

# Subcontractor/Vendor Outreach Meeting



for construction of the new  
**Henry Ford Brigitte Harris Cancer Pavilion**

for the following trades

- Electrical
- HVAC
- Plumbing
- Fire Protection



hosted by



August 9, 2017



# Brigitte Harris Cancer Pavilion

The future for cancer care.

## Today's Agenda

- Purpose of Outreach
- Henry Ford Health System Sourcing Policy
- Minority Certifying Organizations
- Reporting
- Project Overview
  - Project Description
  - Site Logistics
  - Schedule Summary
- How the Project will be Packaged
- Prequalification Process
- Key Bidder Requirements
- Turner APP Program
- Contact People
- Questions & Answers
- Networking Session



**Glenn A. Croxton, Ph.D.**

Director, Procurement &  
Vendor Compliance  
Henry Ford Health System



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President  
KEO & Associates



**Ron Dawson**

Project Executive  
Turner Construction Co.



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**Nick Kuelske**

Procurement Agent  
Turner Construction Co.

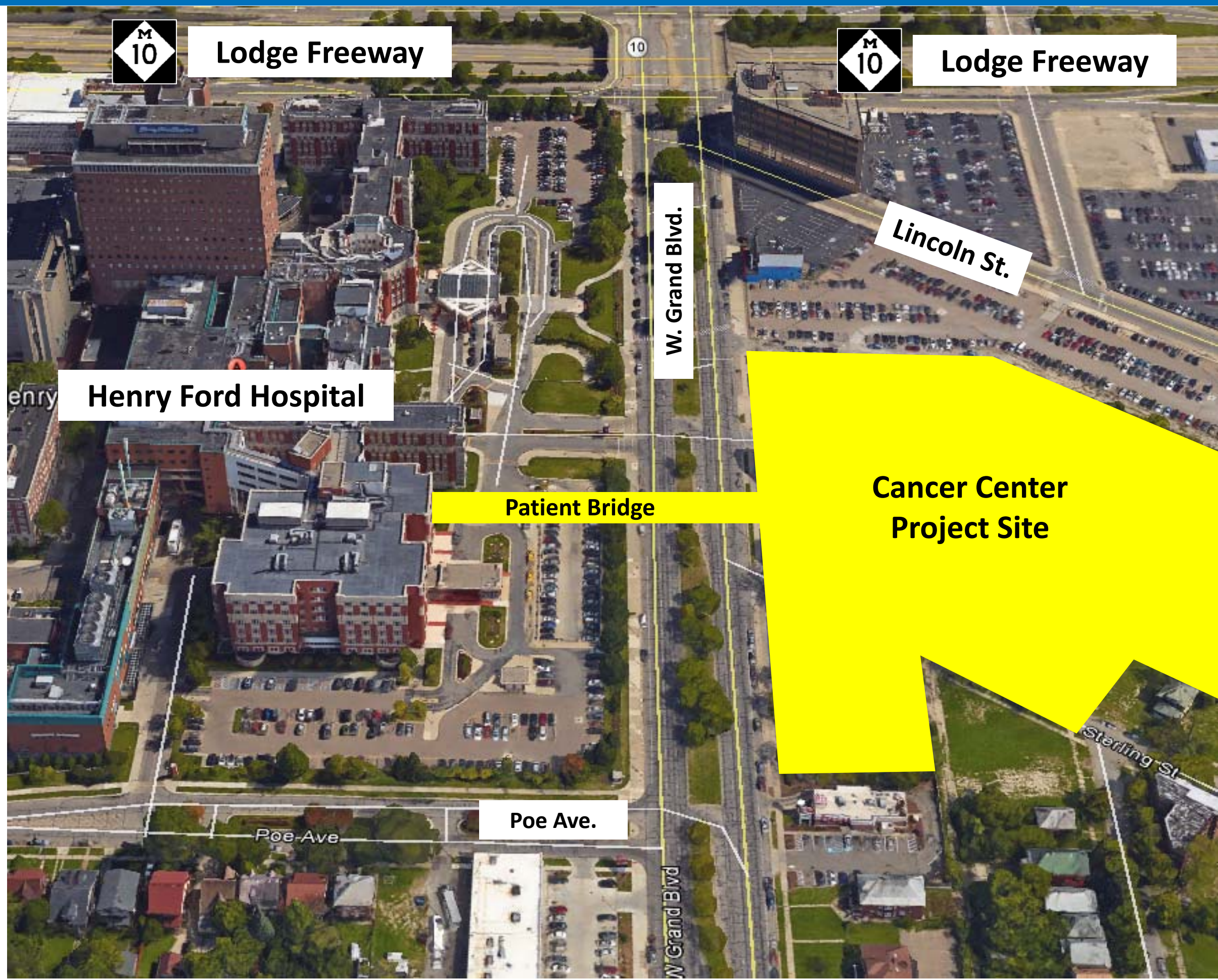


**Iman Hoggard**

Project Superintendent  
KEO & Associates

# Purpose of this Outreach

- Engage the community and workforce
- Communicate contracting requirements
- Encourage MBE/WBE partnering
- Establish good lines of communication
- Discuss potential opportunities
- Gain feedback
- **A copy of this Presentation will be emailed to everyone attending today**





# Henry Ford Health System Sourcing Policy

“Diversity is being invited to the party.  
Inclusion is being asked to dance.”

## Transparent Sourcing Policy Objectives

The Transparent (Competitive Bid) Sourcing Policy (TSP) applies to all subsidiaries, business units, departments and divisions of Henry Ford Health System. The policy relates to purchased services, products and capital expenditures and stipulates all purchases greater than or equal to \$20,000 must be competitively bid\*. Minimally, the competitive bid process should include at least three vendors, and one or more bid participants who are classified as women or minority-owned when possible.

The overall objectives of the TSP are to:

### Secure High Quality Products and Services at Competitive Pricing

To ensure HFHS is receiving the best overall value for products and services at the highest quality and most competitive price. The policy, when adhered to consistently and systematically, helps drive a process that meets this objective. Incremental savings to the health system are conservatively estimated to be at least \$10 million in non-salary expenses and at least \$3 million on capital expenditures within the first year of full implementation.

