



11.18.21
8-10:30 a.m.

Gold Sponsor
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Silver Sponsors
SMPS
S.M. Wilson

SLC3 WORKSHOP PACKET



Keynote Speaker: Heather Fleming, In Purpose Education Services

Heather Fleming is the founder and director of In Purpose Educational Services, author of the book My Black Friend Says..., co-host of the Listen Learn Love Podcast, and founder of the MO Equity Education Partnership (MoEEP). Prior to her work with In Purpose, she spent 8 years in the public service sector before moving into education. She served as an English Language Arts teacher for 14 years before becoming a full-time equity and inclusion training and program design professional. Her goal for her work in this field is to promote healing, understanding, and equity for all.



A. Institutional

Moderator:
Jeanie Brewster
Certify Now

- BJC HealthCare
- Mercy
- SSM Health
- Washington University
- University of MO



B. Government

Moderator:
Dan Lester
Clayco

- USACE
- MODOT
- MSD
- MO AM Water
- St. Louis County
- City of St. Louis BPS
- Lambert Int. Airport
- IL AM Water



C. Construction/Primes

Moderator:
Steve Lewis
AGC of Missouri

- Clayco
- Alberici Constructors
- McCarthy Building Cos.
- Tarlton Corporation
- S.M. Wilson
- PARIC



D. Designer/Primes

Moderator:
Laurel Harrington
Horner & Shifrin

- Jacobs
- Burns and McDonnell
- KAI Enterprises
- Lawrence Group
- Cannon
- Civil Design Inc



E. Development

Moderator:
Nicole Adewale
ABNA Engineering

- The Opus Group
- Bayer Crop Science
- SLDC
- Ameren
- Great Rivers Greenway
- Cresa/Pace Prop.
- Green Street

ANNUAL WORKSHOP: CONNECTING OWNERS, PRIMES & MBE/WBE'S WITH PROJECT OPPORTUNITIES

11.18.21

8-10:30 a.m.

AGENDA

- 8:00-8:10 Opening Remarks: Julie Ledbetter // Washington University, SLC3 Diversity Chair
- 8:10-8:20 Keynote Speaker: Heather Fleming // In Purpose Educational Services
- 8:20-9:00 Breakout Session 1 - Institutional (Design Track Only), Construction Primes, Design Primes, Government (Construction Track Only), Development (Design Track Only)
- 9:00 -9:25 General Session: M/WBE Presentations // Marketing (SMPS STL) Jessica Davila (McCarthy)
- 9:25-9:58 Breakout Session 2 - Institutional (Construction Track Only), Construction Primes, Design Primes, Government (Design Track Only), Development (Construction Track)
- 10:00 Closing Remarks: Kelly Jackson // SLC3 Executive Director
- 10-10:30 Open Networking

PDH & LU: This program has been designed to permit you to qualify for 2 Professional Development Hours (PDH) for Professional Engineers under Missouri statutes and 2 Learning Units (LU) through the American Institute of Architects.



A. Institutional

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CertifyNow

BJC HEALTHCARE
Charles Henson
Don Robert

MERCY
Geraldyn Lynch

SSM HEALTH
Pat Guichet

UNIVERSITY OF MO
Daryl Ives
Matthew Prsha

WASHINGTON UNIVERSITY
Julie Ledbetter
Eva Chapin



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CITY OF ST. LOUIS BPS
Felicia Hinton-Ramey

IL AMERICAN WATER
Taiiko Ballard

LAMBERT INT. AIRPORT
Fran Wiggins

MODOT
Tom Evers, PE

MSD
Shonnah Paredes

MO AMERICAN WATER
Rebecca Losli

ST. LOUIS COUNTY
Nate Adams

USACE
Mario Guerrero
Shane Kobiaalka



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ALBERICI CONSTRUCTORS
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Matthew Breeze
Travis Mulder
Todd Waalkes

MCCARTHY BUILDING COS.
Heather Cirre

PARIC
Kurt Gildehaus
Kristen Stickel

S. M. WILSON
Maggie Farrell
Kristyn Newbern (SMPS)

TARLTON CORPORATION
Jason Bretz



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BURNS AND MCDONNELL
Michael Herleth

CANNON DESIGN
Cindy Bambini

CIVIL DESIGN INC.
Lori Daiber (SMPS)

JACOBS
Anselmo Testa
Sharon Jean Baptiste

KAI ENTERPRISES
Mike Kennedy, Jr.

LAWRENCE GROUP
Todd Bundren



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ABNA Engineering

AMEREN
Byron Witherspoon
Sylvania McDaniel

BAYER
Al Detmer
Christine Tinker

CRESA/PACE PROP.
Bill Dyer

GREAT RIVERS GREENWAY
Michelle Bock
Michael Steinlage

GREEN STREET
Eli Knight

THE OPUS GROUP
Mark Winschel

SLDC
Stacey Fowler



SLC3 Connecting Owners, Primes & MBE/WBS's with Project Opportunities-Virtual

11/18/2021

Registration

<u>Name</u>	<u>Organization</u>	<u>Name</u>	<u>Organization</u>
Chris Ackels	Savannah Industrial Solutions	Michelle Chambliss-Cain	Faith Group, LLC *
Nate Adams	St. Louis County (Owner)	Eva Chapin	Washington University (Owner)
Tom Adams	GRP Wegman	Heather Cirre	McCarthy Building Companies
Nicole Adewale	ABNA *	Darren Clay	Clay Piping Systems
Gino Austin	SLDC (Owner)	Kevin Cook	Murphy Company
Lauri Neri Baebler	LNB Studio *	Denny Crain	Remiger Design *
Monica Bailey	McCarthy Building Companies	Roslyn Croft	Tarlton Corporation *
Taiiko Ballard	Illinois American Water (Owner)	Lori Daiber	Civil Design, Inc. *
Cindy Bambini	ACI Boland	Linda Daniel	Linda Daniel Architect LLC *
Jeff Baumgartner	Solutions AEC	Jessica Davila	McCarthy Building Companies
Jan Bay	Trends in Tile	Jim Davis	D&K Welding Services Inc *
Jeff Bertel	Reitz & Jens, Inc.	Joe Davis	Custom Engineering Inc
Michelle Biedermann	CoStar Group	Al Detmer	Bayer (Owner)
Candace Bingham	Saint Louis Zoo (Owner)	Michelle DiStaso	SLDC (Owner)
Tom Blair	MoDOT (Owner)	Alvin Doss	Bolden Construction Services *
Michelle Bock	Great Rivers Greenway (Owner)	Lisa Douglas	Kowelman Engineering, Inc. *
Gerry Bolden	Bolden Construction Services *	Luke Ducey	Geotechnology
Jennifer Boschert	IMEG	Bill Dyer	Cresa/Pace (Owner)
Matt Breeze	Kadean Construction	Jeff Evans	J.F. Electric
Jason Bretz	Tarlton Corporation *	Tom Evers	MoDOT (Owner)
Jeanie Brewster	Certifynow.biz *	Maggie Farrell	S.M. Wilson
Anjanette Brooks	Ameren (Owner)	Steve Faust	icon Mechanical
Amy Brown	CDG Engineering	Brendan Fickert	CoStar/LoopNet
Michele Bugh	Alberici	Paula Finch	Greenfelder, Hemker & Gale
Todd Bundren	Lawrence Group	Heather Fleming	In Purpose Educational Services *
Addie Bunting	Wies Drywall	Stacey Fowler	SLDC (Owner)
Filippe Cade	Professional Env Engineers, Inc. *	Todd Fromm	TSI Global Companies LLC
Abigail Cain	ACME Constructors	Andy Gaus	Gaus Acoustics *
Linda Calvin	Facilitec Corporate Furnishings	Kurt Gildehaus	PARIC
Megan Campos	Facilitec Corporate Furnishings	John Grib	Alberici
Chad Carlson	D&K Welding Services Inc *	Cherie Griffith	NSC

* M/WBE Company



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Mark Groenda	Blackline Design + Construction	Usha Kesavan	MLO Law LLC *
Mario Guerrero	USACE (Owner)	Eli Knight	Green Street (Owner)
Pat Guichet	SSM Health (Owner)	Shane Kobialka	USACE (Owner)
Lus Haberberger	LUZCO *	Bryan Kolb	Zachry Group
Michelle Hamilton	Spellman Brady & Company *	Joe Kolodziej	Code Consultants, Inc. (CCI)
Laurel Harrington	Horner & Shifrin	Carlos Landeau	LUZCO *
Dorrie Harris	D&K Welding Services Inc *	Dennis Lavallee	SLC3 Retired
Marion Hayes	BRK Electrical Contractors, LLC *	Julie Ledbetter	Washington University (Owner)
April Hendricks-Brown	MoDOT (Owner)	Dan Lester	Clayco
Charles Henson	BJC HealthCare (Owner)	Steve Lewis	AGC of Missouri
Michael Herleth	Burns & McDonnell	Rebecca Losli	Missouri American Water (Owner)
Daniell Hill	ACME Constructors	Ronaldo Luna	Luna Consulting, LLC
Jeffrey Hill	Northwestern Mutual	Geralyn Lynch	Mercy (Owner)
Tiffany Hill	Prairie Engineers, P.C.	Nalini Mahadevan	MLO Law LLC *
Felicia Hinton-Ramey	City of St. Louis BPS (Owner)	Sandra Marks	Clayco
Pamela Hobbs	Geotechnology	Troy Marshall	Facilitec Corporate Furnishings
Leah Hofferkamp	HOK	Sylvania McDaniel	Ameren (Owner)
Jack Hosack	Clay Piping Systems	Jane Megown	Elastizell of St. Louis *
Amy Hughes	H2Ltg, LLC *	Mike Megown	Elastizell of St. Louis *
Martel Hulsey	Kwame Building Group *	Todd Miller	Haskell
Daryl Ives	University of Missouri (Owner)	Jeff Mishkin	Korte & Luitjohan Contractors, Inc.
Precious Jackson	Alberici	Mathew Missey	Thompson Civil, LLC
Sharon Jean-Baptiste	Jacobs	Stephanie Muentnich	Volkert, Inc.
Sheila Johnson	B.T.D. Painting & Construction *	Travis Mulder	Kadean Construction
Lee Johnson	B.T.D. Painting & Construction *	Kristyn Newbern	S. M. Wilson
Ryan Johnston	CoStar/LoopNet	Colleen Nigro	Remiger Design *
Kristin Kalous	Alberici	Lawrence Nwachukwu	Basilico Engineering, Inc *
Eric Karch	Reitz & Jens, Inc.	Shonnah Paredes	MSD (Owner)
Mandy Kayser	Utilitra *	Keri Pedroli	ACI Boland
David Kehm	HDA	Ryan Perryman	Utilitra
Mike Kennedy	KAI Enterprises *	Mike Piazza	Victualic

