Scope of the SBDO
 - Responsibilities and Standards of the SBDO
- Program Certification and Participation
- Administration
- **Evaluating and Reporting**



Knowing the Difference Between MBE, WBE, and SBE How its Related to LCS and Awarded Contracts

Small Business Enterprise (SBE)

- A Standard, Which is Usually Stated in Number of Employees or Average Annual Receipts, Represents the Largest Size that a Business (Including its Subsidiaries and Affiliates) May Be to Remain Classified as a Small Business.
- **Leon County Schools Has a (SBE) Program.**
- Our Policy Limits the Number of Employees to (15) and Annual Gross Receipts/Income to \$2,000,000.
- Our Program Offers Award Preference to Our (SBE) Vendors on Capital Outlay Projects, If the (SBE) Vendor is within (5%) of the Low Bidder.
- Our Program Also Offers a Five (5) Point Preference on Selections for Professional Services; Such as: Architectural/Engineering Design Services and Construction Management Services.

Minority Business Enterprise (MBE)

- Ownership By Minority Individuals Means the Business is at Least (51%) Owned By Such Individuals, or in the Case of Publicly-Owned Business, at Least 51% of the Stock is Owned By One or More Such Individuals.
- Further, the Management and Daily Operations are Controlled By Those Minority Group Members.
- **Leon County Schools Does NOT Have a (MBE) Program.**

Women Business Enterprise (WBE)

- Ownership is Defined as a Business That is at Least (51%) Owned, Operated, and Controlled on a Daily Basis By One or More (In Combination) Female American Citizens.
- **Leon County Schools Does NOT Have a (WBE) Program.**

The City of Tallahassee and Leon County Both Have (MBE), (WBE), and (SBE) Programs.

With Their (MBE) and (WBE) Programs, They Have Established Goal Requirements Assessed on Their Capital Improvement Projects and Other Contracted Services. As You, The County, and the City, Will Be Undergoing a Disparity Study Review Over the Next (18) Months. Disparity Studies are Performed to Serve as the Evidentiary Basis of Continued Race/Gender Based Programs with the Overall Objective to Determine if a "Compelling Interest" to Maintain Programs to Provide Procurement Opportunities to Minority and Women-Owned Businesses Exists. Upon Completion of the Disparity Study, Leon County Schools will Review Any Revisions to the Small Business Portion of Their Policies to Determine Whether or Not Our Policy Could Be Aligned



