



# 2023 GATEWAY TO INCLUSION

WORKSHOP

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**DATE :**  
8 NOVEMBER 2023

**PACKET**  
ATTENDEES

Includes:  
Presenter Capabilities &  
Owner/Prime Procurement  
Information

# SLC3'S GATEWAY TO INCLUSION WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 17<sup>TH</sup> 7:15-11:30 A.M.

## 2022 SLC3 WORKSHOP PROCUREMENT INFORMATION

<b>Purpose:</b>	This information is being collected from Owners that participate in the Workshop for the benefit of the attendees of the workshop by providing a summary takeaway. It is the goal of the workshop to have time to focus the discussion between the Owner and attendees beyond the basic procedures. This information should represent a snapshot of your procedures to qualify and engage MBE/WBE/DBE for work with your organization. If you already have a one-page summary or any additional information to share, please provide it in addition to this form.
<b>Organization Name:</b>	<b>Ameren</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Marty Voss
	Contact Phone: 314.554.6308
	Contact Email: mvoss2@ameren.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Byron Witherspoon
	Contact Phone: 314.554.3092
	Contact Email: bwitherspoon@ameren.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	<ul style="list-style-type: none"> <li>Fully rate-regulated electric and gas utility</li> <li>Operating in Missouri and Illinois</li> <li>2.4 million electric and 0.9 million gas customers</li> <li>10,800 megawatts of regulated generation capability</li> <li>5,000 circuit miles of FERC-regulated electric transmission</li> <li>9,200 employees</li> <li>Providing reliable service with attractive customer rate</li> </ul>
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	Ameren continues to mentor and develop diverse suppliers to meet the demand for competitive suppliers whom support the DE & I. Ameren contracts through fixed price lump sum bid events, master service agreements and unit contracts to complete the build out of the energy infrastructure.
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	Specific projects can be aligned once services are determined.



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<b>Please describe your insurance and/or bonding requirements.</b>	Insurance and bonding requirements differentiate depending on the services provided.
<b>What is the best way a provider can present capabilities to you?</b>	<i>Meet with the Ameren team to present an introductory presentation. This can be facilitated through the Supplier Diversity team.</i>
<b>What criteria impacts your decision to select a company/team to perform work?</b>	<i>Diverse certifications, ability to be price competitive, aligned with Ameren values, ability to perform quality service, ability to perform safely and timing of work being bid</i>
<b>What services do you typically need for your projects?</b>	<i>Engineering, project management, construction management, civil contractors, electrical contractors</i>
<b>Other Important information you would like to share:</b>	

**PLEASE RETURN FORM TO [rhutchison@slccc.net](mailto:rhutchison@slccc.net) by 11/4/22.**



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St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

Wednesday, November 8<sup>th</sup> 7:15-11:30 a.m.

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<b>Organization Name:</b>	<b>Bayer</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Thomas Moffett
	Contact Phone: (314) 694-3325
	Contact Email: <a href="mailto:thomas.moffett@bayer.com">thomas.moffett@bayer.com</a>
	Preferred method of communication: Email
	Contact Name: Angelia Priest
	Contact Phone: (314) 285-9436
	Contact Email: <a href="mailto:angelia.priest@bayer.com">angelia.priest@bayer.com</a>
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Bonnie Finger
	Contact Phone: +1 636 5914065
	Contact Email: <a href="mailto:bonnie.finger@bayer.com">bonnie.finger@bayer.com</a>
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	Bayer is a Life Science company with core competencies in the areas of health care and agriculture. The Bayer Crop Science division is headquartered in St. Louis area with facilities in Chesterfield and Creve Coeur, MO and has manufacturing sites across the US.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	ISNetworld qualification is a requirement for any contractor performing high risk task on Bayer sites.  Standard construction methodology is design-bid-build. Design work is often performed with internal resources but supplemented with outside consulting firms. Construction work is typically competitive bid.  <a href="https://www.bayer.com/en/procurement/supplier-diversity">https://www.bayer.com/en/procurement/supplier-diversity</a> Conducting business with diverse suppliers enhances Bayer's competitive advantage which enables Bayer to provide innovative and cost-effective products to customers. These efforts contribute to sustainable and inclusive economic growth and enable diverse suppliers to grow to meet Bayer's sourcing needs.
<b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i>	Office renovations, lab upgrades, design projects, site and infrastructure upgrades at Bayer sites in Creve Coeur and Chesterfield, MO.  Industrial projects involving seed processing, material handling, etc. at Bayer Seed facilities across USA.





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	Bayer procurement supports all three divisions and a wide range of projects from crop science, consumer health, and pharma in various locations across North America.
<b>Please describe your insurance and/or bonding requirements.</b>	Brief Summary - Worker's Compensation per State where work is being performed. Commercial Liability of \$ 1million per occurrence. Umbrella Liability of \$5 million. Detailed requirements in bid documents and ISNetwork.
<b>What is the best way a provider can present capabilities to you?</b>	Virtual meeting is the strong preference due to Hybrid work environment at Bayer.
<b>What criteria impacts your decision to select a company/team to perform work?</b>	<p>A provider's qualifications are important and a requirement to be included in the bidders list for most projects. Many construction projects are based on price, and cost is one factor. (i.e. low bid).</p> <p><a href="https://www.bayer.com/en/procurement/our-approach">https://www.bayer.com/en/procurement/our-approach</a></p> <p>Procurement focuses on security of supply, financial contributions and qualitative requirements while acting in accordance with ethical, environmental, social, and economic principles.</p> <p>By acting responsibly in collaboration with our suppliers, we aim to minimize risks and create stable, long-term business relationships with our partners. It is also an important strategic lever for Bayer in safeguarding both its global competitiveness and the supply of materials and services. For this reason, the company applies not just economic standards, but also environmental, social and corporate governance (ESG) standards in choosing new suppliers or continuing its relationships with existing ones. These principles are defined in Bayer's <u><a href="#">Supplier Code of Conduct</a></u>, which generally forms the basis for our collaboration with suppliers.</p>
<b>What services do you typically need for your projects?</b>	Broad range of design and construction services.
<b>Other important information you would like to share:</b>	<p>To begin a qualification process for your firm, please send email to <a href="mailto:thomas.moffett@bayer.com">thomas.moffett@bayer.com</a>, <a href="mailto:christine.tinker@bayer.com">christine.tinker@bayer.com</a>, <a href="mailto:angelia.priest@bayer.com">angelia.priest@bayer.com</a> or indicate if you are a construction or engineering firm to be placed in the appropriate RFI (request for information). We would like to learn more about your capabilities of your firm through this process. Expectations to partner with Bayer include: transparency in bid process and pricing etc, collaboration and partnership, agreement to terms and conditions, safety and quality.</p> <p>We encourage you to register <a href="https://www.bayer.com/en/procurement/supplier-diversity">https://www.bayer.com/en/procurement/supplier-diversity</a></p>

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<b>Organization Name:</b>	<b>BJC HealthCare</b>
<b>Primary Contact for procurement services:</b>	Contact Name: BJC Toolbox
	Contact Phone:
	Contact Email: gs-bjctoolbox@bjc.org
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Charles Henson
	Contact Phone: 314.477.2812
	Contact Email: Charles.henson@bjc.org
	Preferred method of communication: Either
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	BJC HealthCare has 15 Hospital sites in Missouri and Illinois. Our department manages a great deal of the procurement of CM's and General contractors that work and design on these sites. Those services include Architecture, Engineering and Construction for renovation, equipment replacement and new Building
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	We select firms from our ToolBox and CBW (M/WBE emerging firms) list of approved companies. Each (ToolBox, CBW) has an application process that is reviewed for potential approval and admittance. We establish D&I requirements on a great deal of the work procured and performed on the 15 sites.
<b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i>	
<b>Please describe your insurance and/or bonding requirements.</b>	Bonding is required on all projects over \$1.5M by the CM. Subcontractors required to carry General Liability of \$1M for each occurrence and \$3M aggregate. There are also requirements for Auto, Property, Workers Comp, etc.
<b>What is the best way a provider can present capabilities to you?</b>	There's an application process for review and approval. Admittance requires a history of experience and capabilities in the areas of interest.



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<b>What criteria impacts your decision to select a company/team to perform work?</b>	A Design or Construction firm must show prior experience of successful project history and the capacity to handle the requirements of cash flow and manpower to take-on the contractual specifications  Specialty Contractors are encouraged to partner on healthcare facilities before working direct.
<b>What services do you typically need for your projects?</b>	Design and Construction services
<b>Other Important information you would like to share:</b>	



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<b>Organization Name:</b>	<b>Brinkmann Constructors</b>
<b>Primary Contact for procurement services:</b>	Contact Name:
	Contact Phone:
	Contact Email: bids@brinkmannconstructors.com
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name:
	Contact Phone:
	Contact Email: bids@brinkmannconstructors.com
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	<b>Brinkmann Constructors is an employee-owned creative leader in the construction industry. We advocate for our clients through straight talk, unwavering integrity, and smart solutions that drive down costs, save time, and deliver value.</b>
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<p><b>Brinkmann Constructors is committed to ensuring diversity and inclusion and meeting or exceeding the required diverse supplier participation on our projects. Brinkmann and its subcontractors employ a variety of strategies to maximize the use of M/WBE-qualified subcontractors. Brinkmann Constructors has developed a comprehensive plan designed to encourage participation at levels in accordance with project requirements throughout the duration of the contract.</b></p> <p><b>The M/WDBE policies and practices of Brinkmann Constructors adhere to the compliances set forth by the state and local minority certifying agencies/authorities to ensure that every effort will be made to actively provide business opportunities to Disadvantaged, Minority and Women-Owned Businesses. We believe diversity promotes creativity and inclusion promotes collaboration.</b></p> <p><b>We encourage our employee-owners to join and engage with professional organizations that promote diversity, equity and inclusion, and many of our employee-owners serve in leadership positions in organizations such as Urban Land Institute, Commercial Real Estate Women, CBRE and more. Many of these groups have committees that focus on awareness and education centered around diversity, equity and inclusion.</b></p>
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	<b>If you are interested in current bidding opportunities, please contact: <a href="mailto:bids@brinkmannconstructors.com">bids@brinkmannconstructors.com</a></b>



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Please describe your insurance and/or bonding requirements.	Please visit our website to review our vendor & subcontractor insurance requirements: <a href="https://brinkmannconstructors.com/subcontractor-resources">https://brinkmannconstructors.com/subcontractor-resources</a>
What is the best way a provider can present capabilities to you?	Please visit our website to fill out our subcontractor & vendor qualifications statement: <a href="https://brinkmannconstructors.com/subcontractor-resources">https://brinkmannconstructors.com/subcontractor-resources</a>
What criteria impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> <b>Qualifications, experience, track record, safety record, M/WBE certification—all of these factors impact our decision to select a subcontractor to work with.</b>
What services do you typically need for your projects?	All CSI divisions.
Other Important information you would like to share:	

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<b>Organization Name:</b>	<b>Burns &amp; McDonnell</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Michael Wild
	Contact Phone: 314.603.8551
	Contact Email: mwild@burnsmcd.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Michael Wild
	Contact Phone: 314.603.8551
	Contact Email: mwild@burnsmcd.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	Founded in 1898, Burns & McDonnell is a 100-percent employee-owned, full-service engineering, architecture, construction, environmental and consulting solutions firm. We are ranked in the top 5 percent of <i>Engineering News-Record's</i> Top 500 design firms and are among the leaders in multiple service categories. With the multidisciplinary experience of more than 10,000 professionals in offices across the United States and international locations, Burns & McDonnell plans, designs, permits, constructs and manages facilities and infrastructure worldwide.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<p>At Burns &amp; McDonnell, our commitment to building a diverse and equitable future for all is unwavering. We strive to cultivate an inclusive culture, where everyone feels valued, respected and engaged, where our collective diversity is a catalyst for innovation and our varied perspectives lead to better solutions for our clients, our communities and our people.</p> <p>Burns &amp; McDonnell requires all suppliers and subcontractors to complete and maintain a current supplier registration in our MIS system before being awarded an order or contract. Existing suppliers and subcontractors must update their registration information at least every 12 months. Suppliers and subcontractors must submit the required information and supporting documentation using our online Supplier Registration System that is part of our MIS system.</p> <p>Suppliers and subcontractors that are not currently entered in MIS can start a new registration in our Supplier Registration System by either using the link on the Supplier page of our website or by being invited by a Burns &amp; McDonnell Employee-Owner using the MIS Supplier Lookup Tool.</p>