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Anika Porter	Lifespriation *	Sunil Thakkar	TeamLogic IT *
Ralph Powell	McCarthy Building Companies	Michael Thompson	Kwame Building Group *
Matthew Prsha	University of Missouri (Owner)	Lorenzo Thompson	Thompson Civil, LLC
Cardin Rackley	Landmark Interior	Christine Tinker	Bayer (Owner)
Tony Randazzo	Facilitec Corporate Furnishings	Heather Torreta	Prevailing Wage Consulting, LLC
Donna Ratkowski	Wiley Robb & Associates, LLC *	Joel Tully	Trends in Tile
Kelley Rawlings	GRP Wegman	Rich Unverferth	MSD (Owner)
Lisa Reed	Envision Lighting Design, LLC *	Lynn Vaden	Fathers and Families Support Center, St. Louis
Paul Reitz	Reitz & Jens, Inc.	Sal Valadez	LiUNA MKLDC
Liz Rhodus	JEMA	Todd Waalkes	Kadean Construction
Jackie Robb	Wiley Robb & Associates, LLC *	Fred Waldrop	Clay Piping Systems
Don Robert	BJC HealthCare (Owner)	Lorraine Ward	Hastings+Chivetta Architects
Ross Robertson	Brown & Caldwell	David Ward	Ward HVAC Inc.
Linda Roe	Millennia Professional Services	Stanley Webb	Webb Engineering Services *
Jaon Rogers	LUZCO *	George Webb	Webb Engineering Services *
Kelsie Sams	Clay Piping Systems	Todd Welz	Quigg Engineering
Cordell Sawyer	Sledroc Construction LLC *	Sabrina Westfall	J West Electric *
Brandy Scheer	Scheer Resources *	Fran Wiggins	Lambert International Airport (Owner)
Diana Spellman	Spellman Brady & Company	Charles Williams	SLDC (Owner)
Michael Steinlage	Great Rivers Greenway (Owner)	Mark Winschel	The Opus Group (Owner)
Kristen Stickel	PARIC	Byron Witherspoon	Ameren (Owner)
Cheryl Stoddard	T.I.E. Consulting Engineers *	Tegan Wylde	Ben Hur Construction
Missy Stuedle	MoDOT (Owner)	Michelle Yates	Lawrence Group
Kaven Swan	HOK	Kelly Jackson	SLC3 Executive Director
Eugene Taylor	TaylorMade/G Crystal	Rebecca Hutchison	SLC3 Event/Admin Coordinator
Monica Terrazas	Ins *		
Anselmo Testa	Jacobs		

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This program has been designed to permit you to qualify for:

- > 2 Professional Development Hours (PDH) for Professional Engineers under Missouri statutes
- > 2 Learning Units (LU) through the American Institute of Architects.

Name: _____

This certifies that the above has participated in this program and earned 2 credits.



A. Institutional

Moderator:
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CertifyNow

BJC HEALTHCARE
Charles Henson
Don Robert

MERCY
Geraldyn Lynch

SSM HEALTH
Pat Guichet

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Daryl Ives
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CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

Purpose:	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.
Organization Name:	Washington University in St. Louis
Primary Contact for procurement services:	Contact Name: Julie Ledbetter
	Contact Phone: 314-575-1747
	Contact Email: jledbetter@wustl.edu
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> <input type="checkbox"/>	
Secondary Contact for procurement services:	Contact Name: Eva Chapin
	Contact Phone: 314-935-6063
	Contact Email: ceva@wustl.edu
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y <input checked="" type="checkbox"/> <input type="checkbox"/>	
Brief organization profile (General statement about your org.)	Washington University, a large, private university, is dedicated to challenging its faculty and students alike to seek new knowledge and greater understanding of an ever-changing, multicultural world. The University is counted among the world's leaders in teaching and research, and draws students and faculty to St. Louis from all 50 states and more than 125 nations. In addition to its main Danforth campus, the University has a 59-acre Medical Campus; that the School of Medicine and the associated hospitals and institutes of the Washington University Medical Campus.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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>The acquisition of all equipment, goods and services shall be made with the best interests of the university as the goal of the transaction. The university's best interests are served when a transaction results in the lowest overall cost to the university, taking into account the acquisition price, quality, service, availability, functionality, durability and disposal costs.</p> <p>In acquiring equipment goods and services, Washington University shall provide opportunities to a widely diverse group of suppliers. No supplier will be excluded from business opportunities because of issues relating to race, color, gender, sexual orientation, national origin, age, religion, disability or veteran status.</p> <p>Companies looking to do business with the University should register at the following website: https://supplierdiversity.wustl.edu/supplier-registration/ . A representative of the University will follow-up with your firm to complete registration and connect you with bidding opportunities.</p>
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	<ul style="list-style-type: none"> Ambulatory Cancer Center, Clayco is Construction Manager – packages coming out Fall 2021 thru Summer of 2022. Total project estimate \$220m
Please describe your insurance and/or bonding requirements.	If any such work covered by this order is to be done on Buyer's premises, Seller agrees to carry liability and Workmen's Compensation insurance, satisfactory to Buyer. Upon request Seller will furnish written evidence of such insurance



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How has anything changed your procurement process?	We ask that all vendors register on our website: https://supplierdiversity.wustl.edu/supplier-registration/
Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	Yes, virtual is preference at this time.
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> Quality of work, experience on our campuses, price, and inclusion practices.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	Not getting to know the requirements of the project and the individuals involved.
Other important information you would like to share:	Fostering relationships with General Contractors that work on our campuses is important on the front end of projects to facilitate the development of appropriate scopes of work.

PLEASE RETURN FORM TO rhutchison@slccc.net by 11/15/21.



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Organization Name:	
Primary Contact for procurement services:	Contact Name: SEAN EASTER – PD&C DIRECTOR STL REGION
	Contact Phone: 314-989-2514
	Contact Email: Sean.Easter@ssmhealth.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"/>	
Secondary Contact for procurement services:	Contact Name: PAT GUICHET
	Contact Phone: 314-989-3992
	Contact Email: PATRICIA.GUICHET@SSMHEALTH.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"/>	
Brief organization profile <i>(General statement about your org.)</i>	SSM Health is a Catholic, not-for-profit health care system with 11,000 providers, nearly 39,000 employees and 23 hospitals. We are headquarter in St. Louis, with service areas in four states, including Wisconsin, Oklahoma, Illinois, and Missouri.
Please give a brief explanation of your procurement process and disparity goals if applicable. <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>	A vendor/contractor will need to reach out to the contact listed above (SSM Health planning design & construction team) to set up an interview. If interview is successful the vendor/contractor will be sent a qualification package. After the qualification package is reviewed and scored and if the vendor/contractor meets the requirements, they will be added to the SSM Health toolbox.
Please describe any upcoming projects for which firms may be considered <i>(include size, estimated timeline and services needed).</i>	The PD&C team is constantly working on projects within our hospitals as well as our off site medical office buildings and office staff spaces. Majority of projects consist of renovations of existing spaces. The PD&C team in st louis is currently managing \$156 million dollars of projects that are in the planning, design, construction or close-out phase.
Please describe your insurance and/or bonding requirements.	Requirements will be listed in the qualifications package.
How has anything changed your procurement process?	
Do you allow providers to schedule meetings virtually or in person to present their	We allow both – depends on the service or product



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capabilities? And if yes, which do you prefer?	
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> We are always looking for the best vendor/contractor for the project. Price is always a driver as well as working with qualified and experienced vendors/contractors.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	Not following up – lack of communication – overpricing their work
Other Important information you would like to share:	SSM Health is looking to work with exceptional vendors/contractors.

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Organization Name:	Mercy Health
Primary Contact for procurement services:	Contact Name: GERALYN LYNCH
	Contact Phone: 3143643875
	Contact Email: GERALYN.LYNCH@MERCY.NET
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor?	Yes
Secondary Contact for procurement services:	Contact Name: KEVIN STUDER
	Contact Phone: 3148213325
	Contact Email: KEVIN.STUDER@MERCY.NET
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor?	Yes
Brief organization profile <i>(General statement about your org.)</i>	Mercy Health is a faith based Catholic ministry operating in a 4 state region. In the East Community we operate 5 acute care hospitals and 4 specialty hospitals, with 1352 staffed beds. We have over 100 clinic locations, 3 outpatient centers. 21,000+ coworkers, 1000+ physicians, 700+ adv practitioners. 10,000+ births, 60,000 surgeries and 245,000 ED visits. We are primarily in the Missouri geography from Troy to Rolla to Crystal City, with clinic and physician locaitons in Illinois.
Please give a brief explanation of your procurement process and disparity goals if applicable. <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>	Mercy Planning Design & Construction has a Request for Qualifications (RFQ) document for 1) Architect and Engineers; 2) CM/General Contractors; 3) Consultants; and 4) Interior Design firms. We rely on our CM/General Contractors to pre/qualify subcontractors using their standard processes. We currently have Continuing Service Agreements with JS Alberici, McCarthy, Musick, Claracorp, Lawlor and McGrath. Mercy voluntarily sets disparity goals on projects of significant size based on geography, in the East community the Enterprise goals range from 15 – 25%; workforce participation goals are 15%.
Please describe any upcoming projects for which firms may be considered <i>(include size, estimated timeline and services needed).</i>	Our projects are widely varied, from small renovations, finish upgrades to new hospitals and surgery centers, we have a significant quantity of infrastructure projects, including BAS upgrades, chiller, boiler, and generator replacements. And, many medical equipment replacement projects including MRI, CT, X-ray, Interventional C-arm, etc. Construction services needed include demolition, rough and finish carpentry, millwork, MEP, and finishes. MHSTL - Linear Accelerator Replacement, \$3M MHSouth – Orthopedic clinic expansion, \$2M; Hospital Cafeteria Line Improvements, \$640K MHWash – Endoscope Processing Room relocation, \$350k; Cath Lab Expansion, \$3.7M
Please describe your insurance and/or bonding requirements.	Bonding strategy is reviewed on a per project basis in conjunction with the CM/General Contractor.