Fairview Middle School

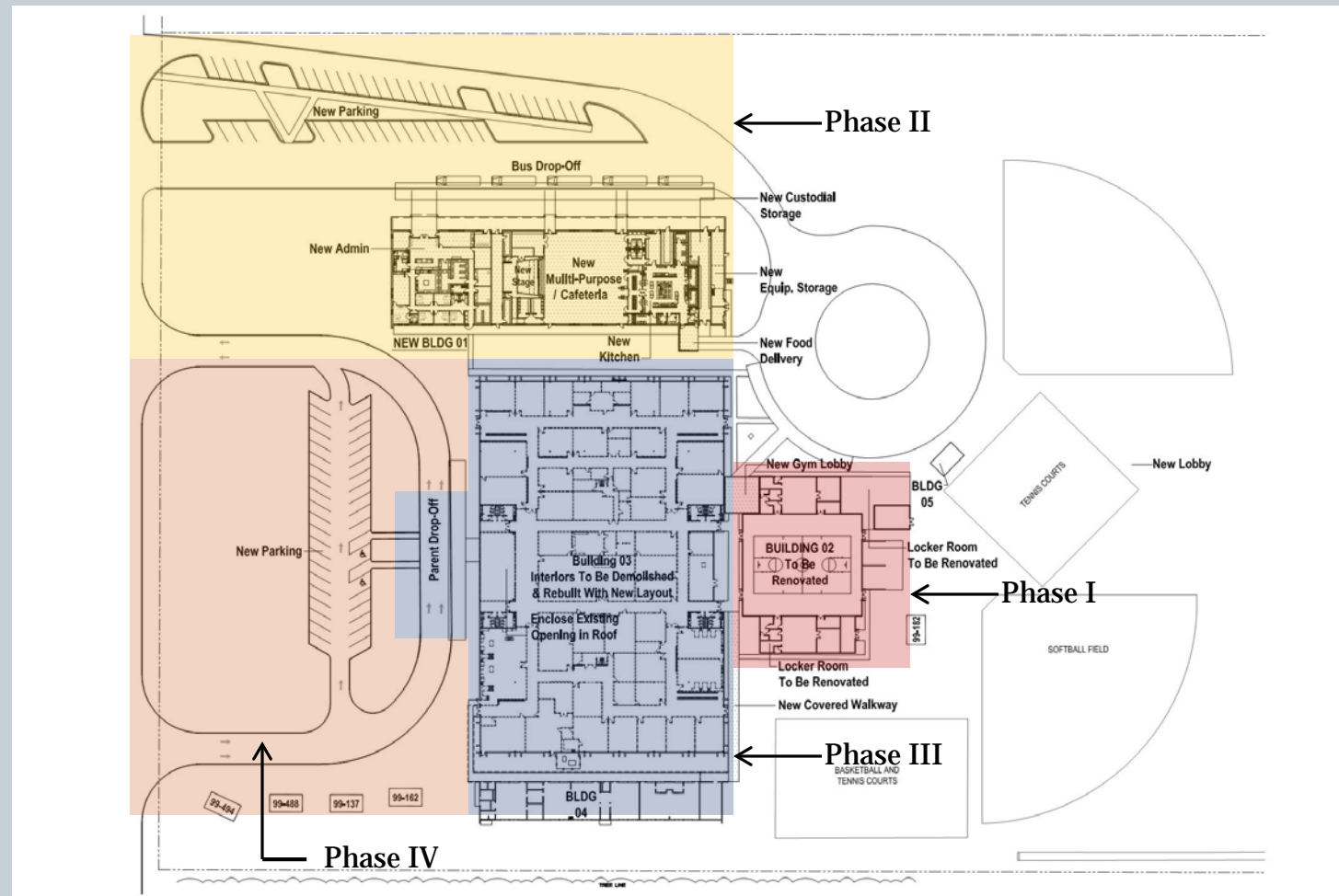
Fairview Middle School Projects



• Projects Currently Survey Approved

- 1 {
 - Renovate and Remodel Gym & Locker Rooms
 - Building Two- Gym Foyer, Toilets, and Concessions (New Construction)
- 2 {
 - Building One- Admin/Kitchen/Dining/Stage (New Construction)
 - Building Three- Remodel/Renovate Classrooms
- 3 {
 - Demolish Building One (Existing)
 - Building Four- Remodel/Renovate Classrooms
 - Site Improvements
- 4 {
 - Drainage Improvements

Fairview Middle School- Proposed Plan



Construction Manager at Risk Services for

Fairview Middle School

New Construction, Remodeling and Renovations
& Site Improvements Project



**Presented
By:**



**Presented
On: 2/26/2018**

**Presented
To:**



FAIRVIEW MIDDLE SCHOOL NEW CONSTRUCTION, REMODELING AND RENOVATIONS &
SITE IMPROVEMENTS PROJECT



ABILITY OF PROFESSIONAL PERSONNEL

The Fairview Team: A quality project begins and ends with a quality construction team

Heath Annin Senior Project Manager



- Owner, President & qualifier
- **Certified FL General Contractor / SREF Certification**
- BS Construction Engineering Technology FAMU
- Senior PM on over \$138 million of educational projects
- Phased LCS Project Experience – Deerlake, Pineview, Cobb & Trans. Fac.