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	<p>Both suppliers and subcontractors will be asked to provide basic information about their firm and upload a current W9 to verify of the tax ID entered. Subcontractors will be asked to provide additional information concerning TRIR &amp; DART rates, bonding, project references, union affiliations, construction disciplines, and to upload their OSHA logs and EMR verification letter for the last 3 years and the current year to date.</p> <p>Upon submission, the information provided will be validated to confirm completeness and accuracy. This process takes two to three business days after submission of their registration and receipt of the required documentation. During this time, the supplier or subcontractor may also be contacted to provide additional information or to provide confirmation of the information submitted.</p> <p>When the registration is approved and the supplier has been added to the Supplier Database in MIS, the supplier will receive an email notifying them that their registration has been approved. The Employee-Owner who invited the supplier or subcontractor using the system will also receive a notification email.</p> <p>For assistance, please contact <a href="mailto:supplierregistration@burnsmcd.com">supplierregistration@burnsmcd.com</a>.</p>
<p><b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i></p>	<p>Burns &amp; McDonnell works across a variety of both the public and private sectors. This includes planning, design and construction services for projects that range from thousands of dollars to many with construction values in the hundreds of millions of dollars. We partner with diverse firms in a variety of areas, including:</p> <p><b>Professional Services</b>          Contracts for design consultants, testing, surveying, inspections          Contract labor services and Master Service Agreements</p> <p><b>Corporate Support</b>          Office operations: office furniture, office equipment, office supplies, printing &amp; repro          Corporate purchasing: fleet vehicles, IT hardware &amp; software          Master Services Agreements</p> <p><b>IT Procurement</b>          Software purchases, user licenses, maintenance fees          Hardware purchaser and leasing          3rd party services: programming, development, data storage, GPS</p>



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	<p><b>Jobsite Set-up/General Conditions</b> Trailers, furniture, equipment storage, fences Site services, trash, toilets, aerial photos, equipment rental, gators, carts, etc.</p>
<p><b>Please describe your insurance and/or bonding requirements.</b></p>	<p><b>Documents a supplier and subcontractor need to submit with their registration</b></p> <p>All suppliers and subcontractors are required to submit current versions of the following by uploading and attaching to the registration:</p> <ul style="list-style-type: none"> <li>• Current W9 or W8 if doing business in the U.S. Suppliers providing goods or services within the United States are required to upload and attach a current W9 (signature date within the last 12 months) for U.S.-based suppliers or a W8 for non-U.S. suppliers. Per the IRS, the W9 form requires a physical street address. Post office boxes are permissible only if the Postal Service does not deliver to the registrant's physical street address.</li> <li>• Business Diversity Classification Certificates from certifying agency</li> </ul> <p>Construction subcontractors are required to annually submit the following by uploading and attaching to the registration:</p> <ul style="list-style-type: none"> <li>• Safety program documentation</li> <li>• OSHA 300 and 300a logs for the current year-to-date and previous three years</li> <li>• WCB safety logs (Canadian firms only)</li> <li>• Written explanation of any regulatory citations by the EPA, OSHA, MSHA, DOT, Coast Guard, or other regulatory agencies</li> <li>• Written explanation of any fatality incidents</li> <li>• EMR verification letter from your insurance carrier</li> </ul> <p>All suppliers and subcontractors may submit the following optional documentation:</p> <ul style="list-style-type: none"> <li>• Brochures</li> <li>• Manufacturer line cards</li> <li>• Insurance certificates</li> </ul>
<p><b>What is the best way a provider can present capabilities to you?</b></p>	<p>Burns &amp; McDonnell requires all suppliers and subcontractors to complete and maintain a current supplier registration in our MIS system before being awarded an order or contract. Existing suppliers and subcontractors must update their registration information at least every 12 months. Suppliers and subcontractors must submit the required information and supporting documentation using our online Supplier Registration System that is part of our MIS system.</p>



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<b>What criteria impacts your decision to select a company/team to perform work?</b>	<b>What does Burns &amp; McDonnell look for in suppliers and subcontractors?</b> <ul style="list-style-type: none"><li>• Commitment to safety with a strong safety record</li><li>• Capabilities, quality work, and competitive pricing</li><li>• A proven record of performance with references</li><li>• Financial stability</li><li>• Capabilities to execute for predictable, on-time schedule compliance.</li><li>• An understanding of the industries that we work in.</li></ul>
<b>What services do you typically need for your projects?</b>	Given the size and complexity of our projects, we partner with diverse suppliers in the full range of planning, design, and construction services.
<b>Other Important information you would like to share:</b>	Please visit our website for additional information. <a href="https://www.burnsmcd.com/suppliers">https://www.burnsmcd.com/suppliers</a>

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<b>Organization Name:</b>	<b>Clayco</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Kurt Jaeger
	Contact Phone: 314-595-6373
	Contact Email: <a href="mailto:jaegerk@claycorp.com">jaegerk@claycorp.com</a>
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Sandra Marks
	Contact Phone: 314-452-7263
	Contact Email: <a href="mailto:markssa@claycorp.com">markssa@claycorp.com</a>
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	<i>Clayco is a full-service, turnkey real estate, architecture, engineering, design-build and construction firm that delivers clients across North America the highest quality solutions on time, on budget and above and beyond expectations.</i>
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<p>Step 1: Complete our online contractor profile form found at <a href="https://claycorp.com/contact-us/subcontractor-pre-qual">https://claycorp.com/contact-us/subcontractor-pre-qual</a> to start our prequalification process and make our procurement teams aware of your capabilities and typical contract size interested in bidding.</p> <p>Step 2: Create or update your company profile in Building Connected at <a href="http://www.buildingconnected.com">www.buildingconnected.com</a> to ensure the right people within your organization are listed to receive bid notifications.</p> <p>Step 3: To understand our contractor and workforce capacity building initiatives visit our CEI (Culture, Equity, and Inclusion) website at <a href="http://www.claycorising.com">www.claycorising.com</a>.</p> <p>Step 4: Once you submit a profile form you will be added to bid lists for bid packages in the scopes of work you indicate you self-perform in the geographic markets you indicate you serve. To build your direct relationships with and within Clayco across our various business units and geographic markets reach out to our Government and Community Affairs Business Unit for one-on-one, small group, online, and jobsite relationship building sessions.</p>
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	<ol style="list-style-type: none"> <li>1. St. Louis Community College Meramec Campus – prime bid solicitation in process; tiered bidding opportunities still remain. Construction start Fall, 2023.</li> <li>2. PFG Northpark – prime bid solicitation – mid November. Construction start Fall, 2023.</li> </ol> <p>Both projects currently soliciting prime and/or tiered subcontractors for all divisions of work.</p>
<b>Please describe your insurance and/or bonding requirements.</b>	Described in detail in our Current Subcontract found at <a href="https://claycorp.com/wp-content/uploads/2023/03/Clayco-E-Subcontract-2022-03-23-FINAL-CLEAN-2023-03-20-sample46.pdf">https://claycorp.com/wp-content/uploads/2023/03/Clayco-E-Subcontract-2022-03-23-FINAL-CLEAN-2023-03-20-sample46.pdf</a> .



# SLC3'S GATEWAY TO INCLUSION WORKSHOP

Presented by:

ST. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

Wednesday, November 8<sup>th</sup> 7:15-11:30 a.m.

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<b>What is the best way a provider can present capabilities to you?</b>	<ol style="list-style-type: none"><li>1. Through their profile in Building Connected</li><li>2. Through attendance at relationship building sessions conducted by the Government and Community Affairs Business Unit</li></ol>
<b>What criteria impacts your decision to select a company/team to perform work?</b>	<p><i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i></p> <ol style="list-style-type: none"><li>1. Safety Record</li><li>2. Financial Capacity</li><li>3. Historic Contract and/or Onsite Workforce Diversity</li><li>4. Best partners to help us meet or exceed client's goals expressed in our contracts (i.e. safety, quality, sustainability, diversity, economic impact, etc.)</li></ol>
<b>What services do you typically need for your projects?</b>	All divisions of work are typically procured
<b>Other important information you would like to share:</b>	Our corporate goal is to build a more equitable and inclusive real estate, design, engineering, construction management, concrete, and architectural glass industry. Trade partners who contribute positively toward these goals have a competitive advantage particularly when we are building and maintaining relationships with clients and prospective clients with subcontractor and workforce demographic goals.

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<b>Organization Name:</b>	
<b>Primary Contact for procurement services:</b>	Contact Name: Todd Antoine
	Contact Phone: 314-932-4903
	Contact Email: tantoine@grgstl.org
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Michelle Bock
	Contact Phone: 314-932-4916
	Contact Email: mbock@grgstl.org
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	Great Rivers Greenway is working to make the St. Louis Region a more vibrant place to live, work and play by developing a network of greenways to explore and enjoy. With more than 135 miles of greenways constructed, there is probably one near you, making it easy to live more of your life outside!
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<p><b>Professional Services:</b> GRG maintains a vendor list of qualified firms in Landscape Architecture, Architecture, Engineering, Surveying, &amp; Planning. The firm under contract with GRG must be from the vendor list, but sub-consultants are NOT required to be from the vendor list. Working with project partners, submitted qualifications are reviewed and up to three firms are short-listed from the vendor list. Those firms assemble a design team to match the specific needs of the project. Those teams interview to describe their team's relevant experiences and approach for the project.</p> <p><b>Construction Services:</b> GRG utilizes a competitive bidding process under the lowest and best bid/proposal procedure per Missouri State statute. GRG solicits construction bids via the online service Bid Express, www.bidexpress.com. Electronic submissions are preferred, but paper submissions are also acceptable.</p>
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	<p>Maline Greenway in Ferguson – fall 2023, est. \$8m  Mississippi Greenway – Iron Horse Trestle repairs 11/15/23  Meramec Greenway in Fenton – winter 2023 signage improvements, curbs, channelizers est. \$150k  Centennial &amp; Fee Greenways – spring 2024 wayfinding, minor infrastructure improvements,  Meramec Greenway in Eureka – summer 2024 bridge rehabilitation and wayfinding est. \$8 m  Brickline Greenway in St. Louis – fall 2024 greenway construction est. \$9 m  Mississippi Greenway in St. Louis – winter 2024 creek bank stabilization est, \$400k</p> <p>See current postings and subscribe to receive information about all future RFPs, RFQs &amp; Bids at <a href="http://www.greatriversgreenway.org/jobs-bids/">www.greatriversgreenway.org/jobs-bids/</a></p>





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<b>Please describe your insurance and/or bonding requirements.</b>	<b>Professional Services:</b> Professional Liability of \$2M, Commercial General Liability of \$3M, Auto Liability Insurance of \$3M, Workers Compensation – State Law. <b>Construction Services:</b> 5% Bid Security is required and Performance and Payment Bonds in an amount of 100% of the total contract.
<b>What is the best way a provider can present capabilities to you?</b>	Great Rivers Greenway maintains a Vendor List for professional services on greenway projects. This list is open annually and approved by the Board of Directors every year.
<b>What criteria impacts your decision to select a company/team to perform work?</b>	For most professional services, Great Rivers Greenway uses Vendor List to establish a company's qualifications. Team are typically selected by experience, successful outcomes on previous projects, capacity and M/WBE utilization. For professional services, fees and contract are negotiated. For constructions services, contracts are awarded to the lowest and best qualified bidder. The current goals for minority participation are 25% MBE and 5% WBE.
<b>What services do you typically need for your projects?</b>	Landscape Architecture, Architecture, Engineering, Surveying, Planning, Civic Engagement and Construction Management
<b>Other Important information you would like to share:</b>	Great Rivers Greenway regularly posts opportunities to work with them as vendors, consultants or employees. Vendors and consultants These are, posted in the form of Requests for Qualifications, or Requests for Proposals or Public Bids from the professional community.