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How has anything changed your procurement process?	As of September 29, 2021 all Mercy Facilities require a mandatory Covid-19 vaccination, as well as annual Influenza (flu) vaccinations for all vendors.
Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	Mercy continues to operate under a travel and meeting size restriction. Virtual meetings would be the preferred introductory format.
What most impacts your decision to select a company/team to perform work?	Typically, prior healthcare experience is mandatory. Many of our projects are in patient care areas or have direct impact on patients or visitors to our facilities. Additionally, selection criteria include review of project size and compatibility with vendor/contractor. Pricing is also a component of the selection process as Mercy maintains fiscal responsibility for providing affordable care in the region.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	Understanding firm limitations related to project scale, complexity, or past experience. Projects are complicated. A successful project requires the right team and approach.
Other Important information you would like to share:	Mercy utilizes union contractors and workforce throughout the area.

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CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

Purpose:	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.
Organization Name:	BJC HealthCare
Primary Contact for procurement services:	Contact Name: Charles Henson
	Contact Phone: 314-477-2812
	Contact Email: Charles.henson@bjc.org
	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"/>	
Secondary Contact for procurement services:	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 type="checkbox"/> N <input type="checkbox"/>	
Brief organization profile (General statement about your org.)	BJC has 15 Hospital sites in Missouri and southern Illinois. Our department manages most deign and construction related services that takes place on these sites.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	The firms we utilize to do work at our locations have received prior vetting and approval to bid on that activity. Those compnaines makeup our Toolbox list of suppliers and our Capacity Building Warehouse (CBW) of diverse emerging suppliers. For consideration a firm with a background in designing, renovating or building new Medical facilities can apply for acceptance. Either as a seasoned provider into our Toolbox or CBW
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Project types and sizes range in scope
Please describe your insurance and/or bonding requirements.	This varies
How has anything changed your procurement process?	The Pandemic has altered our process somewhat regarding open meetings
Do you allow providers to schedule meetings virtually or in person to	At this time a virtual introduction would be preferred



CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

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present their capabilities? And if yes, which do you prefer?	
What most impacts your decision to select a company/team to perform work?	The most important factors are Union affiliation, qualifications and a history of successful services being offered. For admittance into the CBW a company must be Union affiliated and certified as a MBE or WBE firm also with related experience being requested.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	We have seen challenges occur from lack of certain experience or financing and manpower to complete the work successfully. Fortunately we don't see this happening often but, it does happen.
Other Important information you would like to share:	

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CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

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Organization Name:	Metropolitan St Louis Sewer District
Primary Contact for procurement services:	Contact Name: Betsy Schubert, Purchasing Manager
	Contact Phone: (314) 768-6265
	Contact Email: bschubert@stlmsd.com
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y X N <input checked="" type="checkbox"/>	
Secondary Contact for procurement services:	Contact Name: Amanda Cooper
	Contact Phone: (314) 768-6254
	Contact Email: acooper@stlmsd.com
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y X N <input checked="" type="checkbox"/>	
Brief organization profile (General statement about your org.)	MSD manages approximately 4,700 miles of wastewater sewers and force mains, 3,000 miles of storm water sewers and force mains, and seven wastewater treatment plants to treat an average of 350 million gallons of water every day
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	MSD seeks competitive quotes on purchases over \$10,000 and seeks formal bids on purchases over \$50,000. Bids are posted to the MSD website and can be downloaded for bidding. Each bid contain MWBE goals that are applicable to that procurement. Pertinent information can be found at: https://www.msdpjectclear.org/doing-business
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Small Contractor Program (Sewer Projects under \$50,000)-No Bonding Requirements, Informal bidding process, must be pre-qualified. Bids fall into several categories, which can be found at the following link: https://www.msdpjectclear.org/doing-business to register, please visit www.stlmsdplanroom.com or www.msdpjectclear.org
Please describe your insurance and/or bonding requirements.	Insurance requirements are exclusive to the type of procurement and will be identified in the specifications.
How has pandemic changed your procurement process?	The biggest change has to do with acceptance of bids whereby all bids are submitted electronically.
Do you allow providers to schedule meetings virtually or in person to present their	Due to the pandemic procedures in place, MSD currently conducts only virtual meetings with vendors, contractors, consults, etc.



CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

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capabilities? And if yes, which do you prefer?	
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> Construction projects are competitively bid environments. Design and Professional Services are based on criteria identified in the proposal.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	Going after projects they do not have adequate experience for.
Other Important information you would like to share:	Visit: https://www.msprojectclear.org/doing-business

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Organization Name:	MoDOT
Primary Contact for procurement services:	Contact Name: Tom Evers
	Contact Phone: 314-453-1802
	Contact Email: thomas.evers@modot.mo.gov
	Preferred method of communication: e-mail
Is this person accessible for a phone call from an MBE/WBE/DBE vendor?	<input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Secondary Contact for procurement services:	Contact Name: April Hendricks-Brown
	Contact Phone: 314-453-1872
	Contact Email: April.hendricks-brown@modot.mo.gov
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor?	<input checked="" type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
Brief organization profile (General statement about your org.)	MoDOT's mission is to provide a world-class transportation system that is safe, innovative, reliable and dedicated to a prosperous Missouri.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	All information can be found on MoDOT's website: Doing Business with MoDOT Missouri Department of Transportation
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Upcoming projects can be found on MoDOT's website. St. Louis Design 6 month outlook as well as all current statewide design solicitations can be found here: MoDOT Solicitations (RFQ) Missouri Department of Transportation Construction Projects can be found here: Bid Opening Info Missouri Department of Transportation (modot.org)
Please describe your insurance and/or bonding requirements.	All information can be found on MoDOT's website: Becoming a Prime Contractor With MoDOT Missouri Department of Transportation
How has anything changed your procurement process?	No changes to my knowledge.



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Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	MoDOT is open to meetings either virtually or in-person. Depending on the group size, space of room, and comfort of all, both methods are welcome and highly effective to build understanding and business relationships.
What most impacts your decision to select a company/team to perform work?	For professional services, MoDOT uses a prescribed method that includes general experience, qualifications of personnel, project understanding and innovation, past performance, familiarity and capability of firm, and accessibility. For construction services, MoDOT selects based upon low-bid.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	The biggest mistake would be not having a good understanding of the project details, scope, and risks.
Other Important information you would like to share:	

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Organization Name:	Missouri American Water Company
Primary Contact for procurement services:	Contact Name: Rebecca Losli
	Contact Phone: 314-996-2351
	Contact Email: Rebecca.losli@amwater.com
	Preferred method of communication: e-mail
Is this person accessible for a phone call from an MBE/WBE/DBE vendor?	YES
Secondary Contact for procurement services:	Contact Name: Jackie Thomas
	Contact Phone: 314-996-2234
	Contact Email: jacqueline.thomas@amwater.com
	Preferred method of communication: e-mail
Is this person accessible for a phone call from an MBE/WBE/DBE vendor?	YES
Brief organization profile (General statement about your org.)	Here in Missouri , Missouri American Water has provided service for more than 140 years . We are the largest investor-owner water and wastewater utility in the state. Nearly 700 employees serve more than 1.5 million people across the state. We have more than 6,800 miles of main and more than 44,000 hydrants across 138 municipalities ; plus more than 240 miles of wastewater main . We supply approximately 75 billion gallons of water annually . We have been investing approximately \$200M per year in Missouri infrastructure , with approximately \$120 million in replacement and necessary upgrades to aging infrastructure in St. Louis County where we have the majority of our customers, including 4,500 miles of main and 32,000 fire hydrants . Main replacement is approximately \$58 million of that \$120M total for St. Louis County, with plans to replace about 42 miles of main this year .
Please give a brief explanation of your procurement process and disparity goals if applicable. (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>American Water is not required to post a list of projects that are being solicited for bid. All projects are by invitation only. You can contact a member of Supply Chain, Engineering or Construction to request to be become a qualified contractor for American Water. If qualified, your company would be added to the bidders list for projects the Project Manager feels fits your qualifications.</i>
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Lead and Copper Program has created a need for additional contractor capacity on water service line inspection and replacement. We are also looking for additional firms to perform construction inspection on water line replacement construction.