### Improve Supplier Diversity Spend; Encourage Local Economic Growth

The policy ensures that there is transparency and a structured bidding process that is inclusive of all quality suppliers in the marketplace, including women and minority-owned vendors. This furthers the commitment of HFHS to the local community of providing leadership in the community to help develop and train diverse suppliers. Also to promote opportunities for Detroit based business and communities local to HFHS business units.



## Minority Certifying Organizations

### National Minority Supplier Development Council (NMSDC)

- 23 Regional Councils
  - Michigan Minority Supplier Development Council (MMSDC)
  - Pre-Certification Briefings twice a month
  - Certifies businesses with at least 51% minority ownership (MBEs):
    - African American
    - Asian Indian
    - Asian Pacific
    - Hispanic American
    - Native American
    - Certification renews annually
    - Contact: **FRANK ERVIN**, Vice President, Specialized MBE Services, 313873.1819

### Women's Business Enterprise National Council (WBENC)

- Great Lakes Women's Business Council
  - Covers Michigan and Indiana
    - Certifies women businesses with at least 51% ownership (WBEs)
    - Certification renews annually
    - Contact: **VERONICA JOHNSON**, Certification Program Manager, 734.677.1400



## Minority Certifying Organizations

### City of Detroit

- Certifies businesses annually: Detroit Headquartered\*; Detroit Small Business\*; Women-Owned Business Enterprise; Minority-Owned Business Enterprise
- \*HFHS will only accept these certifications from the City of Detroit. For MBE and WBE, certificates from MMSDC and Great Lakes Women's Business Council
- Application is online

### National Veteran Business Council

- Certifies business with at least 51% veteran ownership and control
- Veteran status is generally defined as having served in the active military, naval or air service, and was discharged or released under conditions other than dishonorable
- Certification renews annually
- Contact: **KEITH KING**, President, 313.446.6885

### National Gay and Lesbian Chamber of Commerce (NGLCC)

- Detroit Regional LGBT Chamber of Commerce encourages LGBTEs to join their local affiliate then the certification fee is waived
- Certification is good for 2 years
- Contact: 313.673.3001