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<b>Organization Name:</b>	<b>HOK</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Margaret McDonald
	Contact Phone: +1 314 754 4240
	Contact Email: Margaret.Mcdonald@hok.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Margaret McDonald
	Contact Phone: +1 314 754 4240
	Contact Email: Margaret.Mcdonald@hok.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	<p>Founded in St. Louis in 1955, HOK has grown to be one of the world's largest architecture and design firms with 1,700 employees collaborating across 26 global offices. HOK is a collective of future-forward thinkers and designers who are driven to face the critical challenges of our time. We are dedicated to improving people's lives, serving our clients, and healing the planet. Together, we cultivate a culture of design excellence at the confluence of art and science, blending the power of creative expression with a clear sense of purpose.</p> <p>Yet for all of our growth, St. Louis remains home. We are proud to be the design team behind local landmarks like the Planetarium, Priory Chapel, One Metropolitan Square and St. Louis CITY SC's new CITYPARK Stadium (just to name a few) and to support organizations that strengthen our community like United Way, Arts and Education Council, Pedal the Cause and many more.</p>
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<p>HOK strives to be an industry leader in the inclusion and authentic participation of XBE (minority-, women- and veteran-owned business enterprises) and local firms on our projects. Our procurement process starts with our in-house <b>Tapestry portal</b> that allows us to easily connect with local XBE firms. We then reach out to firms to request additional information regarding certifications, services, experience, relationships, etc. This collaboration with XBE firms is integral to forming high-performing design teams, allowing us to share significant architectural, interior design, planning, engineering, and landscape design commissions.</p> <p>In fact, HOK is built on diversity. Our commitment began in 1955 when Japanese American Gyo Obata co-founded the firm. Six decades later, our commitment to diversity lives on in our culture that believes that people from divergent backgrounds contribute to creativity, diversity of thought, and complex problem-solving.</p> <p><b>HOK Tapestry:</b> HOK Tapestry is an online tool that allows XBE firms to easily upload their contacts and credentials into the database we use to assemble project teams. Businesses registered with Tapestry are also invited to participate in programming designed to help them build capacity and expand future business opportunities.</p> <p>By inputting your company's information into HOK Tapestry, you'll be automatically enrolled in the database we use to curate and assemble project teams. If your firm is interested in collaborating with HOK, please register at:  <a href="https://www.hoktapestry.com/">https://www.hoktapestry.com/</a></p>



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<p><b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i></p>	<p>HOK is currently tracking the following projects that will include XBE partnerships (estimated timeline and services needed are still TBD):</p> <ul style="list-style-type: none"> <li>• St. Louis Lambert Airport – New Combined Terminal</li> <li>• General Services Administration (GSA) Government Solicitations</li> <li>• Veterans Affairs (VA) Solicitations</li> <li>• The Missouri State Capitol Addition and Renovation</li> <li>• St. Louis County, Lawrence K. Roos Building</li> </ul>
<p><b>Please describe your insurance and/or bonding requirements.</b></p>	<p>HOK's required professional liability limits are based on subconsultant discipline and construction value of the project. If a consultant is providing a multi-disciplinary scope of services (i.e. MEP + FP) then the applicable minimum is the aggregate of the limits required for each of the disciplines. HOK's insurance requirement form can be provided upon request.</p>
<p><b>What is the best way a provider can present capabilities to you?</b></p>	<p>We would love to hear from you! Please register your company via HOK Tapestry here: <a href="http://www.hoktapestry.com/register/">www.hoktapestry.com/register/</a> Additionally, you can send supplemental firm information and qualifications to Marketing Principal, Margaret McDonald at: <a href="mailto:margaret.mcdonald@hok.com">margaret.mcdonald@hok.com</a></p>
<p><b>What criteria impacts your decision to select a company/team to perform work?</b></p>	<p><i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i></p> <ul style="list-style-type: none"> <li>• Verified XBE Certifications</li> <li>• Firm &amp; Personnel Qualifications</li> <li>• Services Offered</li> <li>• Firm &amp; Personnel Experience</li> <li>• Relationship with Client and/or Market</li> </ul>
<p><b>What services do you typically need for your projects?</b></p>	<p>HOK typically solicits partnerships with all project services including, but not limited to, Architecture, Interior Design, Landscape Architecture, Lighting Design, Graphic Design, MEP, Structural Engineering, Cost Estimating, Vertical Transportation, and Food Services, among others.</p>
<p><b>Other Important information you would like to share:</b></p>	<p>More than 80% of HOK's project work is with industry partners, many of which are XBE firms. In fact, HOK was the recipient of the Diversity Excellence and Advocacy Award from SLC3.</p>

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<b>Organization Name:</b>	<b>HOLLAND CONSTRUCTION SERVICES, INC.</b>
<b>Primary Contact for procurement services:</b>	Contact Name: PAUL GANSAUER
	Contact Phone: 618-277-8870
	Contact Email: PGANSAUER@HOLLANDCS.COM
	Preferred method of communication: PHONE OR EMAIL
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? YES <input checked="" type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: SAME AS ABOVE
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? YES <input checked="" type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	HOLLAND CONSTRUCTION SERVICES IS A FULL-SERVICE CONSTRUCTION MANAGEMENT, DESIGN/BUILD, AND GENERAL CONTRACTING FIRM GUIDED BY THE PRINCIPLE OF PROVIDING OUR CLIENTS THE BEST POSSIBLE BUILD EXPERIENCE ON EVERY PROJECT. HOLLAND OFFERS PRECONSTRUCTION, CONSTRUCTION, AND VIRTUAL DESIGN CONSTRUCTION SERVICES. OUR PRIMARY FOCUS IS IN THE ST. LOUIS METRO AREA SERVICING MISSOURI AND ILLINOIS MARKETS.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	PRIMARILY, REACH OUT TO US AND LET US KNOW IF THE FIRM IS INTERESTED IN BIDDING OUR WORK. WE WILL GET THEM ADDED TO OUR BID SOLICITATIONS. VISIT <a href="http://WWW.HOLLANDCS.COM">WWW.HOLLANDCS.COM</a> FOR ADDITIONAL INFORMATION.




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	<p><b>HOLLAND'S M/WBE PRE-BID &amp; BIDDING PROCESS</b> Holland takes an early and direct approach to maximize M/WBE subcontractor and supplier diversity on our projects.</p> <ol style="list-style-type: none"> <li>1. We will utilize our current Building Connected subcontractor registration and qualification database of over 4,800 subcontractors to identify potential certified M/WBE bidders.</li> <li>2. We will supplement our database with other available certified M/WBE listings.</li> <li>3. By understanding the capabilities and capacity of local M/WBE subcontractors, prior to bidding the work we will write scopes of work and assemble bid packages that accommodate their abilities.</li> <li>4. We will solicit bids from certified M/WBE subcontractors via direct mail, e-mail, and our on-line portal.</li> <li>5. Building Connected will allow us to track who has downloaded and opened the bid documents. This will allow us to contact those who have accessed the documents to help them through the bidding process; and to target and encourage other subcontractors who did not access the documents.</li> <li>6. Our Pre-construction staff will work one-on-one with individual M/WBE subcontractors to review the bidding documents and their scopes of work, and coach them through the bidding process. If we determine that they are not qualified as a Tier 1 subcontractor, we will refer them to Tier 1 firms for possible inclusion in their contracts.</li> <li>7. As bid day approaches, we will conduct a phone poll of potential M/WBE bidders to understand whether they intend to bid, and if not, how Holland might be able to further assist them in the bidding process.</li> <li>8. As we take bids, we will track responses from certified M/WBE's on our Bid Tab Sheet to determine qualified bids and the percent of the construction contract value each qualified bid represents.</li> <li>9. We will conduct a rigorous review of the bids received, including interviews with the most competitive M/WBE bidders, to ensure the bids match the scope and there is a clear understanding of the requirements to perform the work.</li> <li>10. We will present all of the M/WBE bid results to the Owner, indicating the low bidder in each category and where there are potential opportunities to improve M/WBE participation on the project.</li> <li>11. When the subcontracts are written and awarded, the dollar amount and cumulative percent of the construction contract value will be recorded and provided to the Owner.</li> </ol>  
<p><b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).</p>	<p>490 KINGSHIGHWAY APARTMENTS. OUT TO BID ON 10/23. BIDS DUE 11/22/23 198,110 SF APARTMENT COMPLEX. STARTS 2/1/24 AND FINISHES 7/31/25</p>
<p><b>Please describe your insurance and/or bonding requirements.</b></p>	<p>WORKERS COMPENSATION &amp; EMPLOYERS LIABILITY \$1,000,000</p> <p>COMMERCIAL GENERAL LIABILITY – COMBINED SINGLE LIMIT \$1,000,000, EACH OCCURRENCE; COMBINED SINGLE LIMIT \$2,000,000 AGGREGATE</p> <p>COMMERCIAL AUTO LIABILITY - \$1,000,000</p> <p>UMBRELLA LIABILITY \$2,000,000</p> <p>POLLUTION LIABILITY \$2,000,000</p>

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	EMAIL PAUL GANSAUER AND I CAN SEND OVER COMPLETE INSURANCE REQUIREMENT FORM
What is the best way a provider can present capabilities to you?	PAST EXPERIENCE OF SIMILAR TYPE PROJECTS AND SCOPE
What criteria impacts your decision to select a company/team to perform work?	<i>PAST EXPERIENCE, QUALITY, PRICE, AVAILABILITY, ETC..</i>
What services do you typically need for your projects?	<i>IN THE PAST, HOLLAND HAS SELF PERFORMED VERY LIMITED AMOUNTS OF OUR SCOPE OF WORK, THEREFORE WE RELY HEAVILY ON THE TRADES TO PROVIDE ALL SCOPES OF WORK</i>
Other Important information you would like to share:	

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<b>Organization Name:</b>	
<b>Primary Contact for procurement services:</b>	Contact Name: Tom Evers
	Contact Phone: 314-453-1802
	Contact Email: thomas.evers@modot.mo.gov
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name:
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	MoDOT strives to help Missourians move safely throughout the state. We strive to deliver an efficient, reliable and innovative transportation system. MoDOT has many assets to maintain and work towards building a prosperous economy for all Missourians.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	Our procurement process and all Diversity and Inclusion information can be found on our website: <a href="http://www.modot.org/doing-business-modot">www.modot.org/doing-business-modot</a> and <a href="http://www.modot.org/welcome-external-civil-rights">www.modot.org/welcome-external-civil-rights</a>
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	MoDOT has a large number of projects, currently with approximately 100 active construction projects and over 200 in the design phase. Various services needed from professional services would include surveying, utility coordination, subsurface utility exploration, environmental, roadway design, bridge design, traffic, and construction inspection, just to name a few. These projects range over a 5 year period and projects can be found on our website: <a href="http://Statewide Transportation Improvement Program (STIP)   Missouri Department of Transportation (modot.org)">Statewide Transportation Improvement Program (STIP)   Missouri Department of Transportation (modot.org)</a>
<b>Please describe your insurance and/or bonding requirements.</b>	
<b>What is the best way a provider can present capabilities to you?</b>	Contacting MoDOT at 1-888-Ask-MoDOT to get in touch with the right person, or go to our website <a href="http://www.modot.org">www.modot.org</a>