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<p>Please describe your insurance and/or bonding requirements.</p>	<p><i>If you are a new contractor for American Water, we might require projects to be bonded for the first year. Our insurance requirements for High Risk-Major Construction we require \$1M G/L, \$1M Auto, \$1M WC and \$9M umbrella. For Medium Risk-Construction we require \$1M G/L, \$1M Auto, \$1M WC and \$4M Umbrella. We also require registration and a passing grade in ISNetwork for our safety components.</i></p>
<p>How has anything changed your procurement process?</p>	<p><i>No, we prequalify all our contractors prior to requiring them to register and pay the fees in ISN. Once they have a passing grade, they are allowed to participate in RFP's and sourcing events.</i></p>
<p>Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?</p>	<p><i>We prefer that everything is provided via email. We do our due diligence and review within our company. If we have any questions, we will reach back out for additional information or clarification. If we believe an in person or virtual meeting is warranted, we would then schedule.</i></p>
<p>What most impacts your decision to select a company/team to perform work?</p>	<p><i>(i.e. qualifications, price, experience, track record, M/WBE utilization) We look at the suppliers overall package submitted – it starts with qualification, experience and track record. Then we look at price and diversity. We have diversity goals for our state and by project.</i></p>
<p>What is the biggest mistake design teams or contractors make in the process of being selected for a project?</p>	<p><i>Contractors and design teams should not over commit. Due to funding commitments and project deadlines, our projects have to meet the in-service dates. Also don't overstate your diversity commitments just to make your bids look more attractive.</i></p>
<p>Other Important information you would like to share:</p>	

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CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

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Organization Name:	Illinois American Water
Primary Contact for procurement services:	Contact Name: Taiiko Ballard
	Contact Phone: 618-401-2275
	Contact Email: Taiiko.ballard@amwater.com
	Preferred method of communication: Email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? x	Y <input type="checkbox"/> N <input type="checkbox"/>
Secondary Contact for procurement services:	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 type="checkbox"/> N <input type="checkbox"/>
Brief organization profile (General statement about your org.)	Illinois American Water, a subsidiary of American Water (NYSE: AWK), is the largest investor-owned water utility in the state, providing high-quality and reliable water and/or wastewater services to approximately 1.3 million people.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	Know and understand the product and service offerings of American Water. Take a realistic look at your company's product and service offerings and determine whether you are most competitive at the local, regional, or national level. https://www.amwater.com/corp/resources/PDF/partners-suppliers/What-We-Buy.pdf All diverse suppliers need to self-register their companies and keep their diverse supplier certification up-to-date on our Supplier Diversity Portal at: https://amwater.quantumsds.com/ Registration in the Supplier Registration & Supplier Diversity Reporting Portal does not mean that your company is an approved supplier. When there is a need, our sourcing professionals utilize our Supplier Portal to identify new vendors. As you create your company profile on the Supplier Portal, note that a detailed and current profile on the database will allow our sourcing professionals to find you easily.
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Illinois American Water has several upcoming projects that will include a variety of services needed. Firms interested in consideration should register in our Supplier Portal mentioned above for identification by our sourcing professionals.
Please describe your insurance and/or bonding requirements.	<i>Our insurance and bonding requirements are contingent upon terms of contracts, services performed and several other factors that would be used to fulfill the necessary requirements as needed per project.</i>



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How has anything changed your procurement process?	<i>Illinois American Water's procurement process continues to change and improve to be more inclusive of M/WBE utilization.</i>
Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	<i>If we determine there is a need, we will on occasion schedule one on one virtual meetings with potential providers to present their capabilities.</i>
What most impacts your decision to select a company/team to perform work?	<i>What most impacts decisions to select a company/team are the competitiveness of bids, qualifications, ability to abide by terms of contracts just to name a few.</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>One of biggest mistakes design team or contractors make in being selected is bidding on contracts they are not qualified to do.</i>
Other Important information you would like to share:	<i>Illinois American Water's Supplier Diversity Program is dedicated to ensuring more M/WBE firms are included in sourcing opportunities throughout the State.</i>

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St. Louis Council of Construction Consumers
Connecting Owners, Primes & M/W/DBEs with
Project Opportunities SL3C Workshop
Breakout Questions

GOVERNMENT- BPS DESIGN

Organization Name: President's Office, Board of Public Service

Contact Name: Jarek Czernikiewicz, P.E., Chief Engineer

Contact Phone: 314-589-6615

Contact Email: czernikieqiczj@stlouis-mo.gov

Preferred Method of Communication: Email

Is this person accessible for a phone call from an MBE/WBE vendor?: Yes

Secondary Contact for Procurement Services: Felicia Hinton-Ramey, Diversity & Compliance Manager

Contact Phone: 314-641-8204

Contact Email: hinton-rameyf@stlouis-mo.gov

Preferred Method of Communication: Telephone

Is this person accessible for a phone call from an MBE/WBE/DBE Vendor? Yes

Brief Organization Profile: The President's Office of BPS is responsible for maintaining the city's infrastructure, and management of design and construction services. Divisions also included under the President's supervision are Equipment Services, Facilities Management and Soldiers Memorial.

**BPS DESIGN PROCUREMENT INFORMATION,
PAGE 2 OF 3**

Steps to Doing Business with BPS Design: “How do I obtain consideration?”

The President’s Office awards consultant agreements based on a Qualifications Based Selection (QBC) Process. Firms must do the following:

1. First, submit Form SF 330 to BPS, for review and file. (Update it whenever your firm experiences a material change, i.e. develop a new skill, hire new people having additional qualifications, etc.)
2. Look for BPS’s advertisements for Statements of Qualifications in the following media:
 - BPS Website: stl-bps.org
 - St. Louis Post Dispatch
 - St. Louis American
 - City Journal (Subscription Required/\$30.00/year; printed weekly)
3. If not pursuing the prime role, seek to join the teams of multiple primes intending to submit SOQs for the job. MBE/WBE/DBE participation is required and encouraged.
4. If your team is short-listed, prepare to present your qualifications at the appointed time notified.

Upcoming Projects (Current in the “Planning Phase”):

- Jefferson Ave. Improvements, Market to Natural Bridge
(SOQs Winter 2022, Construction Estimate, \$24M)
- Goodfellow Signal Interconnect, Delmar to Halls Ferry Circle
(SOQs Winter 2022; Construction Estimate \$3M)
- 20th Street Multimodal Improvements, Market to St. Louis, Ave.
(SOQs Winter 2021; Construction Estimate, \$11M)

**BPS DESIGN PROCUREMENT INFORMATION,
PAGE 3 OF 3**

- Tower Grove Connector; Tower Grove Ave., Magnolia to Vandeventer and Vandeventer, Tower Gove Ave. to Sarah
(SOQs, Winter 2021; Construction Estimate, \$8.2M)

- Hamilton Bridge Reconstruction Over Metrolink, Nina to DeGiverville (SOQs, Spring 2022; Construction Estimate, \$2M)
- Southwest and Columbia Bridge Reconstuction (SOQs Winter 2023; Estimated Construction, \$8M)
- Compton Bridge Reconstruction, Chouteau to Spruce (SOQs Winter 2023; Construction Estimate, \$20M)

Please describe your insurance or bonding requirements: All professional service providers must obtain a minimum of \$1M coverage in each of the following categories, General Liability; Professional Liability; Auto Liability; and Workman’s Compensation.

How has anything changed your procurement process? Our procurement process is established by the City charter, and therefore, remains constant.

Do you allow providers to schedule meetings virtually or in person to present their capabilities, and if yes, which do you prefer? Yes, we do, and via Zoom is preferred.

Submitted 11/12/21
By Felicia Hinton-Ramey
Diversity & Compliance Manager



St. Louis Council of Construction Consumers
Connecting Owners, Primes & M/W/DBEs with
Project Opportunities SL3C Workshop
Breakout Questions

GOVERNMENT- BPS CONSTRUCTION

Organization Name: President's Office, Board of Public Service

Contact Name: Matthew Poirot, P.E., Chief Construction Engineer

Contact Phone: 314-589-6608

Contact Email: poirotm@stlouis-mo.gov

Preferred Method of Communication: Telephone

Is this person accessible for a phone call from an MBE/WBE vendor?: Yes

Secondary Contact for Procurement Services: Felicia Hinton-Ramey, Diversity & Compliance Manager

Contact Phone: 314-641-8204

Contact Email: hinton-rameyf@stlouis-mo.gov

Preferred Method of Communication: Telephone

Is this person accessible for a phone call from an MBE/WBE/DBE Vendor?: Yes

Brief Organization Profile: The President's Office of BPS is responsible for maintaining the city's infrastructure, via the management of design and construction services. Divisions also included under its supervision are Equipment Services, Facilities Management and Soldiers Memorial.

Steps to Doing Business with BPS Construction: "How do I bid jobs"

The President's Office of BPS awards City contracts to the lowest, responsible bidder

BPS CONSTRUCTION PROCUREMENT INFORMATION

PAGE 2 OF 3

1. First, look for our bid notices in the following media. (We generally advertise our bids five weeks prior to the bid due date):
 - BPS Website: stl-bps.org
 - St. Louis Post Dispatch
 - St. Louis American
 - City Journal (Subscription Required/\$30.00/year; printed weekly and obtained from the Register's Office, Room 118 City Hall)
2. Obtain a copy of the project plans and specifications. The bid notice will provide directions for obtaining copies of plans and specifications which typically included the following:
 - Online Plan Room / INDOX Services – Potential bidders can download the plans at no cost, or purchase them for a noted price.
3. Read the bid instructions CAREFULLY, and follow them to the letter. Submit your legible bid in the envelope provided along with your bid deposit (5% of the bid, cashier's check or bond). Cashier's checks are returned to unsuccessful bidders.
4. Bid day, bids are read live at the BPS Board meetings held each Tuesday at 1:45 p.m., Room 208 City Hall. All bidders are welcome to attend.

Upcoming Projects (2022 – 2024):

- Forest Park Waterways - Spr./Summer 2022 Bid; Construction Estimate, \$8.3M
- Jefferson-Parnell Corridor – Winter 2022; (Estimate Undetermined)
- Tucker Blvd. Cycle Track – 2023; \$1.1M
- Hamilton Bridge Over Metrolink Replacement - 2022; \$2.5M

BPS CONSTRUCTION PROCUREMENT INFORMATION, PAGE 3 OF 3

- Compton Bridge Reconstruction - 2023; \$20M
- Southwest & Columbia Bridges – 2024; \$10M
- I-64 City Streets – 2022; \$17M
- Sulpher Bridge Redecking & Bearing Replacements - 2022; \$250K
- Lindell/Union Bridge Replacement – 2024; (Estimate Undetermined)

How has anything changed your procurement process? Our procurement process is established by the City charter, and therefore, remains constant. However, we now allow online bidding.