Jason Holder Project Mngr./Engineer



- BS Risk Management – FSU
- **Certified FL General Contractor**
- Recent LCS Experience - Lively HVAC & Pineview Reroof - both aggressive summer schedules
- PM on over \$33 million of educational facilities projects

Bobby Hite or Ray Lamb Project Superintendent



- LCS phased and occupied school experience: Buck Lake, Cobb, Deerlake, Pineview
- LCS major project experience

Paul Gleasman Project Accounting



- Aggressive tax savings
- Audit compliance specialist



SMALL BUSINESS PARTICIPATION

The RAM Small & Minority Business Philosophy:



How we achieve

➤ We reach out:

- Direct phone, fax, email
- Advertise in local periodicals
- Advertise on-line (LCS SBE, Dodge Reports)

➤ We assist SBE:

- Smaller bid components
- Weekly pay disbursement
- Purchase of materials by RAM

Past & Current Utilization

- Participation for LCS projects is 10.6 % or approximately **\$6.4 million in SBE/WMBE contracts**

➤ Possible SBE this Project:

- Demo/Fencing – DTS Maint., Empire Const.
- Concrete/Masonry – Marcos
- Painting - Final Touch, Berigan
- Electrical – Anytime, GT, Perkins
- HVAC – Curtis Sales

We have utilized all of these subcontractors on previous projects

Development Program

- **GOAL: Stimulate small firms growth and capacity while keeping tax \$\$\$ local**
- **Administer criteria for awarding bids to SBE vendors per LCS bylaws & policies section 6325**

Advisor to the Big Bend Minority Chamber of Commerce



- **Workshops through the LCS SBE**



SMALL BUSINESS PARTICIPATION

The RAM Small & Minority Business Workshops



THIS WORKSHOP IS FOR

Small and minority construction trades based businesses that are interested in the following topics as explained from a general contractor perspective:

- Importance of the qualified designation of SBE/WBE/MBE/DBE
- Who are the local public agencies that offer these qualifications
- How to make your firm look more attractive to a general contractor you would like to work with
- How to find out what construction projects are bidding and who's bidding on them

February 8, 2017

5:30 PM – 7:00 PM

LOCATION: Lively Technical Center
Building #8 Room 109
500 N. Appleyard Drive
Tallahassee, FL 32304

ADMISSION: FREE

To register for classes please let us know the name of the company you represent and the number of people attending

Email: Ram2017workshop@gmail.com

Next Workshops Focus:

- *LCS SBE criteria for awarding bids to approved vendors*
- *How to turn in a responsive bid*



FAIRVIEW MIDDLE SCHOOL NEW CONSTRUCTION, REMODELING AND RENOVATIONS & SITE IMPROVEMENTS PROJECT



SMALL BUSINESS PARTICIPATION

How LCS SBE Policy 6325 Impacts The Bidding Process

➤ Recent Bid 2/8/18: Chaires Elementary School New Construction, Remodeling and Renovations & Site Improvements

- 9C Flooring Scope
- Apparent low bidder is LCS SBE certified National Flooring Specialist
- Post bid scope review is performed and contract written to LCS SBE subcontractor
- Report SBE utilization on LCS SBE Reporting Form

SMALL BUSINESS REPORTING FORM

The Leon County Schools Small Business Enterprise Policy requires all Construction Management Firms to submit this Small Business Reporting Form to ensure contractors are eligible for review and consideration of projects initiated by the LCS Board. Preference will be given first to those contractors who comply with the Leon County Schools Small Business Enterprise Policy. Please find the check list below which may be helpful to ensure your company complies with the Leon County School Policy 6325. Please submit this form to the Small Business Enterprise Office located at 3420 West Thurgate Street, Suite 100, Tallahassee, Florida 32303, the office number is (904) 611-1800 fax number is (904) 611-1790 or you can email the form to smallbiz@lcschools.net or smallbiz@lcschools.net

1) Give Company Name _____

2) Project _____

3) Award Date _____

4) How did you advertise for the Small Business participation from the provided list of participants?

A) Newspaper ☐ B) Phone ☐ C) Social Media ☐

D) E-MAIL ☐ E) OTHER ☐

5) Please provide list of subcontractors contacted

A. _____

B. _____

C. _____

D. _____

E. _____

6) Please provide company name and contract amount awarded to all qualified Small Business for the project.