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What criteria impacts your decision to select a company/team to perform work?	MoDOT uses a quality based selection for professional services and low-bid for contracting services
What services do you typically need for your projects?	As listed above, there are a number of services that MoDOT needs, all of which can be found on MoDOT's website <a href="http://www.modot.org/doing-business-modot">www.modot.org/doing-business-modot</a>
Other Important information you would like to share:	

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<b>Organization Name:</b>	<b>Metropolitan St Louis Sewer District</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Betsy Schubert, Purchasing Manager
	Contact Phone: 314-738-6285
	Contact Email: bschubert@stlmsd.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Shonnah Paredes
	Contact Phone: 314-768-6395
	Contact Email: sparedes@stlmsd.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	MSD manages approximately 4,700 miles of wastewater sewers and force mains, 3,000 miles of stormwater sewers and force mains, and seven wastewater treatment plants to treat an average of 350 million gallons of water every day. Under the banner of MSD <a href="#">Project Clear</a> , MSD operates as two utilities in one, investing billions of dollars over the course of a generation to improve water quality and minimize wastewater and stormwater issues by complying with state and federal regulations; planning, designing, and building community rainscaping projects; making system improvements, and performing an ambitious program of maintenance and repair.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	Doing Business with MSD can be found: <a href="https://msdprojectclear.org/doing-business/">https://msdprojectclear.org/doing-business/</a>  Details regarding our robust Diversity program can be found: <a href="https://msdprojectclear.org/about/diversity/">https://msdprojectclear.org/about/diversity/</a>
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	Information on participating in the MSD Capital Improvement Program can be found: <a href="https://msdprojectclear.org/doing-business/capital-improvement-replacement-program/">https://msdprojectclear.org/doing-business/capital-improvement-replacement-program/</a>  Other purchasing opportunities can be found: <a href="https://msdprojectclear.org/doing-business/purchasing/">https://msdprojectclear.org/doing-business/purchasing/</a>
<b>Please describe your insurance and/or bonding requirements.</b>	These requirement vary by the size and type of project.
<b>What is the best way a provider can present capabilities to you?</b>	Become a pre-qualified contractor or consultant.



# SLC3'S GATEWAY TO INCLUSION WORKSHOP

Presented by:

ST. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

Thursday, November 8<sup>th</sup> 7:15-11:30 a.m.

## 2023 SLC3 WORKSHOP PROCUREMENT INFORMATION

<b>What criteria impacts your decision to select a company/team to perform work?</b>	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i>  We require our contractors and engineering consultants to be pre-qualified to do work with MSD. This is an annual pre-qualification process. Info can be found:  <a href="https://msdprojectclear.org/doing-business/capital-improvement-replacement-program/">https://msdprojectclear.org/doing-business/capital-improvement-replacement-program/</a>
<b>What services do you typically need for your projects?</b>	Wastewater and stormwater sewer construction and rehabilitation, pump station construction and rehabilitation, and wastewater treatment plant construction and rehabilitation.
<b>Other Important information you would like to share:</b>	<a href="https://msdprojectclear.org/">https://msdprojectclear.org/</a>

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<b>Organization Name:</b>	<b>PARIC Corporation</b>
<b>Primary Contact for procurement services:</b>	Leticia Lago
	Contact Phone: 636-561-9500
	Contact Email: lelago@paric.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? YES <input type="checkbox"/> Y X <input checked="" type="checkbox"/> N	
<b>Diversity Contact</b>	Contact Name: Same
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input checked="" type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	PARIC is a general contractor, construction manager, design build firm completing in excess of \$500M in construction contracts annually. We focus on Institutional, Industrial, Multi-family and tenant improvement projects
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	Our internal goal is a minimum of 15% DBE contracts annually, greater depending on the client.  The list of projects we are bidding are listed on our website <a href="http://www.PARIC.com">www.PARIC.com</a> . If you register on the site, we will send you invitations to bid.
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	We currently have multiple projects ready for bids including Missouri S&T Protoplex, plus several others
<b>Please describe your insurance and/or bonding requirements.</b>	
<b>What is the best way a provider can present capabilities to you?</b>	Please reach out to Leticia and she will schedule a time for you to present to the PARIC team.
<b>What criteria impacts your decision to select</b>	(i.e. qualifications, price, experience, track record, M/WBE utilization)



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a company/team to perform work?	<i>Labor force, qualifications, experience, willingness to partner</i>
What services do you typically need for your projects?	<i>All Major trades</i>
Other Important information you would like to share:	

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<b>Organization Name:</b>	<b>Pier Property Group</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Michael Hamburg
	Contact Phone: 314.363.7447
	Contact Email: <a href="mailto:Michael@pierpropertygroup.com">Michael@pierpropertygroup.com</a>
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input checked="" type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name:
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	"Private real estate company that focuses on the acquisition, development, renovation, and management of commercial buildings. PPG specializes in development opportunities that utilize public/private partnerships and creative financing."
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	As a developer, we rely on our general contractor to facilitate the procurement process. We do stipulate our stated D&I goals at the beginning of each project and work throughout the project to ensure they are being met. We are always eager to learn about new products and services to ensure we are building the best products for our future residents. We encourage all trades and companies to reach out to share how they can help PPG be successful.
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	We have a new project starting early in 2024. There will be open bids through SLDC and our general contractors website to bid on scopes of work.
<b>Please describe your insurance and/or bonding requirements.</b>	A. Workers' Compensation & Employer's Liability 1. Coverage A – Statutory 2. Coverage B – Employer's Liability Bodily Injury by Accident \$ 1,000,000 Each Accident Bodily Injury by Disease \$ 1,000,000 Policy Limit



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	<p>Bodily Injury by Disease \$ 1,000,000 Each Employee</p> <p>3. Waiver of subrogation applies in favor of Holland Construction Services, Inc., Owner and others where required by written contract.</p> <p>B. Commercial General Liability</p> <p>1. Combined Single Limit \$ 1,000,000 Each Occurrence \$ 2,000,000 Aggregate</p> <p>2. Coverage Required: Premises-Operations; Explosion; Collapse Underground; Products/Completed Operations; Independent Contractors; Blanket Contractual Liability; Broad Form Property Damage; Personal Injury Liability</p> <p>3. Coverage must include per project aggregate endorsement</p> <p>4. Primary &amp; Non-contributory Additional Insured Wording including completed operations</p> <p>5. Waiver of subrogation applies in favor of Holland Construction Services, Inc., Owner and others where required by written contract</p> <p>C. Commercial Automobile Liability</p> <p>1. Combined Single Limit \$ 1,000,000 Each Occurrence</p> <p>2. Coverage Required: All owned, non-owned, and hired autos</p> <p>3. Additional insured on a Primary &amp; Non-contributory basis</p> <p>4. Waiver of subrogation applies in favor of Holland Construction Services, Inc., Owner and others where required by written contract</p> <p>D. Umbrella Liability \$ ,000,000</p> <p>1. Follow Form</p> <p>2. General Liability, Auto Liability &amp; Employers Liability must be scheduled as underlying on Umbrella</p> <p>E. Professional Liability \$ 2,000,000 Occurrence Limit \$ 2,000,000 Aggregate</p> <p>F. Pollution Liability \$ 2,000,000 Occurrence Limit \$ 2,000,000 Aggregate Limit</p> <p>1. Primary &amp; Non-contributory Additional Insured Wording including completed operations</p>
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	2. Waiver of subrogation applies in favor of Holland Construction Services, Inc., Owner and others where required by written contract. 3. Pollution coverage must include Mold
What is the best way a provider can present capabilities to you?	Via email – we will then consider if their offerings match out needs.
What criteria impacts your decision to select a company/team to perform work?	Their record amongst their trade peers and often their pricing.
What services do you typically need for your projects?	All types of construction related services.
Other Important information you would like to share:	

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<b>Organization Name:</b>	<b>Plocher Construction</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Rachelle Lengermann
	Contact Phone: 618-781-5490
	Contact Email: rmlengermann@plocherco.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: same as above
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	Plocher Construction is a metro-east based general contractor specializing in self-perform activities. Construction sectors we do work in are: commercial buildings, water/wastewater treatment facilities, utility infrastructure, and transportation.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	On a regular bases our leadership team is talking to other contractors and doing research (through websites/online searches and local verified databases) on what newer companies are out there and how we can provide them the opportunity. During the bid phase of a project we are interested in, our estimating team sends emails and makes calls to diverse companies to make them aware of the project and guage their interest in providing a quote to us. It's helpful for any subcontractor or supplier to follow up with our team several times a year to have a conversation about what we have coming up and what they would be interested in.
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	MSD Fluidized Bed Insinerators (construction start spring 2024) and other future MSD projects, future water/wastewater projects for American Water, future transmission projects for Ameren, and future IDOT projects.
<b>Please describe your insurance and/or bonding requirements.</b>	<i>Insurance/bonding requirements are project specific, but typical projects require the following:</i>



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## 2023 SLC3 WORKSHOP PROCUREMENT INFORMATION

	Coverage	Required Limit
	<b>General Liability</b>	
	Per Occurrence	\$1,000,000
	Medical Expense (any one person)	\$10,000
	Personal & Advertising Injury	\$1,000,000
	General Aggregate	\$2,000,000
	Products and Completed Operations	\$2,000,000
	<b>Automobile Liability</b>	
	Combined Single Limit (each accident)	\$1,000,000
	<b>Excess or Umbrella Liability</b>	
	Each Occurrence (per project or location aggregate)	\$2,000,000
	<b>Workers Compensation and Employer's Liability</b>	
	Each Accident	\$1,000,000
	Each Employee	\$1,000,000
	Policy Limit	\$1,000,000
<b>What is the best way a provider can present capabilities to you?</b>	<i>Provide examples of past experience and performance. Offer tours of their facility/operations.</i>	
<b>What criteria impacts your decision to select a company/team to perform work?</b>	<i>For some of our specialized projects and scopes of work, experience and qualifications are necessary. Several of our clients require a lower EMR, so safety is a factor for those projects. The majority of the time the factor is price due to us needing to be the low bidder on hard dollar bid jobs.</i>	
<b>What services do you typically need for your projects?</b>	<i>On design-build project, we would need design services in all areas of architectural and engineering. On the construction side, subcontract and supply services for any areas of work we do not self-perform. Examples of these subcontract areas are: electrical, mechanical/plumbing, HVAC, structural steel, flooring, painting, and masonry.</i>	
<b>Other Important information you would like to share:</b>		

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<b>Organization Name:</b>	<b>S. M. Wilson &amp; Co.</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Greg Kutz
	Contact Phone: 314.645.9595
	Contact Email: greg.kutz@smwilson.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? - YES	
<b>Diversity Contact</b>	Contact Name: Maggie Farrell
	Contact Phone: 314.633.5761
	Contact Email: maggie.farrell@smwilson.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? - YES	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	S. M. Wilson is a full-service construction management, design/build and general contracting firm with headquarters in St. Louis and an office in Edwardsville, IL. Founded in 1921, S. M. Wilson is dedicated to going above and beyond expectations for their clients by putting people first. The 100% employee-owned company is one of the leading construction management firms in the Midwest. Areas of expertise include education, commercial, healthcare and industrial projects. For more information, visit <a href="http://www.smwilson.com">www.smwilson.com</a> .
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	Our team is committed to working with the community to help create sustainable businesses and a skilled workforce that reflects the diversity of the region's population. It is our goal to help provide mentoring, training, and job opportunities to not only increase the diversity of the construction industry but improve business practices and skills resulting in the long-term growth of our industry. For each of our projects, S. M. Wilson strives for diversity, equity and inclusion.  S. M. Wilson uses BuildingConnected for all of our notifications.  Create an account and begin the pre-qualification process on BuildingConnected at <a href="https://app.buildingconnected.com/create-account">https://app.buildingconnected.com/create-account</a>
<b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i>	Columbia Public Schools – Building Program Edwardsville District #7 – Lincoln Middle School Lincoln University – Dawson Hall Jefferson City School District – Building Program Northwest R1 School District – Building Program Pattonville School District – Building Program HSHS Greenville St. Louis Community College Meramec Campus' Center for Emerging Technology and Financial Services & Enrollment Center (Clayco is the General Contractor)
<b>Please describe your insurance and/or bonding requirements.</b>	1,000,000 per occurrence & 2,000,000 aggregate for general liability