Do you allow providers to schedule meeting virtually or in person to present their capabilities, and if yes, which do you prefer? Yes. Both methods are acceptable.

Submitted 11/12/21
By Felicia Hinton-Ramey
Diversity & Compliance Manager

CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

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2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

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Organization Name:	St. Louis Development Corporation	
Primary Contact for MBE/WBE services:	Contact Name: Stacey Fowler	
	Contact Phone: 314-657-3707	
	Contact Email: fowlers@stlouis-mo.gov	
	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"/> N <input type="checkbox"/>		
Secondary Contact for MBE/WBE services:	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 type="checkbox"/> N <input checked="" type="checkbox"/>		
Brief organization profile <i>(General statement about your org.)</i>	St. Louis Development Corporation's mission is to foster economic development and growth in the City of St. Louis, MO, by stimulating the market for private investment in City real estate, business development and improving the quality of life for everyone who lives, works, and visits the city. We are the economic development arm of the City of St. Louis, with employees serving as staff support for the City's economic development authorities.	
Please give a brief explanation of your procurement process and disparity goals if applicable. <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>	The City of St. Louis Enterprise Goals 21% for African American 2% for Hispanic .5% for Asian American .5% for Native American 11% for Women	Workforce Goals 25% for Minority 20% for Apprenticeship 23% for City Resident 7% for Women
Please describe any upcoming projects for which firms may be considered <i>(include size, estimated timeline and services needed).</i>	The upcoming project we are responsible for monitoring are in SLDc's plan room for 30 days prior to the project starting. Link to the plan room: https://www.sldcplanroom.com	
Please describe your insurance and/or bonding requirements.	N/A	
How has anything changed your procurement process?	N/A	



CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

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St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	<i>Meetings are virtual unless in person is required</i>
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization) N/A</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>N/A</i>
Other Important information you would like to share:	

PLEASE RETURN FORM TO rhutchison@slccc.net by 11/15/21.



CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

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Organization Name:	Pace Properties/Cresa
Primary Contact for procurement services:	Contact Name: Bill Dyer
	Contact Phone: (561)800-9670
	Contact Email: bdyer@paceproperties.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"/>	
Secondary Contact for procurement services:	Contact Name: Chris Slagle
	Contact Phone: (314)540-3801
	Contact Email: cslagle@cresa.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"/>	
Brief organization profile (General statement about your org.)	Commercial Real Estate Developer and Owners Representative
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	Companies are interviewed and if qualified, will be added to or bidders list.
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Office interior buildouts, public projects, and site development.
Please describe your insurance and/or bonding requirements.	<i>Project specific and varies.</i>
How has anything changed your procurement process?	<i>No</i>
Do you allow providers to schedule meetings virtually or in person to present their	<i>Yes. In person</i>



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capabilities? And if yes, which do you prefer?	
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> <i>All the above</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>Lack of preparation for the interview process.</i>
Other Important information you would like to share:	

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Organization Name:	OPUS Design Build
Primary Contact for procurement services:	Contact Name: Lisa Bryan
	Contact Phone: 816-480-4306
	Contact Email: Lisa.Bryan@opus-group.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y	
Secondary Contact for procurement services:	Contact Name: Justin Martin
	Contact Phone: 314-930-2016
	Contact Email: Justin.Martin@opus-group.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y	
Brief organization profile (General statement about your org.)	Commercial real estate development, design & construction. In house architecture & structural engineering, construction management. Eight (8) offices nationwide including STL, KC, Indianapolis & Des Moines in Midwest.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	Prequalification information found on our website @ www.opus-group.com
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	Olivette Apartments - \$40 MM market rate apts at 170 & Olive Spruce Apartments - \$28 MM market rate apts at 11 th & Spruce Crescent Plumbing - \$8 MM warehouse & office/showroom in U-City
Please describe your insurance and/or bonding requirements.	<i>Varies per project, but generally no bonds required. Insurance is specific to each project.</i>
How has anything changed your procurement process?	No
Do you allow providers to schedule meetings virtually or in person to	Yes – either is fine.



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present their capabilities? And if yes, which do you prefer?	
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> <i>Project expertise and performance on past projects</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>Failing to realize relationships matter. And building and maintaining them takes years, not days.</i>
Other Important information you would like to share:	

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Organization Name:	Great Rivers Greenway
Primary Contact for procurement services:	Contact Name: Lonny Boring
	Contact Phone: 314-932-4906
	Contact Email: lboring@grgstl.org
	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"/>	
Secondary Contact for procurement services:	Contact Name: Angelica Gutierrez
	Contact Phone: 314-932-4907
	Contact Email: agutierrezl@grgstl.org
	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"/>	
Brief organization profile (General statement about your org.)	Public agency working collaboratively with partners and communities to plan, design and construct greenways and parks.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	Professional services: GRG maintains a vendors list of qualified firms (resulting from an RFQ process every 2 - 3 years) in Planning, Engineering, Landscape Architecture, Architecture, Engineering, Surveying and Grant Writing. Consultants must be included on this list, but sub-contractors are not required to be. For a specific project, several firms may be selected from the vendors list and are invited to interview to discuss their team and approach. Several factors (including minority status of the primary and or subcontractors) are considered in selecting a team. Construction: GRG's legislation requires competitive bids for all construction and maintenance projects and uses a lowest and best award procedure under Missouri Statute. GRG solicits bids using an online bid platform called BidExpress (www.bidexpress.com). Electronic bids are preferred but paper submissions are also accepted. See current postings and subscribe to receive information about all RFPs, RFQs and jobs at www.greatriversgreenway.org/jobs-bids/.
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	See current postings and subscribe to receive information about all RFPs, RFQs and jobs at www.greatriversgreenway.org/jobs-bids/ Greenways with upcoming opportunities include: Centennial, Maline, Mississippi, Brickline, Hodiadmont, St. Vincent, Deer Creek, Dardenne and Busch.
Please describe your insurance and/or bonding requirements.	<i>Professional Services: Professional Liability \$2M, Commercial General Liability \$3M, Auto Liability \$3M. Construction: 5% Bid Security and Performance and Payment Bond.</i>



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How has anything changed your procurement process?	<i>Our process remains the same with the addition of virtual interviews allowed. Bid Openings are back to in person, but we require masks and temperature checks if you wish to attend in person.</i>
Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	<i>We are doing some of both, depending on preferences of project managers and service providers.</i>
What most impacts your decision to select a company/team to perform work?	<i>Professional Services: Qualifications of firm and individuals, experience, approach to project, MWBE utilization (all of the above). Construction Bids: Lowest and Best (including MWBE) Goals are 25% MBE/5% WBE at this time.</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>Assuming status quo – that there is no need for change because “that’s how it is always done”. Recognizing how important community engagement and minority participation is.</i>
Other Important information you would like to share:	<i>We are working to refine our minority contracting goals.</i>

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Great Rivers Greenway



Great Rivers Greenway is a public agency, created by a vote of the people in St. Louis City, St. Louis County and St. Charles County in the year 2000 to create a sales tax dedicated to parks and greenways. Those funds allow us to collaborate with partners and communities to build, care for and bring to life your network of greenways, creating healthy habitats and watersheds along the way. It's an honor to deliver on the community's vision for a vibrant, connected region.

GREAT RIVERS GREENWAY DESIGN GUIDELINES

To improve long term sustainability, reduce maintenance needs, improve facility quality, and enhance the overall experience of greenway users, Great Rivers Greenway has developed a set of Design Guidelines. These guidelines are meant to improve the design process of facilities, and set expectations for designers, builders and partner organizations. To learn more, and to view a list of onboarding resources, go to: <https://greatriversgreenway.org/design-guidelines/>

PROCUREMENT OF PROFESSIONAL SERVICES

Great Rivers Greenway maintains a Vendor List for professional services on greenway projects. This list is approved by the Board of Directors every two years for the following categories: Landscape Architecture, Architecture, Engineering, Surveying, and Planning. GRG will issue its next request for qualifications for the Vendor List in Fall 2022.

Subcontractors do not have to be included in the vendor list to work on Great Rivers Greenway projects.

WORKING WITH GREAT RIVERS GREENWAY

Great Rivers Greenway regularly posts opportunities to work with them as vendors, consultants or employees. These are, as required by law, typically in the form of Requests for Qualifications, Requests for Proposals and bids from the professional community. In an effort to promote greater efficiency and standardization, Great Rivers Greenway uses Bid Express for secure internet bidding for greenway construction projects.

View the current list of opportunities, and subscribe to receive information about all future RFP, RFQ and bid requests at: <https://greatriversgreenway.org/jobs-bids/>

STAY CONNECTED WITH GREAT RIVERS GREENWAY

Great Rivers Greenway offers many great ways to stay up to date with all of our projects around the region. You can subscribe to our monthly e-newsletter, or sign up for updates regarding specific greenway segments, at: <https://greatriversgreenway.org/subscribe/>

Look for us on:



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Organization Name:	Bayer
Primary Contact for procurement services:	Contact Name: Christine Tinker
	Contact Phone:
	Contact Email: christine.tinker@bayer.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"/>	
Secondary Contact for procurement services:	Contact Name: Alan Detmer
	Contact Phone: 314-624-5261
	Contact Email: alan.detmer@bayer.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"/>	
Brief organization profile <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.
Please give a brief explanation of your procurement process and disparity goals if applicable. <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.
Please describe any upcoming projects for which firms may be considered <i>(include size, estimated timeline and services needed).</i>	Office renovations, lab upgrades, 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.
Please describe your insurance and/or bonding requirements.	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.
How has anything changed your procurement process?	Pre-bid and Pre-Award meetings are virtual when practical.



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What most impacts your decision to select a company/team to perform work?	A provider's qualifications are important and a requirement to be included in the bidders list for most projects. Cost effective is another important factor. Many construction projects are based on price (i.e. low bid).
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	In short, over committing. Committing to project schedule that the provider cannot meet. In some cases, the provider does not have adequate, qualified resources available to complete the project on time.
Other Important information you would like to share:	To begin a qualification process for your firm, please send email to christine.tinker@bayer.com , 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.