NAME	CONTRACT AMOUNT
A. _____	A. _____
B. _____	B. _____
C. _____	C. _____
D. _____	D. _____

RAM

BID TABULATION SHEET

DATE: February 6, 2018 TIME: 2:00 PM EST

PROJECT: LCS Chaires Elementary School New Construction, Remodeling and Renovations & Site Improvements

OPENED BY: RHA TABULATED BY: JH WITNESSED BY: CM

Bidder	Base Bid	Alternates	Addendum Acknowledged	Received Clarifications & Qualifications
9B ACOUSTICAL CEILINGS				
ACOUSTI ENGINEERING	\$ 28,800.00		Yes	
SHAFFIELD BUILDING CO.	\$ 31,370.00		Yes	Yes
SPECIALY CONTRACTORS OF TALLAHASSEE				
STRINGER ACOUSTICAL CEILINGS	\$ 68,850.00		Yes	Yes
9C FLOORING				
BIG BEND FLOOR COVERING	\$ 97,850.00		Yes	
CARPET ONE FLOOR				
CARPET STUDIO	\$ 129,092.00		Yes	
LINK FLOORS	\$ 106,180.00		Yes	
NATIONAL FLOORING SPECIALIST	\$ 82,906.00		Yes	


SMALL BUSINESS PARTICIPATION

How LCS SBE Policy 6325 Impacts The Bidding Process






- 9D Painting Scope
- Apparent low bidder was Universal Coatings at \$25,830.00
- LCSBE subcontractor Final Touch Painting bid was \$26,710.00

Policy 6325: "the Board, or other purchasing authority shall give a preference to LSBE in making such purchase or awarding such contract in an amount not to exceed five percent (5%) of the LSBE total bid price as described below and in any event the cost differential should not exceed \$25,000.00."

- Final touch within 5% low bid range ($25,830.00 \times 5\% = 27,121.50$)
- Scope reviewed and contract written to SBE subcontractor

		BID TABULATION SHEET		
		DATE: February 6, 2018	TIME: 2:00 PM EST	
		PROJECT: LCS Chaires Elementary School New Construction, Remodeling and Renovations & Site Improvements		
OPENED BY: <u>RHA</u>		TABULATED BY: <u>TH</u>	WITNESSED BY: <u>[Signature]</u>	
Bidder	Base Bid	Alternates	Addendum Acknowledged	Received Clarifications & Qualifications
9D Painting				
FINAL TOUCH PAINTING SERVICES	\$ 26,710. ⁰⁰		Yes	
GASKINS COATINGS				
GENERAL LEES PAINTERS	\$ 38,460. ⁰⁰		Yes	
JOHN THE PAINTER	\$ 32,590. ⁰⁰		Yes	
MARLIN COATINGS				
UNIVERSAL COATINGS	\$ 25,830. ⁰⁰		Yes	
<u>C.L. Richard's & Co.</u>	\$ 38,900. ⁰⁰		Yes	
11A Food Service Equipment				
Beltram Foodservice Group	\$ 416,154. ²¹		Yes	
East Bay Restaurant Supply				
Designs, Furnishings & Equipment, Inc	\$ 324,855. ⁰⁰		Yes	Yes
Big Bend Restaurant Supply	\$ 368,544. ⁷³		Yes	Yes
<u>Strategic Equipment</u>	\$ 375,529. ⁷⁵		Yes	Yes
<u>Mobile Fixtures & Equipment</u>	\$ 327,844. ⁰⁰		Yes	Yes