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<b>What is the best way a provider can present capabilities to you?</b>	We have a prequalification process through BuildingConnected and welcome meet and greet opportunities to learn more about trade partners. Visit <a href="http://smwilson.com/subcontractors">smwilson.com/subcontractors</a> or contact Maggie at <a href="mailto:maggie.farrell@smwilson.com">maggie.farrell@smwilson.com</a>
<b>What criteria impacts your decision to select a company/team to perform work?</b>	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i>
<b>What services do you typically need for your projects?</b>	
<b>Other Important information you would like to share:</b>	

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<b>Organization Name:</b>	
<b>Primary Contact for procurement services:</b>	Contact Name: Reuben Hamilton, Jr.
	Contact Phone: 314-989-2664
	Contact Email: Reuben.hamilton@ssmhealth.com
	Preferred method of communication: E=Mail
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> es <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Same as above
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> es <input type="checkbox"/>	
<b>Brief organization profile</b> (General statement about your org.)	SSM Health is a Catholic, not-for-profit health system providing high-quality, compassionate, and personalized care to communities across Illinois, Missouri, Oklahoma, and Wisconsin.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<b>POLICY:</b> SSM Health (SSMH) is committed to equal opportunity for its business relationships. As part of our Mission and Values, we are committed to the community we serve. Therefore, SSMH encourages and supports the purchases of goods and services from diverse owned businesses that include minorities, women, disabled individuals, veterans, disabled veterans, small business enterprises and any other federally recognized diverse category (See Categories). This is consistent with our values of compassion, respect, excellence, stewardship, and community. It is the expectation that all goods and services acquired from any business will meet the requirements related to value, quality, and timeliness.
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	Consulting Services
	Other Purchased Services
	Other Professional Services
	Advertising & Marketing Expenses
	Repair Expense
	Building Maintenance
	Books and Subscriptions
	Grounds Keeping Services
	MAINTENANCE SUPPLIES
	HR Recruitment



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	Gift Shop Supplies
	Special Events Costs
	Construction Related Services (TBD)
	Catered Meals for Meetings
<b>Please describe your insurance and/or bonding requirements.</b>	This data will be requested when RFX's are released
<b>What is the best way a provider can present capabilities to you?</b>	Get registered within our supplier database @ ( <a href="https://www.ssmhealth.com/suppliergateway">SSM HEALTH (suppliergateway.com)</a> ), or submit an electronic brochure listing the services that can be provided
<b>What criteria impacts your decision to select a company/team to perform work?</b>	The selection process will include several factors which include diverse third party or governmental certification (self or SAM certification is not accepted), as well as response to the RFX's and many other factors such as qualifications, pricing, experience, and track record.
<b>What services do you typically need for your projects?</b>	Needed services will depend on the project
<b>Other important information you would like to share:</b>	N/A

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# SLC3'S GATEWAY TO INCLUSION WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 17<sup>TH</sup> 7:15-11:30 A.M.

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<b>Organization Name:</b>	
<b>Primary Contact for procurement services:</b>	Contact Name: Therese Parker
	Contact Phone: 314-615-7069
	Contact Email: MParker@stlouiscountymo.gov
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y X <input checked="" type="checkbox"/> N	
<b>Diversity Contact</b>	Contact Name: Gina Montgomery
	Contact Phone: 314-615-7070
	Contact Email: gmontgomery@stlouiscountymo.gov
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y X <input checked="" type="checkbox"/> N	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	The Minority-and Women-Owned Business Enterprise (M/WBE) Program promotes open and equitable participation by Minority- and Women-Owned companies seeking to do business with the County. M/WBE Program staff monitor participation goal achievement in construction and professional services contracts, good faith efforts, prompt pay, and workforce utilization. M/WBE incentives are applied in accordance with the Purchasing Code to maximize minority participation in county purchases and projects.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	To become a vendor for St. Louis County, please register at <a href="https://stlouiscountymovendors.munisselfservice.com/Vendors/default.aspx">https://stlouiscountymovendors.munisselfservice.com/Vendors/default.aspx</a> and click on the "Login/Register".  The registration process will allow you to select the category description(s) (NIGP Commodity Code) of the products and services that you provide. Doing so will enable St. Louis County to include you in any opportunity that fits your commodity code profile.  To be credited with meeting the participation goals on St. Louis County projects, the bidder must make a contractually binding commitment to meet the goals at the time of bid submission. M/WBE's should be certified by either The Missouri Department of Transportation or the St, Louis Lambert Airport with appropriate NAICS for work performed.
<b>Please describe any upcoming projects for which company partners may be</b>	All bids can be seen at:



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## 2022 SLC3 WORKSHOP PROCUREMENT INFORMATION

<p><b>considered</b> (include size, estimated timeline and services needed).</p>	<p><a href="https://stlouiscountymo.gov/st-louis-county-departments/administration/procurement/open-bids/">https://stlouiscountymo.gov/st-louis-county-departments/administration/procurement/open-bids/</a></p>
<p><b>Please describe your insurance and/or bonding requirements.</b></p>	<p>Missouri law requires bid bonds on certain types of projects. Depending on the project, e.g. roads or drainage or buildings, etc., the required value of the bid bond may vary. It's usually 5% but can be more.</p> <p>Insurance requirements are set by the County's Risk Mgt and County Counselor's offices. There are standard requirements regarding General Liability (\$1M per occurrence) and Worker's Compensation. In addition there may be requirements for Professional Liability (Errors and Omissions), Automobile Liability, Environmental Liability, and other types of insurance relevant to the specific procurement.</p>
<p><b>What is the best way a provider can present capabilities to you?</b></p>	<p>Vendors need to be registered via the County's Vendor Self Serve System.</p>
<p><b>What criteria impacts your decision to select a company/team to perform work?</b></p>	<p><i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i></p> <p>St. Louis County outsources most project work through a bid process. Lowest Bid that meets all County requirements gets the award.</p>
<p><b>What services do you typically need for your projects?</b></p>	<p>Various</p>
<p><b>Other Important information you would like to share:</b></p>	

PLEASE RETURN FORM TO [rhutchison@slccc.net](mailto:rhutchison@slccc.net) by 11/4/22.



# SLC3'S GATEWAY TO INCLUSION WORKSHOP

Presented by:

ST. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

Wednesday, November 8<sup>th</sup> 7:15-11:30 a.m.

## 2023 SLC3 WORKSHOP PROCUREMENT INFORMATION

<b>Purpose:</b>	This information is being collected from Owners that participate in the Workshop for the benefit of the attendees of the workshop by providing a summary takeaway. It is the goal of the workshop to have time to focus the discussion between the Owner and attendees beyond the basic procedures. This information should represent a snapshot of your procedures to qualify and engage MBE/WBE/DBE for work with your organization. If you already have a one-page summary or any additional information to share, please provide it in addition to this form.
<b>Organization Name:</b>	<b>Tarlton Corporation</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Greg Sweeso
	Contact Phone: 314-633-3499
	Contact Email: GJSweeso@tarltoncorp.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes <input checked="" type="checkbox"/> Y <input type="checkbox"/> N Yes	
<b>Diversity Contact</b>	Contact Name: Roslyn Croft
	Contact Phone: 314-633-3326
	Contact Email: RYCroft@tarltoncorp.com
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes <input type="checkbox"/> Y <input checked="" type="checkbox"/> N Yes	
<b>Brief organization profile</b> (General statement about your org.)	Tarlton Corporation is a certified Women's Business Enterprise providing general contracting, preconstruction, and construction management services in the midwest since 1946.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	It is our goal to provide meaningful opportunities for MBE, WBE, and DBE businesses to participate in the projects we complete for our customers. Our preconstruction and estimating department utilizes Building Connected for our solicitations. All diverse firms are also encouraged to visit our website's Subcontractors page to view current bid opportunities and register with us as a Diverse Contractor. <a href="https://www.tarltoncorp.com/subcontractors/">https://www.tarltoncorp.com/subcontractors/</a>
<b>Please describe any upcoming projects for which company partners may be considered</b> (include size, estimated timeline and services needed).	Subcontractors are encouraged to visit the Tarlton Public Plan Room our website under the tab TarltonCorp.com/subcontractors
<b>Please describe your insurance and/or bonding requirements.</b>	Bonding requirements are project specific and not required on most project.
<b>What is the best way a provider can present capabilities to you?</b>	Firms may reach out to our Inclusion and Diversity Manager, Roslyn Croft, to schedule a time to meet with our team.
<b>What criteria impacts your decision to select</b>	There are many areas of consideration with regards to the selection process. A review of the scope, price, experience, inclusion and safety record are all important factors.



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## 2023 SLC3 WORKSHOP PROCUREMENT INFORMATION

a company/team to perform work?	
What services do you typically need for your projects?	In the role of General Contractor and Construction Manager, we have the opportunity to hire for all scopes of work.
Other Important information you would like to share:	All of our solicits are distributed via Building Connected.

**PLEASE RETURN FORM TO [rhutchison@slccc.net](mailto:rhutchison@slccc.net) by 10/27/23.**



# CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

Wednesday, November 8th 7:15-11:30 a.m.

## 2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

<b>Purpose:</b>	This information is being collected from Owners that participate in the Workshop for the benefit of the attendees of the workshop by providing a summary takeaway. It is the goal of the workshop to have time to focus the discussion between the Owner and attendees beyond the basic procedures. This information should represent a snapshot of your procedures to qualify and engage MBE/WBE/DBE for work with your organization. If you already have a one-page summary or any additional information to share, please provide it in addition to this form.
<b>Organization Name:</b>	
<b>Primary Contact for procurement services:</b>	Contact Name: Jay Denker – VA/John Cochran - Small Business Set Asides
	Contact Phone: 816-389-3934
	Contact Email: jay.b.denker@usace.army.mil
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes	
<b>Secondary Contact for procurement services:</b>	Contact Name: Arthur Saulsberry - All Small Business Opportunities
	Contact Phone: 816-389-3927
	Contact Email: aurthur.e.saulsberry@usace.army.mil
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes	
<b>Brief organization profile</b> (General statement about your org.)	Supply, Construction, and Architectural Engineering Services
<b>Please give a brief explanation of your procurement process and disparity goals if applicable.</b> (i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)	<p>Welcome to the Kansas City District's Small and Disadvantaged Business Utilization (SADBU) Program Office. We assist firms in doing business with the government to ensure small businesses have access to Kansas City District contracts. We exist to provide you with the most current small business initiatives and project status.</p> <p>Businesses must be registered through the System for Award Management (SAM) process, in order to compete for USACE contracts. Women-owned small businesses should sign up with DOD WOSB</p>
<b>Please describe any upcoming projects for which firms may be considered</b> (include size, estimated timeline and services needed).	<p><a href="https://www.nwk.usace.army.mil/Business-With-Us/Contracting/Opportunities/">https://www.nwk.usace.army.mil/Business-With-Us/Contracting/Opportunities/</a></p> <p>Here in STL – VA/John Cochran Projects include: Demolition Efforts, Waterline Relocation, IPO Modular Program Office, VA Temporary Swingspace, Information and Communication Technology Swingspace, Northeast Parking Garage, Opioid Treatment Program Clinic, East Sitework, Janitorial Services</p>
<b>Please describe your insurance and/or bonding requirements.</b>	Insurance and Bonding requirements depend on the individual contract. The requirements will be listed in the solicitation.
<b>How has anything changed your procurement process?</b>	<i>The Procurement process has not changed but the way we engage with Industry has changed.</i>
<b>Do you allow providers to schedule meetings virtually or in person to present their</b>	<i>The best way for initial contact with our office is by email to Jay Denker.</i>





# CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

ST. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

Wednesday, November 8th 7:15-11:30 a.m.