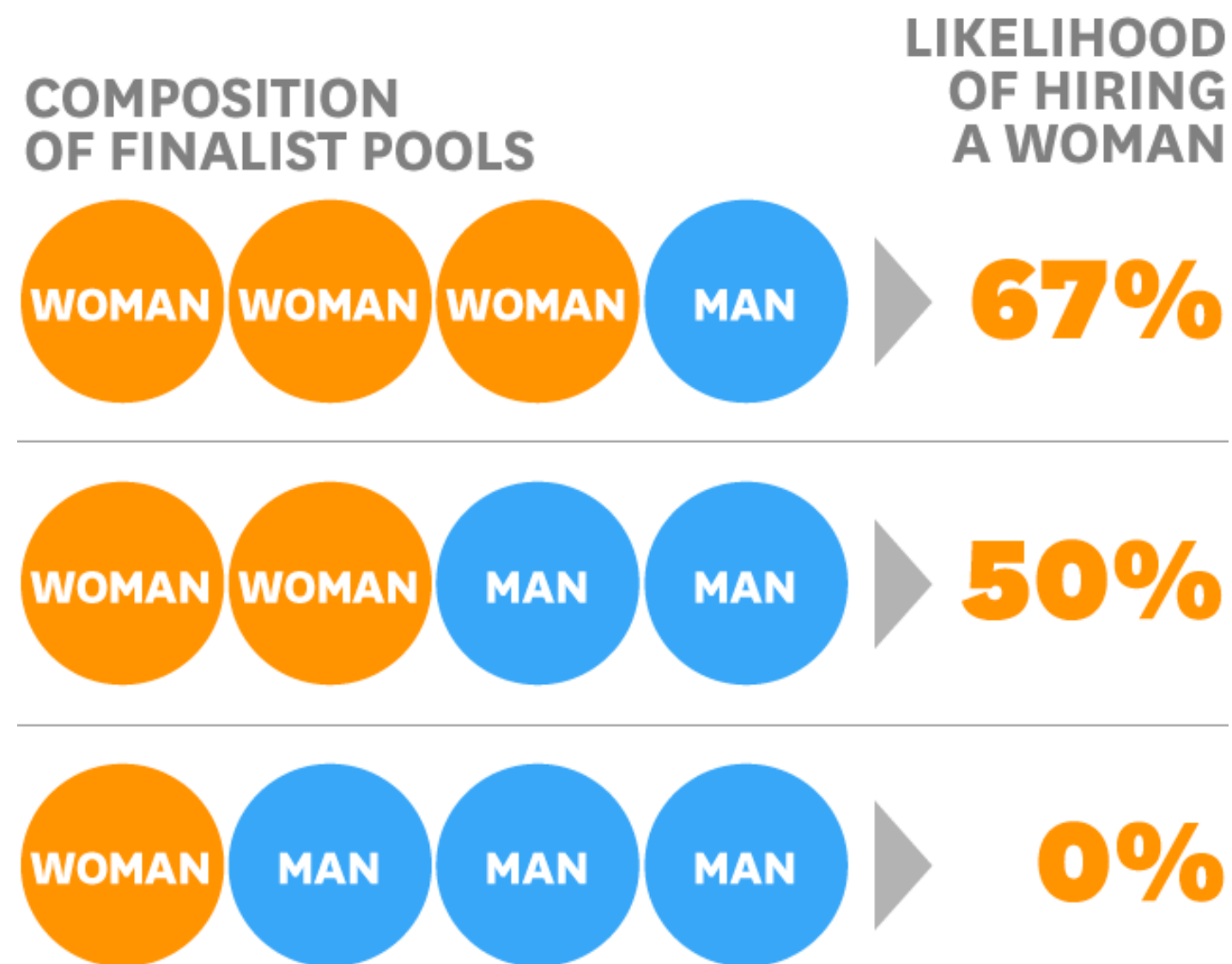


## Reporting: Bid Participation and Tier 2 Spend

- Bid Distribution
  - Response rates
  - Selected companies
  - Companies responding to the bids must provide their current certification from their certifying organization
- Monitoring Spend Monthly
- Including more diverse suppliers in the outreach can increase the potential for more diverse suppliers in the project

## The Relationship Between Finalist Pools and Actual Hiring Decisions

According to one study of 598 finalists for university teaching positions.