How LCS SBE Policy 6325 Impacts The Bidding Process

- |  | | BID TABULATION SHEET | | |
|---|--|--|--|--|
| | | DATE: February 6, 2018 | TIME: 2:00 PM EST | |
| | | PROJECT: LCS Chaires Elementary School New Construction, Remodeling and Renovations & Site Improvements | | |
| OPENED BY:  | TABULATED BY:  | WITNESSED BY:  | | |
| Bidder | Base Bid | Alternates | Addendum Acknowledged | Received Clarifications & Qualifications |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| 15C HVAC | | | | |
| AIR MECHANICAL AND SERVICE CORP | \$ 293,744. ⁰⁰ | | Yes | |
| BENSONS HEATING AND AIR CONDITIONING | \$ 229,814. ⁰⁰ | | Yes | |
| COMFORT SYSTEMS | | | | |
| COMPREHENSIVE ENERGY SOLUTIONS | | | | |
| KEITH LAWSON MECHANICAL CONTRACTORS | \$ 214,998. ⁰⁰ | | Yes | Yes |
| KELLY BROTHERS SHEET METAL | \$ 223,191. ⁰⁰ | | Yes | |
| LANG MECHANICAL INC. | | | | |
| MILLER SHEET METAL | | | | |
| MILLER'S PLUMBING AND MECHANICAL | \$ 279,900. ⁰⁰ | | Yes | Yes |
| PARKER SERVICES INC. | \$ 216,815. ⁰⁰ | | | |
| VAUSE MECHANICAL | \$ 334,164. ⁰⁰ | | No Yes  | |
| Curtis Sales & Service | \$ 227,000. ⁰⁰ | | Yes | |

SMALL BUSINESS PARTICIPATION

Fairview Local Small & Minority Business Workshop



LOCAL SMALL & MINORITY BUSINESS WORKSHOP

THIS WORKSHOP IS FOR

Local small and minority construction trades based businesses that are interested in the following topics:

- Importance of the qualified designation of Leon County Schools Small Business Enterprise
- Leon County Schools SBE qualification form
- Estimating process & how to tips
- How to properly submit your bid

FREE ADMISSION

March 6, 2018

5:30 PM – 7:00 PM

LOCATION: Fairview Elementary
School Cafeteria
3415 Zillah St,
Tallahassee, FL 32305

In conjunction with



To register for classes please let us know the name of the company you represent and the number of people attending.

Email: info@ramflorida.com

Fairview Workshop Focus:

- Local Fairview business community input
- LCS SBE criteria for awarding bids to approved vendors
- How to turn in a responsive bid