## 2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

capabilities? And if yes, which do you prefer?	
What most impacts your decision to select a company/team to perform work?	<i>The best way for a company to stand out is to have a track record of accomplishment through successful completion of a contract. The contract can be either public, private or as a subcontractor but being able to document delivering a successful contract. It is also important for companies to identify and compete for contracts that they have a reasonable chance of success. If a company is new and just starting out, we encourage them to seek smaller contracts or be a subcontractor on a larger project to build the companies track record for future opportunities.</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	
Other Important information you would like to share:	<i>If interest in getting more information about upcoming opportunities with the Kansas City District-USACE, please reach out to the contact information provided and we will notify you of our upcoming Industry Day that we are hosting for the VA/John Cochran project and other projects. The Industry Day will be in St. Louis and will give you an opportunity to meet the USACE team.</i>

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# SLC3'S GATEWAY TO INCLUSION WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 17<sup>TH</sup> 7:15-11:30 A.M.

## 2022 SLC3 WORKSHOP PROCUREMENT INFORMATION

<b>Purpose:</b>	This information is being collected from Owners that participate in the Workshop for the benefit of the attendees of the workshop by providing a summary takeaway. It is the goal of the workshop to have time to focus the discussion between the Owner and attendees beyond the basic procedures. This information should represent a snapshot of your procedures to qualify and engage MBE/WBE/DBE for work with your organization. If you already have a one-page summary or any additional information to share, please provide it in addition to this form.
<b>Organization Name:</b>	<b>St. Louis Lambert International Airport</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Gigi Glasper (Airport) Helen Bryant (Airport BPS Projects)
	Contact Phone: 314-890-1802 (Glasper-Airport) 314-622-3439 (Bryant-Airport BPS)
	Contact Email: <a href="mailto:GXGlasper@flystl.com">GXGlasper@flystl.com</a> (Airport) <a href="mailto:bryanth@stlouis-mo.gov">bryanth@stlouis-mo.gov</a> (BPS)
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: Tynetta Bryce, Program Manager I-Compliance
	Contact Phone: 314-426-8063
	Contact Email: <a href="mailto:TKBruce@flystl.com">TKBruce@flystl.com</a>
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	St. Louis Lambert International Airport is owned by the City of St. Louis. It is considered a city department. St. Louis Lambert International Airport (STL) is a "medium hub" airport and is the busiest in this category.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	<p>The Board of Public Service (BPS) Contracts Section is the contracting agency for City projects and provides this listing of <b>RFQs</b> from design consultants and <b>RFPs</b> from construction contractors for public works improvement projects made through the member departments of the Board of Public Service including the Street Department; the Departments of Parks, Recreation, and Forestry; and with the Department of Public Utilities (Water Division) as well as the St. Louis-Lambert International Airport.</p> <p>Visit our website at <a href="http://www.flystl.com">Contract Opportunities - St. Louis Lambert International Airport (flystl.com)</a> for services and <a href="http://www.stl-bps.org/">http://www.stl-bps.org/</a> for construction</p> <p>To get on the interested parties list go to <a href="http://www.constantcontactpages.com">Interested Parties List (constantcontactpages.com)</a> and register to received notifications on upcoming opportunities</p>
<b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i>	Visit our website at <a href="http://www.flystl.com">Contract Opportunities - St. Louis Lambert International Airport (flystl.com)</a> for services and <a href="http://www.stl-bps.org/">http://www.stl-bps.org/</a> for construction
<b>Please describe your insurance and/or bonding requirements.</b>	Please contact Airport Properties at 314-426-8102.



# SLC3'S GATEWAY TO INCLUSION WORKSHOP

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St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 17<sup>TH</sup> 7:15-11:30 A.M.

2022 SLC3 WORKSHOP PROCUREMENT INFORMATION

What is the best way a provider can present capabilities to you?	
What criteria impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i>
What services do you typically need for your projects?	Design and Construction for public works improvement projects
Other Important information you would like to share:	

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<b>Organization Name:</b>	<b>Saint Louis Zoo</b>
<b>Primary Contact for procurement services:</b>	Contact Name: Candace Bingham
	Contact Phone: 314.646.4631
	Contact Email: cbingham@stlzoo.org
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Diversity Contact</b>	Contact Name: same as above
	Contact Phone:
	Contact Email:
	Preferred method of communication:
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input type="checkbox"/> N <input type="checkbox"/>	
<b>Brief organization profile</b> <i>(General statement about your org.)</i>	Home to over 14,000* animals, representing nearly 500* species, the Saint Louis Zoo is recognized worldwide for its innovative approaches to animal care and management, wildlife conservation, research and education. One of the few free zoos in the nation, the Saint Louis Zoo attracts approximately 3 million visitors annually and is the most-visited attraction in the region.
<b>Please give a brief explanation of your procurement process and D&amp;I goals if applicable.</b> <i>(i.e., what are the steps a company should take in order to do business with you and any links to websites that have additional information)</i>	<p>The Saint Louis Zoo operates in a decentralized purchasing environment. The Purchasing department is charged with the upholding the policy for the organization. To become a registered vendor, sign up on the Zoo's registration platform, Vendor Registry- <a href="https://vrapp.vendorregistry.com/Vendor/Selection/SubscriptionSelection?buyerSource=st-louis-zoo-mo-mo-vendor-registration">https://vrapp.vendorregistry.com/Vendor/Selection/SubscriptionSelection?buyerSource=st-louis-zoo-mo-mo-vendor-registration</a></p> <p>WildCare Park Opportunities with Alberici - email <a href="mailto:stzoo bids@alberici.com">stzoo bids@alberici.com</a></p> <p>All projects \$25K and above are facilitated by the Director of Procurement. Projects under require compliance with the Purchasing/ Procurement Policy. All projects over \$10K require an issuance of the Zoo's Policy on Supplier Diversity on Saint Louis Zoo Contracts. Contracts goals are 25% MBE and 5% WBE. The Saint Louis Zoo enjoys the support of the community through the Metropolitan Zoological Park &amp; Museum District. For this reason, the Zoo will make every effort to return that support by contracting with qualified businesses within the District (comprised of St. Louis and St. Louis County) whenever possible.</p>
<b>Please describe any upcoming projects for which company partners may be considered</b> <i>(include size, estimated timeline and services needed).</i>	<p>The Saint Louis Zoo WildCare Park- an estimated \$230M project, procurement facilitated by Alberici Construction, target public opening 2027. All trades are anticipated participations.</p> <p>The Saint Louis Zoo- procurement facilitated by the Director of Procurement, Candace Bingham.</p> <p>New Experience for Children and Families, estimated \$40M project, target opening 2027</p> <p>Bird House Renovations- 2023, anticipated cost TBD</p> <p>Distribution Center- 2023 repair or replacement/ cost TBD</p>



# SLC3'S GATEWAY TO INCLUSION WORKSHOP

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## 2022 SLC3 WORKSHOP PROCUREMENT INFORMATION

	Various printing projects, facilities management & janitorial products, Holiday Lights, Entertainment vendor of record and various marketing projects
<b>Please describe your insurance and/or bonding requirements.</b>	Required for all construction projects over \$25K.
<b>What is the best way a provider can present capabilities to you?</b>	Email <a href="mailto:cbingham@stlzoo.org">cbingham@stlzoo.org</a>
<b>What criteria impacts your decision to select a company/team to perform work?</b>	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> The Zoo reserves the right to award to the most responsive Bidder with respect to scope of work, pricing, availability, experience, references, supplier diversity participation, and tax base.
<b>What services do you typically need for your projects?</b>	All- varies
<b>Other Important information you would like to share:</b>	

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STUDIO

# Reed Burkett Lighting Design

## Creating the most beloved spaces in the world through innovative lighting design.

RBLD maintains a studio environment that fosters creativity and innovation, while placing a premium on client satisfaction. Lighting is considered both artistic craft and technical discipline, synthesized through thoughtful design. Our professional team is diverse in both education and practice; with skills and knowledge in architectural and theatrical lighting, architecture, interior design, engineering, and manufacturing that are applied in the studio's daily practice. Ongoing leadership in sustainable design, energy conservation and innovative professional practice has positioned Reed Burkett Lighting Design as one of the profession's most respected practices.

We offer our clients a complete range of lighting design services, from initial conceptual development through final project completion. We have worked in a collaborative capacity on projects of all sizes, assembling our firm's experts to most efficiently and effectively address the demands. Project leaders at RBLD also serve in leadership roles within the lighting industry, including positions of standards' development and creation, ensuring projects are the forefront of today's technology and building requirements.

### Services:

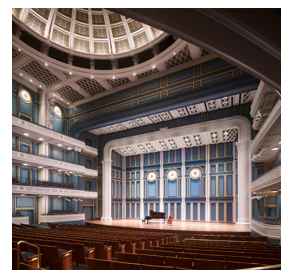
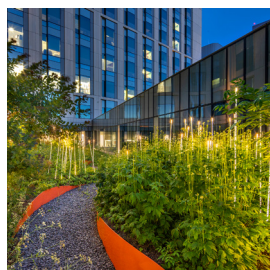
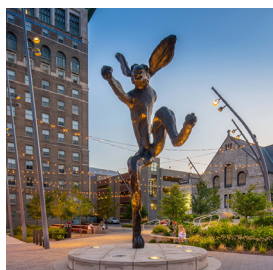
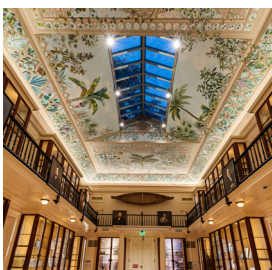
- Lighting budget preparation
- Schematic Design through Construction Administration
- Lighting renderings
- Lighting measurements and light level calculations
- Full lighting controls design

### Pertinent Codes:

- NAICS 541490
- CAGE 7N6L8
- Dun & Bradstreet 031098063

### Women's Business Enterprise:

- WBENC
- Missouri
- St. Louis
- Illinois



## CORE COMPETENCIES

1. Commercial, Industrial, and Residential power distribution, electrical maintenance, installation, lighting installation, and upgrade
2. Energy efficiency and sustainability upgrades including LEDs, solar panels, and equipment upgrades
3. Critical power solutions including Uninterrupted Power Supplies, Generator Set Installation, ATS upgrades, and tie-in
4. Systems solutions including structured data cabling and backbone installation, security, surveillance, and door access as well as other low voltage systems

### PAST PERFORMANCE

- Scott Air Force Base
- St Louis County Library
- Union Station- restaurant, golf course, fitness center, new hotel rooms, hall rooms
- St. Louis Airport
- USDA - United states department of agriculture
- GSA - General services administration
- Scott Airforce Base is actually - United States Airforce
- USACE is United States Corps of Engineers

### DIFFERENTIATORS

- Master Electrician as owner
- Field experience on the management level
- Union work force
- Multiple system capabilities
- Solar and alternative energy

### COMPANY OVERVIEW

J. West is a truly diverse company holding more than 50% minority workforce. The company holds a strong passion for the St. Louis community and truly cares about making a difference in the community and in the industry. J. West cares as much about managing people and creating opportunities as it does about completing projects. The culture of J. West is one that fosters individual growth and encourages each employee to take ownership of their projects. The crew works together to solve problems and find answers to our customer's difficult questions. The team meets regularly to talk about goals, ideas, and ways to improve. Each person understands the vision and mission of the company and realizes why J. West is such a relevant company in the construction market. J. West employees collectively strive to make a difference for the customer and for the community.