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Organization Name:	
Primary Contact for procurement services:	Contact Name: Sylvania McDaniel
	Contact Phone: 314-554-4426 office or 314-223-9386 business cell
	Contact Email: smcdaniel@ameren.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"/>	
Secondary Contact for procurement services:	Contact Name: Veronica Walton
	Contact Phone: 314-554-2709
	Contact Email: vwalton@ameren.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"/>	
Brief organization profile <i>(General statement about your org.)</i>	Based in St. Louis, Ameren Corporation employing more than 8,500 personnel, powers the quality of life for 2.4 million electric customers and more than 900,000 natural gas customers in Illinois and Missouri. We believe the path to a secure energy future begins with the work we do today.
Please give a brief explanation of your procurement process and disparity goals if applicable. <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>Key Themes: Lowest Total Cost of Ownership; Strategic, Process based; Team driven and Institutionalized knowledge.</p> <p>If you are a Minority, Woman, LGBT, Veteran, and/or Service Disabled Veteran-owned and operated business and are interested in providing goods and services to Ameren, please complete Ameren's SD Registration form.</p> <p>Go to Ameren's website: www.ameren.com</p> <p>Click on the Communities Tab</p> <p>Click on the Corporate Diversity Tab</p> <p>Click on the Supplier Diversity Tab</p> <p>Complete the registration form</p>
Please describe any upcoming projects for which firms may be considered <i>(include size, estimated timeline and services needed).</i>	<ul style="list-style-type: none"> * 2021-2022 Ameren HQ Renovations - various subcontracting projects * 2022 Ameren Missouri Generation Gypsum Landfill Project- subcontractor opportunities * 2021-2023 Smart Energy Plan - projects include distribution automation devices, UG cable, new or upgraded substations, smart meters installed, etc. * 2022 Ameren Transmission Operations Control Center Project – subcontractor opportunities



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Please describe your insurance and/or bonding requirements.	Typical limits are as follows: \$1M general; \$1M workman's compensation; \$2M excess umbrella; \$1m auto liability; \$1m professional liability (e.g. engineer, etc.) to be determined by project.
How has anything changed your procurement process?	N/A
Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	<i>As a rule Ameren actively seeks out diverse suppliers that can bring value to our Supply Chain. We socialize them across the Enterprise (at this time) through virtual vendor introductory capability presentations.</i>
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)</i> <i>Ameren's selection process is driven by safety, quality, experience, value-add, innovation, commitment to supplier diversity and cost factors. Capital project awards go through a scorecard sourcing process that measures quantitative and qualitative performance experience.</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>Failure to provide a solid comprehensive work plan that defines the execution of work or services outlined in the RFP.</i>
Other Important information you would like to share:	<i>For Ameren Safety is Priority One1.</i>

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Organization Name:	KAI ENTERPRISES
Primary Contact for selection:	Contact Name: Michael Kennedy Jr
	Contact Phone: 314-241-8188
	Contact Email: mbkennedy@kai-db.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 checked="" type="checkbox"/>	
Secondary Contact for selection:	Contact Name: Brad Simmons
	Contact Phone: 314-241-8188
	Contact Email: bsimmons@kai-db.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 checked="" type="checkbox"/>	
Brief organization profile (size, services, etc.):	150 Employees in STL, DAL, and ATL We provide turnkey design build service to Commercial, Institutional, and Government Clients Architecture, MEP FP Engineering, Construction Services
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	We always work with MBE firms and make sure we find firms we can work with on a constant basis. We will choose partners in each region we do business in and pursue work together and make sure the scopes match the services and the talent available in that organization so we can all be mutually successful and grow together. We aren't trying to meet a goal we are trying to transform communities and build partnerships.
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	St Louis Community College Various Work, K-12 Schools, Aviation Projects, Target Stores. We have many ongoing pursuits and if we don't know your firm we suggest coming in and presenting to our leadership to be included in ongoing RFP pursuits.
What is your preferred method for making initial introductions to being a partner to you for a project?	Send PDF of Marketing Materials then we will request an presentation. Then discuss where there may be a great fit on upcoming projects.
What are typical services you seek as a subconsultant/contractor?	Civil, Survey, Landscaping, Architecture Support, MEP Support, Art instillation, Structural
What are your typical project types/scale and location(s)?	5 million to 100 Million National Projects

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Organization Name:	Lawrence Group
Primary Contact for selection:	Contact Name: Michelle Yates
	Contact Phone: 314-242-1326
	Contact Email: michelle.yates@thelawrencegroup.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y X N <input checked="" type="checkbox"/>	
Secondary Contact for selection:	Contact Name: Todd Bundren
	Contact Phone: 314-242-1329
	Contact Email: todd.bundren@thelawrencegroup.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Y X N <input checked="" type="checkbox"/>	
Brief organization profile <i>(size, services, etc.):</i>	Lawrence Group is an integrated design, development and construction firm using the power of people with great ideas to bring clients' dreams to life. Founded in 1983, the firm offers architecture, interior design, construction, real estate development, master planning, landscape architecture, furniture procurement and graphic design services. Our mission – to help our clients realize their dreams – has remained consistent since our founding and remains the focus of everything we do. Actively seeking to understand our clients' dreams, values, and goals, and then working aggressively to achieve them is the foundation of our firm.
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	Our selection is based on past experience, qualifications and client/project needs. Lawrence Group partners with M/W/DBE firms to meet or exceed diversity goals.
Please describe any upcoming projects for which subconsultants/contractors may be considered <i>(include size, estimated timeline and services needed).</i>	For construction, ongoing work includes tenant improvement projects and tier subcontractor participation on phase two development at City Foundry St. Louis. For design, upcoming opportunities might include renovation of healthcare and corporate workplace and mixed-use/residential/commercial historic redevelopment.
What is your preferred method for making initial introductions to being a partner to you for a project?	No preference; introductions come in many forms and growing relationships is one of Lawrence Group's five core values.
What are typical services you seek as a subconsultant/contractor?	For design, typical services might include: Architecture, civil, structural, MEP engineering or specialty services such as lighting design.
What are your typical project types/scale and location(s)?	Our projects range from very small in size to over \$200 million. Headquartered in St. Louis, we also have offices in Austin and New York and work nationally.

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Organization Name:	Jacobs
Primary Contact for selection:	Contact Name: Jason Pierce
	Contact Phone: 314.322.8602
	Contact Email: jason.pierce@jacobs.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"/>	
Secondary Contact for selection:	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 type="checkbox"/> N <input type="checkbox"/>	
Brief organization profile (size, services, etc.):	<p>Jacobs is a 55,000 person global consulting firm that brings innovative thoughts and solutions to our clients from an inclusive and diverse talent base. We practice in an environment where diverse team members both internally and externally, feel they belong, and where together we strive for the betterment of the world.</p> <p>In St. Louis alone with our staff of hundreds of design professionals we provide a full spectrum of professional services including consulting, technical, scientific and project delivery for thriving cities, resilient environments, mission-critical outcomes, operational advancement, scientific discovery and cutting-edge manufacturing.</p>
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	We are a diverse organization and like to mirror that in partnerships with firms whether diversity goals are established by our clients or not. Our track record proves we go beyond in exceeding diversity goals.
What is your preferred method for making initial introductions to being a partner to you for a project?	Please direct emails to Jason Pierce at jason.pierce@jacobs.com to schedule a meeting. The objective is to provide meaningful engagement opportunities for partnerships. This means not only learning about a team member's qualifications, but also their growth goals. Including how Jacobs could help them, potentially through a mentor protégé relationship.
What are typical services you seek as a subconsultant/contractor?	We are involved in many different infrastructure and building projects, as such we have various needs for partner firms. Once we conclude our initial conversations with your firm, we can begin to discuss which services we seek from you.
What are your typical project types/scale and location(s)?	Typical is not a word you often find associated with Jacobs. We challenge normal and are able to pivot from governmental to private industries across all market sectors.

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301 Sovereign Court | Suite 101 | Ballwin, MO 63011 | 636.394.6200

CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

Purpose:	This information is being collected from Designers/Contractors that participate in the Diversity 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 Designers/Contractors 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, please provide it in addition to this form.
Organization Name:	
Primary Contact for selection:	Contact Name: Cindy Bambini
	Contact Phone: 314.606.5328
	Contact Email: cbambini@cannondesign.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"/> YES	
Secondary Contact for selection:	Contact Name: Jacque Mullholland
	Contact Phone: 314.425.8764
	Contact Email: jmullholland@cannondesign.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"/>	
Brief organization profile (size, services, etc.):	Global Design Solutions firm – 18 offices, 1100 employees. Local office 110 employees – focused on S&T, Commercial, Interiors, Health and Higher Education
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	Our proces, via our Inclusvie Partner Program, is informal and conversational – we reach out to partner firms and meet to discuss partnering. We meet goals stated for projects always and try to exceed them. Our goal is to have a diverse team on all projects whether there is a goal or not because we know diverse teams design better solutions. We build our teams to meet or exceed the goals defined for the project. https://www.cannondesign.com/inclusivepartnerprogram/ All firms must meet certain insurance requirments and be certified as a M/W/DBE in the state where project is located. Many local firms are already precertified with us, we welcome new one firms.
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	In 2022 we will be looking for partners for projects in all markets, both new construction or rennovation. Most located in the Midwest (including MO, KY, TN, OH, IL, IN, NE, IA, WI, MN) – I can't be specific at this point as are in a constant state of responding to bids and building teams. Best to just get connected and get to know us so we can reach out as needed.
What is your preferred method for making initial introductions to being a partner to you for a project?	An email intro and then a meeting – virtual or in-person.
What are typical services you seek as a subconsultant/contractor?	Landscape, engineering, low voltage, AV, lighting, architecture, interiors, acoustics,
What are your typical project types/scale and location(s)?	Higher Education (S&T, Research, Applied Health, Medical, Nursing, Academic Health campuses, sports, campus rec, dorms, libraries etc.), Commercial office, Commercial Science and Technology, Historic Rennovation, Health- patient towers, multispecialty and cancer centers,