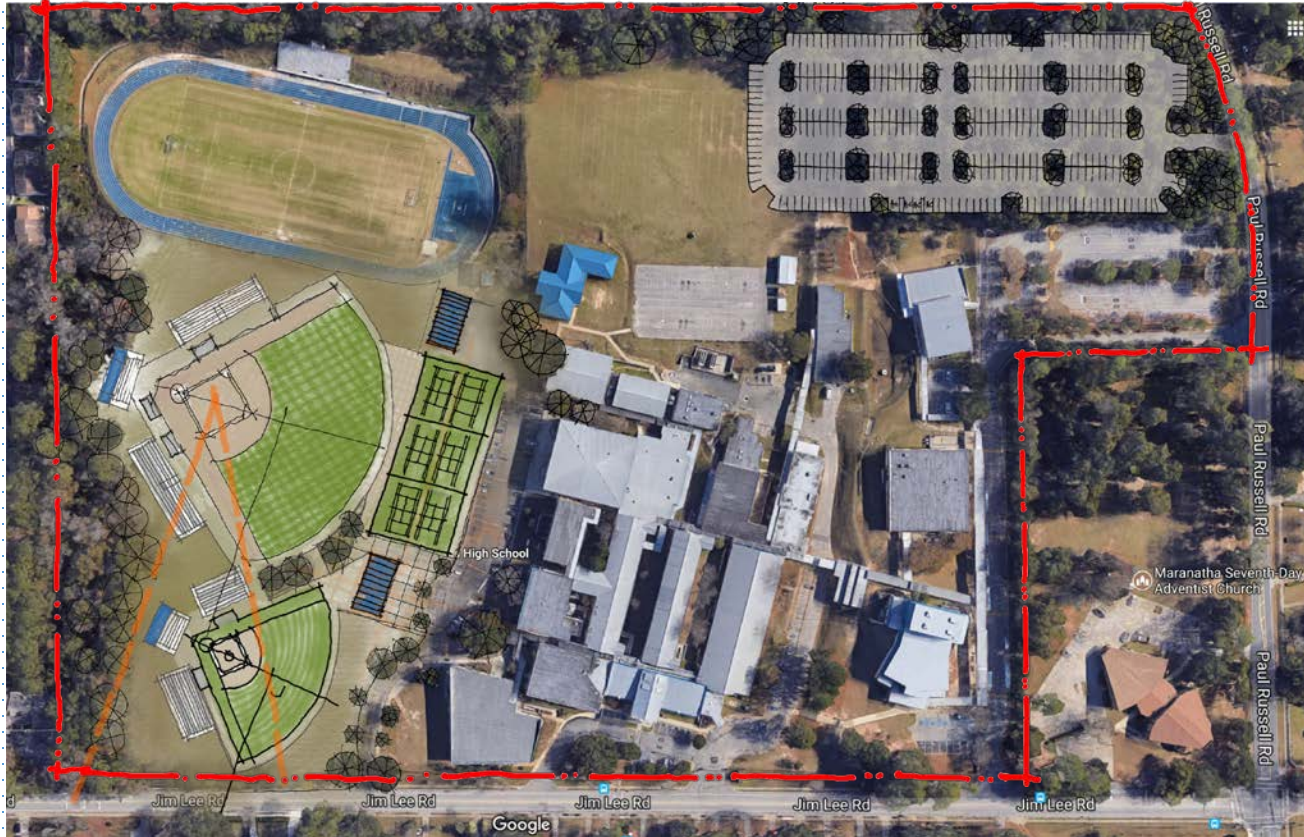
FAIRVIEW MIDDLE SCHOOL NEW CONSTRUCTION, REMODELING AND RENOVATIONS & SITE IMPROVEMENTS PROJECT





Rickards High School

Rickards High School



Review of Project

5-Year Project - \$25 - \$30 Million

Phase I - \$2 - \$3 Million

- **Demolition**
- **New Ball fields (Baseball & Softball)**
- **New Parking Lot**
- **New Construction of Concessions Building with Restrooms (no locker rooms)**
- **Exterior Lighting**

Rickards High School



Review of Project

5-Year Project - \$25 - \$30 Million

Phase I - \$2 - \$3 Million

- **Demolition**
- **New Ball fields (Baseball & Softball)**
- **New Parking Lot**
- **New Construction of Concessions Building with Restrooms (no locker rooms)**
- **Exterior Lighting**

Phase II - As Funding becomes available

- **Demolition of Building 7 & 8**
- **Start proposed 2 story classroom**



Rickards High School



Review of Project

5-Year Project - \$25 - \$30 Million

Phase I - \$2 - \$3 Million

- **Demolition**
- **New Ball fields (Baseball & Softball)**
- **New Parking Lot**
- **New Construction of Concessions Building with Restrooms (no locker rooms)**
- **Exterior Lighting**

Phase II - As Funding becomes available

- **Demolition of Building 7&8**
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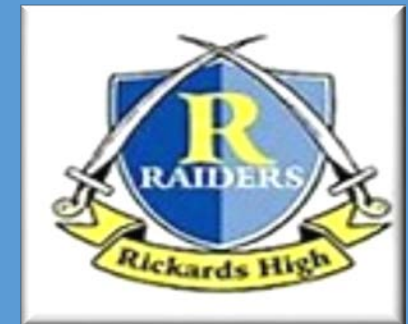
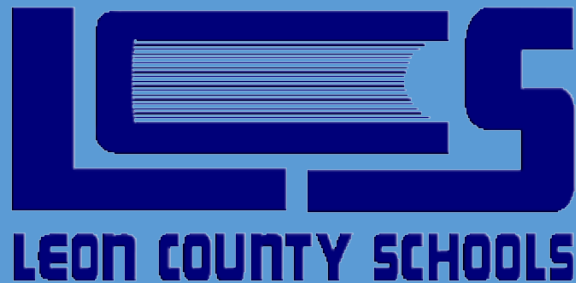
Phase III - As Funding becomes available