### COMPANY DATA

CAGE CODE	7J7A1
DUNS	080089109
PRIMARY NAICS	238210
	8(a), MBE and WBE
CSI MASTER FORMAT CODE DIVISIONS	
DIVISION 16	ELECTRICAL BASIC
DIVISION 23	HEATING, VENTILATING, AND AIR CONDITIONING (HVAC) MANUFACTURERS
DIVISION 26	ELECTRICAL MANUFACTURERS







UtilliCo

ENGINEERS PROJECT MANAGERS TECHNOLOGY CONSULTANTS

UtilliCo  
610 Uptown Blvd.,  
Suite 2000 #268  
Cedar Hill, Texas 75104  
P:(469) 935 - 7179

We are proud to be an Equal  
Employment Opportunity Company

# CAPABILITY STATEMENT

UtilliCo is a respected professional services firm providing exceptional Engineering, Project Management & Technology consulting services.

## CORE COMPETENCIES

### Electric/Communication Design

Distribution, Sub-transmission, Substation, Relay, System Upgrades, Construction Inspection, Lighting, Maintenance & Reliability Improvements, SCADA System, Design Build, Arc Flash Studies, Pole & Ground-Line Inspection, Network & Inventory Audits

### Civil Design

Site Design, Earth Grading Design, Storm and Sewer Design, Construction Inspection, Residential Design, Industrial Design, Commercial Design, Substation Design

### Structural Design

Structural Evaluation, Building Design, Renovation & Preservation, Foundations, Concrete Structures, Seismic Design, Wood, Masonry, Concrete, Steel, Light Gauged-Steel Structures

### Project Management

Project Leadership, Resource Management, Scheduling, Project Estimating, Contract Administration, Project Scoping, Resource Management, Budget Preparation, Project Controls, Project & Budget Forecasting

### Natural Gas Design

Distribution Pipeline, High Pressure Distribution Pipeline, Regulator Station, Large Meter Station, CNG Station, Orderizer Station, Site Design, Material Specifications & Ordering

### Technology

Cybersecurity Assessment, Vulnerability Assessment, Email Security, Core Security, Penetration Testing, Staff Augmentation, Network Monitoring/Consulting

## Differentiators

- Over 200 years of combined industry experience
- Proven expertise in making highly complex technical information understandable to a nontechnical audience
- Licensed Professional Engineers
- Certified Project Management team

## Company Information

TIN: 88-3957332

DUNS: 118942145

### NAICS Codes:

**541330** Engineering Services (Primary)

**541618** Other Management Consulting Services

**541690** Other Scientific and Technical Consulting Services

## Certifications

MBE/SBE: BMMB38047N0225



For additional information about UtilliCo's capabilities, please contact our office at (469) 935 - 7179 or email us at [info@utillico.com](mailto:info@utillico.com). Visit our website at [www.utillico.com](http://www.utillico.com) to learn more.

## Primary Contacts

Timothy Sanders, PE  
President & CEO  
E: [tsanders@utillico.com](mailto:tsanders@utillico.com)

Louis Carter, Jr.  
Executive Vice President & COO  
E: [lcarter@utillico.com](mailto:lcarter@utillico.com)



# ELASTIZELL

of St. Louis

Jane Megown, President  
410 10<sup>th</sup> Street  
Valley Park, MO 63088  
[jane@elastizellstl.com](mailto:jane@elastizellstl.com)  
Phone: 636.225.4311  
Fax: 636.225.0017  
[www.elastizellstl.com](http://www.elastizellstl.com)

## Disadvantaged Business Enterprise (DBE)

Missouri (MRCC)  
Illinois  
Iowa  
Kansas  
Michigan  
Ohio  
Oklahoma  
Texas  
Florida

## Woman Business Enterprise (WBE)

Missouri #13252  
St. Louis Lambert Airport  
WBENC National Certification  
#WBE2001237  
Sam.gov  
Illinois Capital Management Services  
Kansas  
Kansas City Area Transportation  
Authority  
Louisville MSD

## Woman-owned Small Business (WOSB)

St. Louis Lambert Airport  
WBENC  
sam.gov

## Prequalification:

State of Illinois Capital Development  
Board

EMR: .83

## NAICS Codes:

236116, 236220, 237110, 237120,  
237310, 237990, 238110, 238160,  
238330, 238390, 238910

## Core Competencies

Premier WBE, WOSB and DBE firm specializing in Lightweight Cellular Concrete and Geofoam. Applications include floor toppings and underlayments, floor leveling, roof decks, pipe abandonment, annular space grouting, fills over poor soils, trench fills, retaining wall backfill, void remediation, limited access fills, fills at existing buildings, load balancing fills, weight reducing fills.

## Past Performances

- Kingshighway Bridge – Load Balancing Fill
- MLS St. Louis City Soccer Stadium – Geofoam
- MODOT I-64 @ 22<sup>nd</sup> Street – Lightweight Fill over Sewer
- Washington University East End – Geofoam
- MODOT I-44 @ Jefferson Ave – Fill behind MSE Wall
- IDOT Route 3- Load Balancing/Plaza Fill
- Orlando International Airport - Annular Space Grouting
- St. Louis Union Station – Load Balancing Fill
- The Arch – High Tolerance Entry Ramp Topping Pour
- Barnes Jewish West County Hospital – Retaining Wall Backfill

## • Differentiators

- Established history of quality and expertise
- In business nearly 60 years.
- Superior quality, service, and performance
- Based upon values of honesty, integrity, and going above and beyond customer expectations
- Unique solutions to unique problems
- Highly trained crew with average tenure of more than 20 years
- Specialized custom equipment
- OSHA 10, OSHA 30, HAZWOPER 40



## CAPABILITY STATEMENT

<p>Company Name: My-T-Sharp Janitorial Services, LLC</p> <p>Company Address: 7500 Mexico Rd, P.O. Box 1284, Saint Peters, MO 63376</p> <p>Company Website: www.my-t-sharpjanitorial.com</p> <p>Contact information: Deanna Hemphill Vice President 314-944-2778 deanna.hemphill@my-t-sharpjanitorial.com</p>	
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<b>Yrs. In Business</b>  30 +	<b>Licenses/Certifications</b> DBE/MBE/WOSB	<b>NAICS</b> 561720/238990/561740
<b>EMR Rating</b> 1.0	<b>Bonding Capacity</b> <b>2,000,000</b>	<b>Locations Available:</b> IN, IL, MO and KY

Past Performance	Differentiators (bullets)
<ul style="list-style-type: none"> <li>MetLife 83, 000 sq ft/SM Wilson</li> <li>Peabody Energy 40,000 sq ft/ISC Contactor</li> <li>Chase Banks/ Musick Construction</li> </ul> <p>All Final Cleans</p>	<p><b>What sets My-T-Sharp Janitorial Services' apart from our competitors is the mastery of Final Cleaning. Our knowledge and professionalism has allowed us to master the art in final cleaning, in the St. Louis metropolitan area and neighboring states, done the My-T-Sharp Way!</b></p>

Company Data	List Pertinent Codes
<p>My-T-Sharp Janitorial Services, LLC is a family-owned commercial cleaning service. Awarded SBA 2020 Small Minority Business of the year. My-T-Sharp has mastered the Art of Final cleaning Available to meet your daily, weekly or special cleaning needs.</p> <p><i>Specialties:</i></p> <ul style="list-style-type: none"> <li>Construction - Pre/Post-New/Renovation - Final Cleaning</li> <li>Commercial - Final Cleaning</li> <li>COVID-19 Disinfecting/Cleaning</li> </ul>	<p>Special Certifications:</p> <ul style="list-style-type: none"> <li>WOSB/MBE/DBE: Lambert/ OEO</li> <li>Dun &amp; Bradstreet: 110894776</li> <li>NAICS codes: 561720/238990</li> <li>NIGP codes: 910-39-5700/365-10-63/928-93-00</li> <li>CAGE Code: 7YKP7</li> <li>Payment requirements: Checks/Direct Deposit</li> </ul>



# GENERAL CAPABILITIES

**D'VON JOHNSON**  
Owner



[djohnsonpaintingllc.com](http://djohnsonpaintingllc.com) • [djohnsonpaintingllc@gmail.com](mailto:djohnsonpaintingllc@gmail.com) • (314) 309-5667 • 30 Hour OSHA Certified

Projects for D Johnson Painting	Value	Status	Description
4-Unit Multifamily	\$30,000	Complete	Painted all ceilings, walls, and trim of the interior. Also did minor patch work.
Saint Louis City Private School	\$10,000	Complete	Painted walls of gymnasium, all stairways, and lower level classrooms
Interior/Exterior of Investment Property - Lake St. Louis	\$12,800	Complete	Painted trim and windows of exterior. Also painted trim, doors, ceilings, and walls of interior.
2 Story South City Residence	\$5,200	Complete	Removed Wallpaper in dining room and living room. Also painted walls, trim, and ceilings of dining room, living room, hallway, entryway, and stairway
Florissant Interior/Exterior of Residence	\$5,400	Complete	Painted interior walls, ceilings, and trim. Also painted exterior siding.
Hillsvale Apartments	\$27,576	Complete	Painted walls, trim, ceilings, and doors of apartment units.
Interior of Investment Property Jennings	\$7,375	Complete	Painted Basement and main level walls, ceilings, and trim.
Interior of O Fallon MO Residence	\$7,485	Complete	Painted walls on main level.
IGM Headquarters	\$13,200	Complete	Painted interior walls, wood doors, and hollow metal frames.
Interior of 2 Story U City Residence	\$4,800	Complete	Painted basement and main level walls, ceilings, and trim.
Interior of 2 Story Florissant Residence	\$4,340	Complete	Painted walls on main level and 2nd level.
Interior/Exterior of Investment Property Velda City	\$14,150	Complete	Scraped and painted trim of exterior. Also painted ceilings, trim, and walls of interior.

PM Leach Related Projects	Status	Description
Delmar Divine- Clayco	Complete	Painted walls, trim, and ceilings. Sprayed first coats.
Holocaust Museum- Arco	Complete	Sprayed dryfall on ceilings.
100+ apartment Complex in Edwardsville- Holland Project	Complete	Caulk and puddy. Painted walls, trim, and ceilings. Sprayed first coats. Sprayed doors.
100+ Apartment Complex in Maryland Heights- Holland Project	Complete	Caulk and puddy. Painted walls, trim, and ceilings. Sprayed first coats. Sprayed doors.
Multi Unit Apartment Building 100 Kingshighway - Clayco	Complete	Caulk and puddy. Painted wall, trim, and ceilings.

## REFERENCES

Roanoke Construction: 314-382-7717  
 Poettker Construction: 618-526-7213  
 Aaron at LSL Finishes: 636-466-6296  
 Tom Sieckhaus: 314-422-1032  
 Timothy Gallow: 314-374-0779



**PAINTING & CONSTRUCTION  
BUILDING THE DREAM**

**BUILDING TOMORROW,  
TODAY**

## Commercial Painting and Residential Renovations

### CORPORATE PROFILE

<b>POINT OF CONTACT:</b>	Sheila Johnson – Owner (646) 372-8763
<b>DUN &amp; BRADSTREET</b>	XXXXX9953
<b>EIN:</b>	XXXXX9158
<b>AREAS OF OPERATION:</b>	State of Missouri, St. Louis City, and County
<b>INSURANCE:</b>	General Liability & Workers Compensation
<b>BUSINESS SIZE:</b>	Small – SBA Size Standard in Millions of Dollars – Sector 23
<b>SERVICES OFFERED:</b>	<u>Commercial</u> – Perform Commercial Painting Services <u>Residential</u> – Provide General Contracting & Development Services
<b>LICENSING:</b>	State of Missouri Business License for Construction
<b>CERTIFICATIONS:</b>	City of St. Louis Lambert and State of Missouri MBE/WBE/DBE, WOSB, and Section 3 certified

### CAPABILITY STATEMENT

B.T.D. Equity Management LLC d/b/a B.T.D. Painting & Construction has been in business since 2013. We provide commercial and residential services. On the residential side, we provide general contracting and development services for total renovations in the St. Louis City and St. Louis County region of Missouri for properties we own, investors, and the Community Development Administration (CDA). On the commercial side, we provide commercial painting services. We are signatory with the Painters Union Local #58.