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Organization Name:	Burns &McDonnell Engineers, Inc.
Primary Contact for selection:	Contact Name: Mike Herleth
	Contact Phone: 816.627.6172
	Contact Email: mherleth@burnsmcd.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes	
Secondary Contact for selection:	Contact Name: Mike Wild
	Contact Phone: 314.681.1506
	Contact Email: mwild@burnsmcd.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes	
Brief organization profile (size, services, etc.):	Burns & McDonnell's St. Louis Office has approximately 200 employees and provides design services for a wide variety of engineering projects. Our headquarters is in Kansas City which supports St. Louis with added staffing for projects as required. Primary public sector clients including MoDOT, MSD, and the City of St. Louis and Lambert Airport.
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	Focus on finding team partners who can provide the right mix of services needed to suit the owners need for a project regardless of diversity status. As project teams begin to develop, we will review diversity and assess ability to meet project goals.
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	We envision growing opportunities within all public sector activities with a focus on transportation. Specific projects include MoDOT I-170 bridge repairs, MoDOT Chester Bridge replacement as primary projects of interest. Design subconsultants will be needed for a wide variety of activities.
What is your preferred method for making initial introductions to being a partner to you for a project?	Email or phone initially. If the contact is from a firm we have not worked with in the past, in-person follow up is preferable.
What are typical services you seek as a subconsultant/contractor?	Any design or construction management related activities.
What are your typical project types/scale and location(s)?	Typical projects within the St. Louis region are primarily bridge design work and average around \$6 million in construction cost.

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Organization Name:	Kadean Construction Company
Primary Contact for selection:	Contact Name: Todd Waalkes
	Contact Phone: 636.305.0099
	Contact Email: twalkes@kadean.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"/>	
Secondary Contact for selection:	Contact Name: Travis Mulder
	Contact Phone: 636.305.0099
	Contact Email: tmulder@kadean.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"/>	
Brief organization profile <i>(size, services, etc.):</i>	Kadean is a national contractor that focusses on Design-Build and CM At Risk projects with clients who appreciate the value that we add to the process. Healthcare and Industrial projects account for the majority of our \$180m annual revenue while also doing work in the multi-family and office markets.
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	We evaluate the needs of each project individually and match project types to the skill sets of subcontractors and consultants. When we are unsure of a subcontractor's capabilities, we reach out to have a conversation followed by an in-person meeting if appropriate. Our preferred method for meeting diversity goals is to engage a strategic partner to participate and help manage project risk. When partnering is not possible we will solicit pre-qualified contractors for competitive bids.
Please describe any upcoming projects for which subconsultants/contractors may be considered <i>(include size, estimated timeline and services needed).</i>	Upcoming projects will include some healthcare, institutional, industrial and office type projects. There are no specific projects to mention at this time.
What is your preferred method for making initial introductions to being a partner to you for a project?	Our preferred method for initial contact is by phone and email. Then to follow up with a virtual meeting or in person when appropriate.
What are typical services you seek as a subconsultant/contractor?	Kadean does not self-perform any scopes of work so we are interested in services in all CSI divisions.
What are your typical project types/scale and location(s)?	Typical projects include hospital renovations, acute care facilities, oncology projects, surgery centers, warehouses and office space. Project value can range from \$500k to \$60m per project.

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Organization Name:	Clayco
Primary Contact for selection:	Contact Name: Sandra Marks
	Contact Phone: 314-452-7263
	Contact Email: markssa@claycorp.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"/>	
Secondary Contact for selection:	Contact Name: Dan Lester
	Contact Phone: 314-452-7795
	Contact Email: lesterda@claycorp.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"/>	
Brief organization profile (size, services, etc.):	Clayco is a full-service turnkey real estate, architecture, engineering, design-build and construction firm with projects all across North America.
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	Clayco has an inclusive project delivery process that aligns with our various clients, government, and community stakeholders in every market in which we build. Clayco's corporate diversity goal is to maximize MBE/WBE participation and increase minority and female representation on our jobsites. On all projects we either have a client or establish a market goal based on the prevailing goals in the specific market. We meet our goals by identifying and building strategic relationships in every division of work we procure holding ourselves and our strategic subcontractors accountable and sharing best practices and our internal subject matter experts in areas needing improvement.
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	The best way to keep up with our upcoming projects and projects we are pursuing is to monitor our public plan room in Building Connected. You can access our public plan room by visiting the Contact Page of our website, www.claycorp.com and scrolling down to "Clayco Public Plan Room".
What is your preferred method for making initial introductions to being a partner to you for a project?	Complete our online contractor profile form at https://claycorp.com/contact/subcontractor-pre-qual/subcontractor-prequalification-form/ .
What are typical services you seek as a subconsultant/contractor?	Services within construction divisions 1-17.
What are your typical project types/scale and location(s)?	Typical projects are higher ed facilities, mixed residential development, commercial, science and technology, industrial with the average size in excess of \$50 million. We have offices now in St. Louis, Chicago, South Carolina, Kansas City, Atlanta, New Port Beach, CA, Philadelphia, Phoenix and Culver City, CA.

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THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

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Organization Name:	Tarlton Corporation
Primary Contact for selection:	Contact Name: Roslyn Croft, Inclusion & Diversity Manager
	Contact Phone: 314-633-3300
	Contact Email: RYCroft@tarltoncorp.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? YES	
Secondary Contact for selection:	Contact Name: Debbie Mullen, Estimating Coordinator
	Contact Phone: 314-633-3300
	Contact Email: DKMullen@tarltoncorp.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? YES	
Brief organization profile (size, services, etc.):	Tarlton is a St. Louis-based, WBENC-Certified Women's Business Enterprise providing general contracting and construction management services in the Midwest, with a concentration on St. Louis. We complete construction and renovation projects for clients in the commercial, institutional and industrial markets, with special expertise in concrete construction, repair and restoration. With annual revenues averaging around \$200 million, we employ 250 people and are committed to diversity and inclusion in our workforce and on our projects.
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	<p>Our efforts to meet diversity and M/WBE goals include several components:</p> <ul style="list-style-type: none"> • We have a full-time Inclusion & Diversity Manager. • We believe that being diverse and inclusive is a team effort, and everyone at Tarlton is responsible. • We have a plan for inclusion. • We review project scopes to determine where we have opportunities for inclusion and use this information to set participation goals for specific bid packages. • We invite subcontractors to register as a Diverse Contractor on our website so we can learn more about them and connect. • We host outreach meetings to meet diverse subcontractors and become familiar with their services. • Our approach to inclusion applies to all projects, not just those for which it is required by the owner and/or a governmental agency. • We advertise bid opportunities in a variety of ways (please see immediately below for details).
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	<p>Subcontractors can visit Subcontractors / Public Plan Room on our website to view some (not all) bid opportunities. This list is updated regularly, so it is a good idea to keep checking back. https://www.tarltoncorp.com/subcontractors/</p> <p>To reach diverse contractors, Tarlton also advertises in general circulation media, trade association publications and M/WBE-focused media. We send bid opportunities to minority and women community organizations; contractor groups; local, state and federal minority and women business assistance offices; and other organizations that provide assistance in recruitment of M/WBEs.</p>
What is your preferred method for making initial introductions to being a partner to you for a project?	<p>If a diverse firm, please complete the Diverse Contractor registration on the Tarlton website – www.tarltoncorp.com</p> <p>Subcontractors also can reach us at estimating@tarltoncorp.com or by submitting an inquiry on the Contact Us page of the Tarlton website.</p>
What are typical services you seek as a subconsultant/contractor?	All subcontracting services – carpentry, concrete, earthwork & utilities, electrical, drywall, environmental, fencing, fire protection, flooring, HVAC, landscaping, masonry, painting, plumbing, structural and finish metals, and others depending on the project.
What are your typical project types/scale and location(s)?	Our projects are wide-ranging in scope and contract value. In simple terms, we build just about everything except roads and bridges, with projects ranging from \$100,000 to \$100 million. Most of our work is within a 250-mile radius of St. Louis, and today a big portion of that is in St. Louis City and County.

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THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

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Organization Name:	S.M. Wilson
Primary Contact for selection:	Contact Name: Greg Kutz
	Contact Phone: 314.645.9595
	Contact Email: greg.kutz@smwilson.com or bids@smwilson.com
	Preferred method of communication: email
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes	
Secondary Contact for selection:	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	
Brief organization profile (size, services, etc.):	S. M. Wilson is a full-service construction management, design/build and general contracting firm with headquarters in St. Louis and offices in Edwardsville, IL and Cape Girardeau, MO. As a 100% employee-owned company, S. M. Wilson goes Beyond the Build to serve clients in education, healthcare, senior care, retail, commercial and industrial markets. For more information, visit www.smwilson.com .
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	<p>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. We believe a well-trained, diverse workforce and sustainable businesses enhance the economic and social vitality. 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.</p> <p>S. M. Wilson uses BuildingConnected for all of our notifications and qualifications. Each invitation has a specialized link on our website, smwilson.com, for project information such as bid dates, bid captain and links bid documents. Create an account on BuildingConnected at https://app.buildingconnected.com/create-account. To verify qualifications or submit a bid please contact bids@smwilson.com.</p>
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	TBD
What is your preferred method for making initial introductions to being a partner to you for a project?	
What are typical services you seek as a subconsultant/contractor?	



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Thursday, November 18th 8-10:30 a.m.