- **Demolition of Building 4**
- **Complete proposed 2 story classroom**

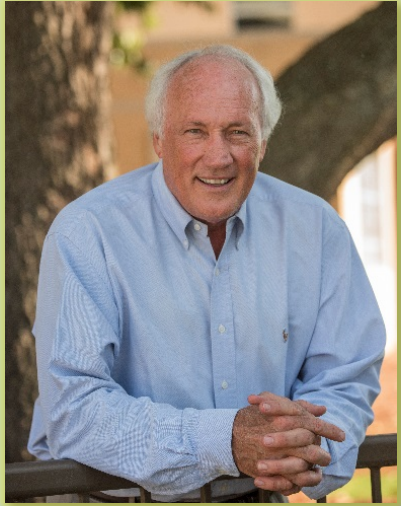


RICKARDS HIGH SCHOOL

February 26, 2018



Ability of Professional Personnel



Bill Weldon
Project Executive



Scott Brewer, VP
Director of Operations



Kelly Garrison
Operations Assistant



David Fulghum
Project Manager



Jerrod Thompson
Asst. Project Manager



Dean Rakestraw
Superintendent

- » More than 70 Years of Commercial Construction Experience
- » Established Local Trade Relationships
- » Proven Management Experience With LCSB

- » Extensive K-12 Renovations and Other Occupied Site Experience
- » Phase Project Experience (Funding)
- » Recent Full Campus Renovations / Improvements

- » Graduates from LCS
- » Detailed Preconstruction Services Setting Your Project Up for Success

Small Business Participation

- » More than 30 Years of Commercial Construction Experience in Tallahassee
- » Established Local Trade Relationships
- » Partnering Approach
- » Mentoring Relationships (Florida Developers)
- » Focused Workshops
- » Structured Bid Packages

Teaming Approach w/ LCS



Current Goals and Objectives

- Our Primary Focus is to Identify Resources that are Available to Assist and Support Growing Small Businesses.
- Providing Assistance to Small Business Owners in Becoming Qualified and Certified to Conduct Business with the Leon County School Board.
- Providing Enhanced Mentoring and Training Opportunities for Small Business Owners.
- Increase the Utilization of Local Small Businesses with LCS Staff Throughout the District.



15%



Madison Co. Madison
County High School

12%



Calhoun Co. New Altha
School

25%



Duval Co. John E Ford

49%



Allstate Corporate Office

Proven Past Performance

Small Business Participation – Action Plan

Targeted Focus for the Rickards Project:

- » Site Work
- » Demolition
- » Misc. Concrete
- » Masonry
- » Misc. Steel
- » General Carpentry
- » Specialties
- » Glass & Glazing
- » Misc. Electrical / Low Voltage
- » Etc.

Employment Opportunities – Workforce Demands for Leon County / Tallahassee

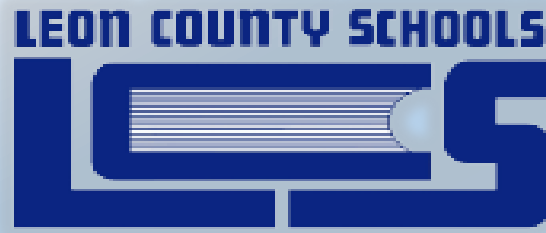
- » Resumes collected at project site and distributed to trades on a weekly basis.
- » Staffing company set up on site.
- » Job Fair for Promoting Opportunities

Workshop Focus

- » Establishment of Bid Opportunities (Skill Set)
- » Partnering Opportunities
- » How to Prepare Bid Documents



**Dougherty County Schools Workshop
Albany, GA.**



LaRoderick McQueen, Director
Leon County Schools
Code Enforcement and Compliance
& Small Business Enterprises Department
3420 West Tharpe Street
Tallahassee, Florida 32303
mcqueenl@leonschools.net