PAST PERFORMANCES	PERTINENT CODES
<ul style="list-style-type: none"> <li>▪ MLS Stadium – Performed Commercial Painting</li> <li>▪ Delmar Divine – Performed Commercial Painting</li> <li>▪ McKelvey Hall – Performed Commercial Painting</li> <li>▪ Aloft Hotel – Performed Commercial Painting</li> <li>▪ St. Louis Aquarium – Performed Commercial Painting</li> <li>▪ CDA – Performed General Contractor Services – Completed total renovations including, Demolition, Rough &amp; Finish Carpentry, Painting, Tuckpointing Roofing, Insulation, Electrical, Plumbing, HVAC, and Masonry</li> <li>▪ Completed Renovations for 25 Single and Multi-family residents in the St. Louis area</li> <li>▪ Completed all projects on time and on budget</li> </ul>	<ul style="list-style-type: none"> <li>▪ <b>236118</b> – Residential Remodeling, Additions, Renovations &amp; Alterations</li> <li>▪ <b>238130</b> – Carpentry &amp; Framing</li> <li>▪ <b>238310</b> – Drywall Installation &amp; Finishing</li> <li>▪ <b>238320</b> – Painting and Wall Covering</li> <li>▪ <b>238350</b> – Finish Carpentry</li> </ul>

Additional list of past performances and references available upon request

**Address:**

4650 Virginia Avenue, 1<sup>st</sup> Floor, St. Louis, MO 63111 Office Phone: (314) 833-4833

**Contact:**

Sheila Johnson (646)372-8763

Info@btd-construction.com

Lee Johnson (314)324-9158

LethorneJohnson@gmail.com



EQUITY MANAGEMENT & CONSTRUCTION  
BUILDING THE DREAM



# CNJ

MECHANICAL CONTRACTORS<sup>LLC</sup>

MBE/WBE CERTIFIED MECHANICAL CONTRACTOR

2018 MOKAN EMERGING BUSINESS OF THE YEAR AWARD

CNJ Mechanical Contractors, LLC.  
5324 Aero Dr, St. Louis, MO 63110  
314-351-1562

Christine Michel  
President  
cnjmechco@gmail.com

## CORE COMPETENCIES

CNJ Mechanical Contractors, is a **MBE/WBE** certified mechanical contracting firm specializing in industrial and commercial projects with our emphasis on mechanical installations, HVAC, process piping, fabrication service and preventative maintenance.

## PAST PERFORMANCE

CNJ Mechanical strives to meet our client's expectations along with practicing integrity through out the project. Our intent is to perform your next scope of work on schedule, accident free, with complete customer satisfaction. Our most recent and present clients:

State of MO  
Washington University School of Medicine  
MO Veterans Home  
Hof Construction  
RF Meeh  
SMCI  
Mehlville School District  
Kane Mechanical  
TMI/Daikin  
MLS Soccer Stadium  
Fed Ex  
UMSL

## CORE COMPETENCIES

- In House/ Custom fabrication
- Power & Process Piping
- HVAC
- Boiler Installation
- Refrigeration Piping and Heat Transfer
- Chiller Installation
- AWS Code Certified Welding
- Welding of Austenitic Stainless-Steel Tubing
- Daiken Certified
- Chilled/Hot Water Piping
- Preventative Maintenance/Service
- Custom Skids/Modules (*contains all the valves, gauges, piping, and flanges that you need to connect to your system.*)
- Medical Gas
- Rigging

## COMPANY DATA

CNJ Mechanical Contractors, LLC. was started in February 2015 by Christine Michel, St. Louis, MO. CNJ Mechanical is a MBE/WBE certified business by both the St. Louis Airport Authority and the State of MO. We are signatory with the Plumbers and Pipefitters Local 562, ensuring we have access to the best trained, certified and skilled craftsmen in the area.

## CERTIFICATIONS, LICENSE AND CODES

- Special Certifications: MBE/WBE Certified State of MO and St. Louis Airport Authority
- Dun & Bradstreet (DUNS) 080484423
- NAICS codes 238220 and 332996
- Mechanical License St. Louis City/County
- Master Pipefitter License
- Backflow License
- Medical Gas, LP Gas
- OSHA 30



# CAPABILITIES STATEMENT

## COMPANY OVERVIEW

Organized as a multifaceted business designed to provide environmental health and safety solutions for the construction and industrial market. In these applications, utilizing industry professionals and skilled union labor uniquely positions the company to provide high-quality services in the most expedient manner and with hassle-free customer interaction. The use of innovation & technology plays a crucial role in advancing their approach.



## CORE COMPETENCIES

- Construction Management
- Safety Instrumentation & Training
- Environmental Remediation
- Demolition & Abatement

## COMPANY DATA

**DUNS Number:** 11-826-6756  
**CAGE Code:** 973B0  
**EIN Number:** 84-4477591  
**Name:** Archview Services, LLC  
**State of Incorporation:** Missouri

## DIFFERENTIATORS

**Management:** Archview prides itself on providing value added services  
**Experience:** Executive experience and business execution  
**Diverse:** Multiple lines and a diverse array of services and products

## SAFETY INSTRUMENTATION

We Specialize in Innovative, Technical and IoT Based Products in EH&S. We help increase the level of safety within your facility with our innovative approach to technical products, designed to minimize risk in the workplace around the highest risk areas in toxic gases, respirable particulates, working at heights, hazardous materials and more. Archview Services carries an extensive range of Environmental Health & Safety instrumentation and specialized products, including technical safety gear, lone worker trackers, analyzers, confined space equipment, and more. All equipment and tools we carry are available for purchase or rental.

## REMEDIATION SERVICES

Archview services can plan, execute, and supervise all projects to reduce safety risks, maintain federal and local compliance, minimize environmental impact, and reduce costs. We can even properly clean up the site, dispose of hazardous materials, and provide environmental remediation if necessary. Our highly skilled labor force has completed interior selective demolition, heavy equipment demolition, tank cleaning/removal, and contaminated soil/hazardous waste removals.

## Customers Served

Generated and maintained a client base of over 30 businesses in a variety of markets and industries ex. Construction, Utilities, Pharma & Manufacturing.



**ALAN JACKSON**  
**PRESIDENT**

**ARCHVIEW SERVICES LLC**  
 85 Millwell Ct.  
 Maryland Heights, MO 63043

E: alan.jackson@archviewservices.com  
 W: archviewservices.com



## NAICS CODES:

<b>238910</b>	Selective and Interior Demolition
<b>423830</b>	Multiple Manufacturing/Distribution Agreements EH&S
<b>541690</b>	Instrumentation/Equipment - Safety Consulting Services/Fit Testing
<b>562910</b>	Remediation - Soil, Tank, Building Decommission





# Capability Statement

## **SUMMARY**

Sultan General Construction Co. LLC ("SGC or the Company") exists to assist in the infrastructure improvements of St. Louis Metropolitan area **at large** and **the** demolition of abandoned, burned out and derelict structures to allow for new and improved housing, businesses and all other new construction in both St. Louis City and surrounding counties. SGC also performs excavation and grading per client request. SGC is fully certified by the City and County of St. Louis Demolition Board

## **BUSINESS SUMMARY:**

SGC focuses on demolition projects within the urban locations. Commercial **and** residential make up a majority of these projects. SGC desires to establish and maintain long-term relationships **with** clients **to** develop **a** referral network and future repeated business.

## **CAPABILITIES**

Union Signatory  
Selective Demolition  
Structure Demolition  
Excavation/ Site Preparation  
General Labor  
Final Cleaning

## **EXPERTISE:**

We offer the best service in town. We make sure our clients are satisfied with our services. Our job sites follow the standard regulations required by the Missouri demolition board. Our team takes pride in every project that **helps** us to meet job schedules. Our performance will help you realize that **we are serious about demolition**. Mr. Straughter has been in the construction industry for over 25 years. He started with his grandfather working as a laborer, operator and foreman. He attended Ranken Technical University and studied Architectural Technology. He also attended Florissant Valley and studied Construction Management. Ray manages the day-to-day operation of the business.

## **Past Performance**

Delmar Devine  
24/1 Municipality Demolition  
NGA  
Annie Malone Rehab  
LRA/STL City Demolition

4200 Union BLDV St.  
Louis MO 63115

Raymond Straughter/  
President

Business#

888-973-2168  
314-912-0843  
314-571-8549

Email:  
[rstraughter@sultanconstructionco.com](mailto:rstraughter@sultanconstructionco.com)  
[r\\_straughter@yahoo.com](mailto:r_straughter@yahoo.com)

sultanconstructionco.com

NAICS: 238910

Certifications:

**MBE**

**DBE**

**SECTION 3**



# FIRST AID KITS & CABINETS



OSHA Code of Federal Regulations  
29 CFR 1910.151 (b) Appendix A  
*Adequate first aid supplies shall be readily available.*

## WHY CHOOSE LARSON'S FIRST AID?

### WE WILL HELP YOUR COMPANY COMPLY

Expect the highest quality service, PPE, first aid supplies, and safety products. We are dedicated to the planning, education, and training of safety in the workplace to help you comply with OSHA regulations.

*“I have been working with Larson's First Aid for the last year and I could not be more pleased with the absolutely SOLID service they provide. They are intuitive, prepared, relatable, prompt, and always professional. Larson's First Aid certainly has earned our Five Diamond stamp of approval!”*

—Luke Sinak, Four Season's Hotels St. Louis

### COMMITMENT TO SAFETY & ATTENTION TO DETAIL

Larson's First Aid is a St. Louis based, woman-owned small business. We will keep up with any changes that may occur to the safety standards and ensure you are operating within regulations and safety specifications.

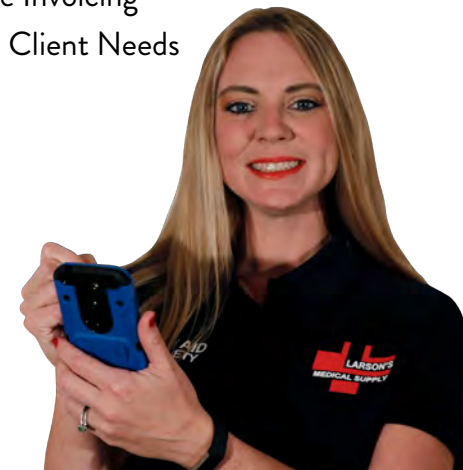
### DEDICATION TO QUALITY & CONSTANT COMMUNICATION

From our initial meeting to stocking your first aid kit, we put our heart and soul to make sure you are happy. If a problem should arise, you can be assured that our knowledgeable and proactive staff will resolve it quickly to ensure your safety needs are met.

### SERVICES WE PROVIDE

- OSHA Required Kit Inspection
- First Aid Demonstrations
- CPR / AED / Bloodborne Pathogens Training
- Prompt & Friendly On-Site Service
- Eye Wash Station Service
- Sales of Safety Equipment
- Sterilization & Repair of First Aid Boxes
- Monitoring Product Expiration Dates
- Removal of Contaminated Products
- Clear and Concise Invoicing
- Customization to Client Needs

Nicole Larson | [Nicole@LarsonsMedicalSupply.com](mailto:Nicole@LarsonsMedicalSupply.com) | 314.724.1221



# GENERAL INDUSTRY FIRST AID BOX

*Class A*



# RESTAURANT FILL FIRST AID BOX