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Organization Name:	PARIC Corporation
Primary Contact for selection:	Contact Name: Leticia Lago
	Contact Phone: 636-561-9894
	Contact Email: lelago@paric.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"/>	
Secondary Contact for selection:	Contact Name: Kurt L Gildehaus
	Contact Phone: 636-561-9626
	Contact Email: klgildehaus@paric.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"/>	
Brief organization profile (size, services, etc.):	<ul style="list-style-type: none"> - General Contractor/Construction Manager/Design-Builder focused on Commercial, Industrial, Multi-Family, Senior Living and Healthcare markets, from interior renovations to ground-up construction. - 5 yr annual avg revenue of \$500mil
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	<p>We look to partner with firms having a good track record of financial stability and the ability to perform while maintaining a safe job site and delivering a quality product.</p> <p>We meet diversity goals by subcontracting directly with M/W/DBEs for a specified scope or division of work, or by partnering them with a prime sub for a portion of a much larger scope.</p>
Please describe any upcoming projects for which subconsultants/contractors may be considered (include size, estimated timeline and services needed).	<p>1717 Olive (Butler Brothers Building) – historic renovation of 691,000sf. Construction starts Jan/2022. Bidding all trades, except MEPFP (already selected).</p> <p>Tesson Ridge – redevelopment of the former Met Life Building. 535,000sf. Construction starts Jan/2022. Bidding all trades except MEPFP (already selected).</p> <p>The Bridge – new 193,000sf 4-story wood frame construction over a concrete podium and attached parking garage. Currently in Design Development, will bid all trades in Q1/2022, except MEPFP and pre-cast concrete (already selected).</p>
What is your preferred method for making initial introductions to being a partner to you for a project?	Our preferred method would be a face to face meeting where key players are introduced from both sides, with an overview each firm.
What are typical services you seek as a subconsultant/contractor?	All disciplines ranging from Division 2 through Division 48.
What are your typical project types/scale and location(s)?	Typical projects range from \$500k to upwards of \$200mil. We are a regional contractor.

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THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

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Organization Name:	
Primary Contact for selection:	Contact Name: Precious Jackson
	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"/>	
Secondary Contact for selection:	Contact Name: Kristin Kalous
	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"/>	
Brief organization profile <i>(size, services, etc.):</i>	Boiler plate language
Please give a brief explanation of your selection process. Describe how you meet any diversity or M/W/DBE goals?	Supports local communities in where we work. Active in diversity / inclusion. Meet our clients goals. Representative of the communities we serve. Outreach Pre-bid Encourage partnerships Make introductions Right-size bid packages Alberici University Lunch & learns
Please describe any upcoming projects for which subconsultants/contractors may be considered <i>(include size, estimated timeline and services needed).</i>	Active Projects: Saint Louis Zoo Washington University School of Medicine Quincy Veterans Home P&G???
What is your preferred method for making initial introductions to being a partner to you for a project?	Lunch & learns Prequalified vendor (https://alberici.com/subcontractors/bid-list-registration/) Contact Precious Jackson, Diversity Manager, after prequalification
What are typical services you seek as a subconsultant/contractor?	Construction: Division 02 thru Division 32



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Organization Name:	ST. LOUIS COUNTY
Primary Contact for procurement services:	Contact Name: Greg Tatar
	Contact Phone: 314 615 7050
	Contact Email: gtatar@stlouiscountymo.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"/> NO <input type="checkbox"/>	
Secondary Contact for procurement services:	Contact Name: Nate Adams
	Contact Phone: 314 615 5052
	Contact Email: nadams@stlouiscountymo.gov
	Preferred method of communication: Either
Is this person accessible for a phone call from an MBE/WBE/DBE vendor? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
Brief organization profile (General statement about your org.)	St. Louis County Government. M/WBE participation goals are 24% MBE and 9.5% WBE. Workforce goals on projects over \$1,000,000.00 are 25% minority, 7% female, and 23% county residence.
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	Low bid environment on construction contracts/service related contracts. RFP & RFQ on professional services contracts. stlouisco.munisselfservice.com
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	St. Louis County Police Precincts #1 and #3. Projects will be released late November. Bids due 30 days later. All building trades. Estimate \$9 - \$9.5 million. CR-1831 - 2020 CRS Collector Overlay Area C. Asphalt overlay, curb repair, pedestrian facility upgrades, and ADA curb ramp construction (Hanna Rd., Valcour Ave., and Eddie & Pard Rd.) Bid date early 2022. Transportation/Road project. Estimate \$1.4 million. CR 1830 - 2020 CRS Collector Overlay Area B. Asphalt overlay, curb repair, pedestrian facility upgrades, and ADA curb ramp construction (Keller Rd., Suson Hills Dr. and Pottle Ave.) Bid date early 2022. Transportation/Road project. Estimate \$2.75 million. AR-1554 - Dielman Road ARS Infrastructure. Resurfacing, pedestrian upgrades, ITS work. Bid date early 2022. Transportation/Road project. Estimate \$1.3 million. Federal Funded. DBE Goal set by MoDOT.



CONNECTING OWNERS, PRIMES & M/WBE'S WORKSHOP

Presented by:

St. LOUIS COUNCIL OF CONSTRUCTION CONSUMERS

THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

	AR-1817 - 2020Asphalt paving, concrete replacement, and other infrastructure repairs ARS Improvements Area A. Spring 2022. Transportation/Road project. Estimate \$3.1 million.
Please describe your insurance and/or bonding requirements.	Information is included in bid solicitations.
How has anything changed your procurement process?	M/WBE utilization plan is now required to be submitted with the bid documents and not after the bid has been submitted.
Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	Yes Both
What most impacts your decision to select a company/team to perform work?	Low bid, qualifications, price, experience, track record, and M/WBE utilization.
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	Not completing the documents correctly.
Other Important information you would like to share:	Do not wait until the last minute to secure M/WBE participation. Start looking for firms as soon as the project is advertised.

PLEASE RETURN FORM TO rhutchison@slccc.net by 11/15/21.



301 Sovereign Court | Suite 101 | Ballwin, Missouri 63011 | 636.394.6200

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THURSDAY, NOVEMBER 18TH 8-10:30 A.M.

2021 SLC3 WORKSHOP PROCUREMENT INFORMATION

Purpose:	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.
Organization Name:	City of St. Louis-St. Louis Lambert International Airport
Primary Contact for procurement services:	Contact Name: Gigi Glasper
	Contact Phone: 314-890-1802
	Contact Email: GXGlasper@flystl.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"/>	
Secondary Contact for procurement services:	Contact Name: Rob Salarano
	Contact Phone: 314-426-8178
	Contact Email: RCSalarano@flystl.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 checked="" type="checkbox"/>	
Brief organization profile (General statement about your org.)	
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	Contractors can participate in the procurement process by accessing the solicitation documents on the Airport website (flystl.com – choose the "Doing Business" link to start). The solicitation packages contain all pertinent information and forms for submitting a bid or proposal. Once all bids/proposals have been submitted they will be reviewed and evaluated for award (this generally takes several weeks). When an awardee has been chosen all bidders/proposers will be notified. If more information is required during the evaluation phase, bidders/proposers will be notified. The contract being awarded from the solicitation must be reviewed and approved by the Director of Airports, the Airport Commission, and the City's Board of Estimate and Apportionment. For information about construction opportunities please visit the City of St. Louis Board of Public Service website at BPS President's Office (BPS) (stlouis-mo.gov) .
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	All services being solicited will be listed on the Airport website as well as the City of St. Louis website.
Please describe your insurance and/or bonding requirements.	Service contracts generally require a separate Performance Bond and Payment Bond. The amount of the bonds varies depending on the services involved.
How has anything changed your procurement process?	Since the onset of Covid protocols, bidders/proposers can now submit documents electronically.



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Do you allow providers to schedule meetings virtually or in person to present their capabilities? And if yes, which do you prefer?	<i>The procurement process and awarding of contracts is based on the contractors bid/proposal submittal and the process is equally accessible to all interested parties. No meetings with individual companies are possible.</i>
What most impacts your decision to select a company/team to perform work?	<i>(i.e. qualifications, price, experience, track record, M/WBE utilization)Awardees are chosen on the basis of whether or not they meet the requirements in the solicitation package.</i>
What is the biggest mistake design teams or contractors make in the process of being selected for a project?	<i>Bidders/Proposers should insure that they submit complete and detailed bids/proposals which meet and comply with all of the requirements of the solicitation.</i>
Other Important information you would like to share:	

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Organization Name:	USACE
Primary Contact for procurement services:	Contact Name: Jay Denker - NGA 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
Secondary Contact for procurement services:	Contact Name: Arthur Saulsberry - All Small Business Opportunities
	Contact Phone: 816-389-3927
	Contact Email: arthur.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
Brief organization profile (General statement about your org.)	Supply, Construction, and Architectural Engineering Services
Please give a brief explanation of your procurement process and disparity goals if applicable. (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)	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.
	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
Please describe any upcoming projects for which firms may be considered (include size, estimated timeline and services needed).	https://www.nwk.usace.army.mil/Business-With-Us/Contracting/Opportunities/ Here in STL - NGA Projects include: Access Control Points, Remote Inspection Facility, Visitor Surface Parking Lot, Landscaping
Please describe your insurance and/or bonding requirements.	Insurance and Bonding requirements depend on the individual contract. The requirements will be listed in the solicitation.
How has anything changed your procurement process?	<i>The Procurement process has not changed but the way we engage with Industry has. An example is this year's workshop. It is virtual.</i>
Do you allow providers to schedule meetings virtually or in person to present their	<i>The best way for initial contact with our office is by email or our information line. (314-676-9418)</i>



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<p>capabilities? And if yes, which do you prefer?</p>	
<p>What most impacts your decision to select a company/team to perform work?</p>	<p><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></p>
<p>What is the biggest mistake design teams or contractors make in the process of being selected for a project?</p>	<p><i>It is hard to say that there is one mistake that is larger than another but one of our contracting officer shared "Understanding how each element of the PDT works and how long things actually take vs a metric. Finding a way to keep and maintain knowledgeable people. Also, finding and training personnel only to have them leave is a vicious cycle for both the Gov't and the Contractor."</i></p>
<p>Other Important information you would like to share:</p>	<p><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 Next NGA West project and other projects. The Industry Day will be in St. Louis and will give you an opportunity to meet the USACE team.</i></p>

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