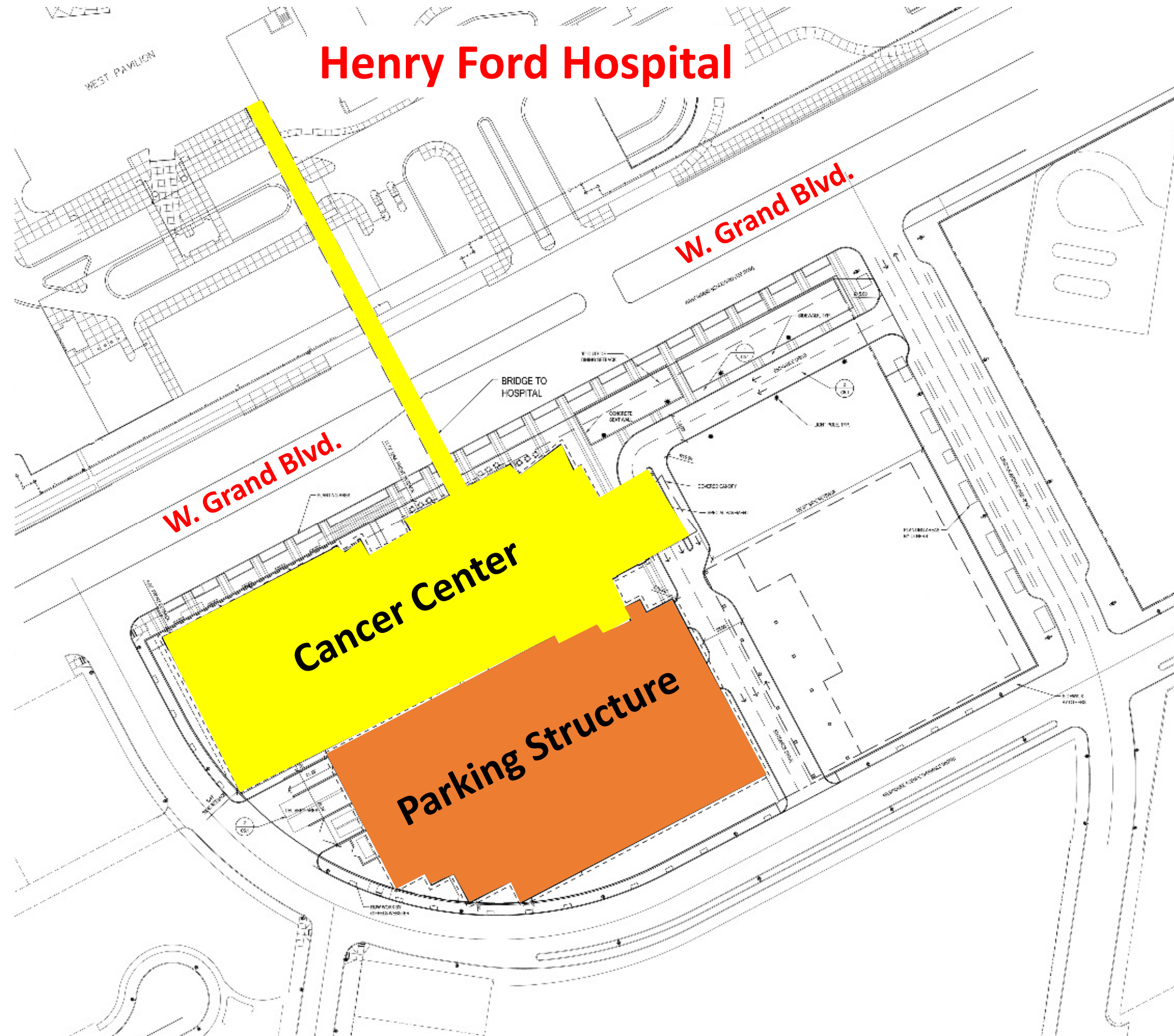


SOURCE STEFANIE K. JOHNSON ET AL

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# Project Description



## Henry Ford Hospital

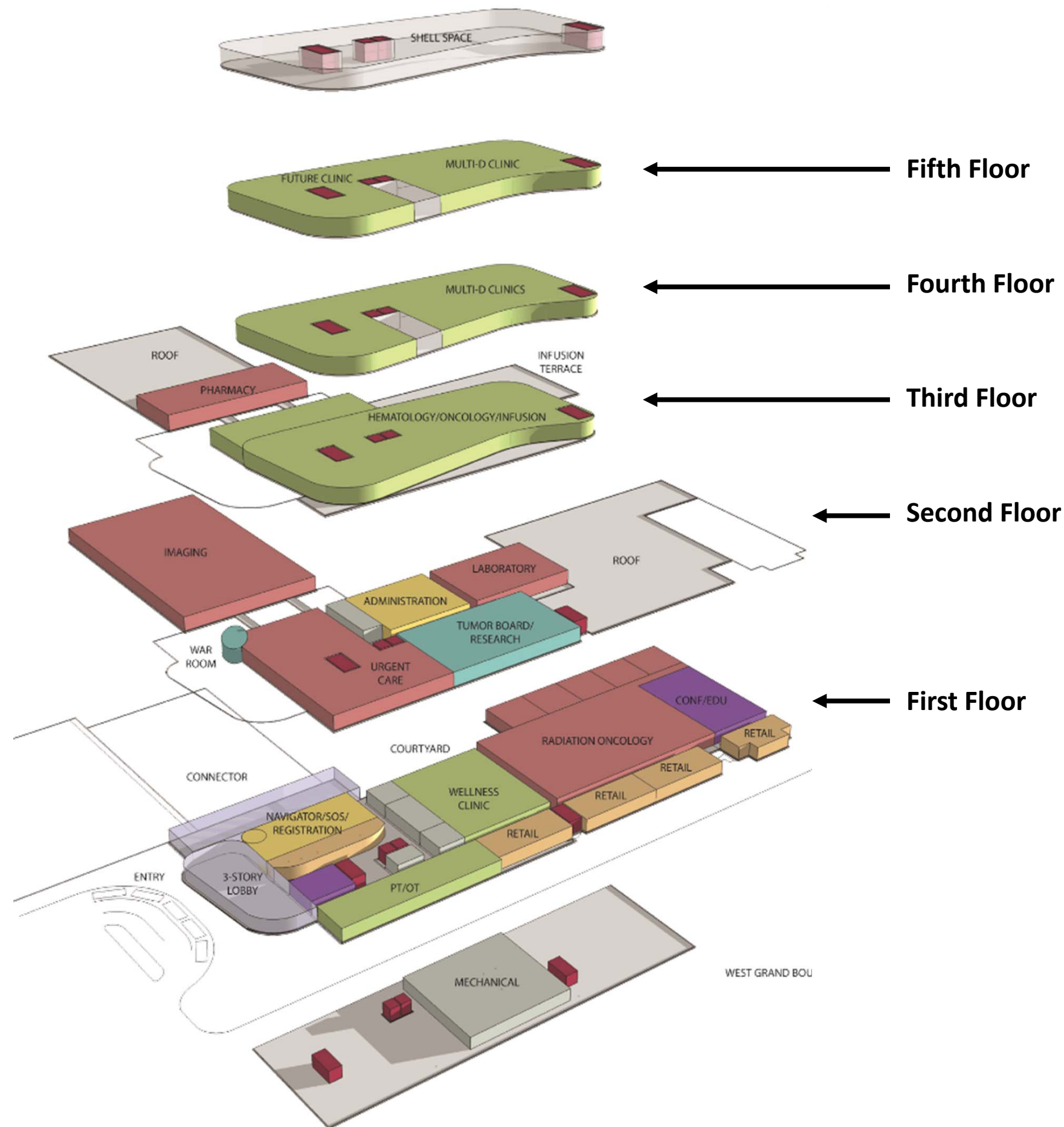
W. Grand Blvd.

W. Grand Blvd.

Cancer Center

Parking Structure

# Project Description



# Project Description

# East Elevation



# Project Description

# Northeast Elevation



**W. Grand Blvd.**

# Project Description

# Northwest Elevation



W. Grand Blvd.

# Construction Site Logistics – Overall Footprint



**Henry Ford  
Hospital**

**Cancer  
Center  
Phase 1  
Project  
Site**

**W. Grand Blvd.**

**Holden St.**

**Ferry Park St.**

**Ferry Park St.**

**Sterling St.**

**Lincoln St.**

**Poe Ave.**

**Kipling Ave.**

**Wilbur St.**



## Henry Ford Hospital



Poe Ave.

W. Grand Blvd.

Holden St.

Ferry Park St.

Ferry Park St.

Sterling St.

Sterling

Alley

Trumbull

Lincoln St.



# Construction Site Logistics – Phase 1 Limits & Traffic



# Henry Ford Hospital

**NO CONSTRUCTION TRAFFIC ON WGB**

Henry Ford Parking Area  
Construction Trailer & Staging

Construction Gate

## Project Site

Construction Gate

Construction Fence





# Henry Ford Hospital

Cancer Center

Parking  
Structure

W. Grand Blvd.

Holden St.

Ferry Park St.

Ferry Park St.

Sterling St.

Holden St.

Lincoln St.

Wilbur St

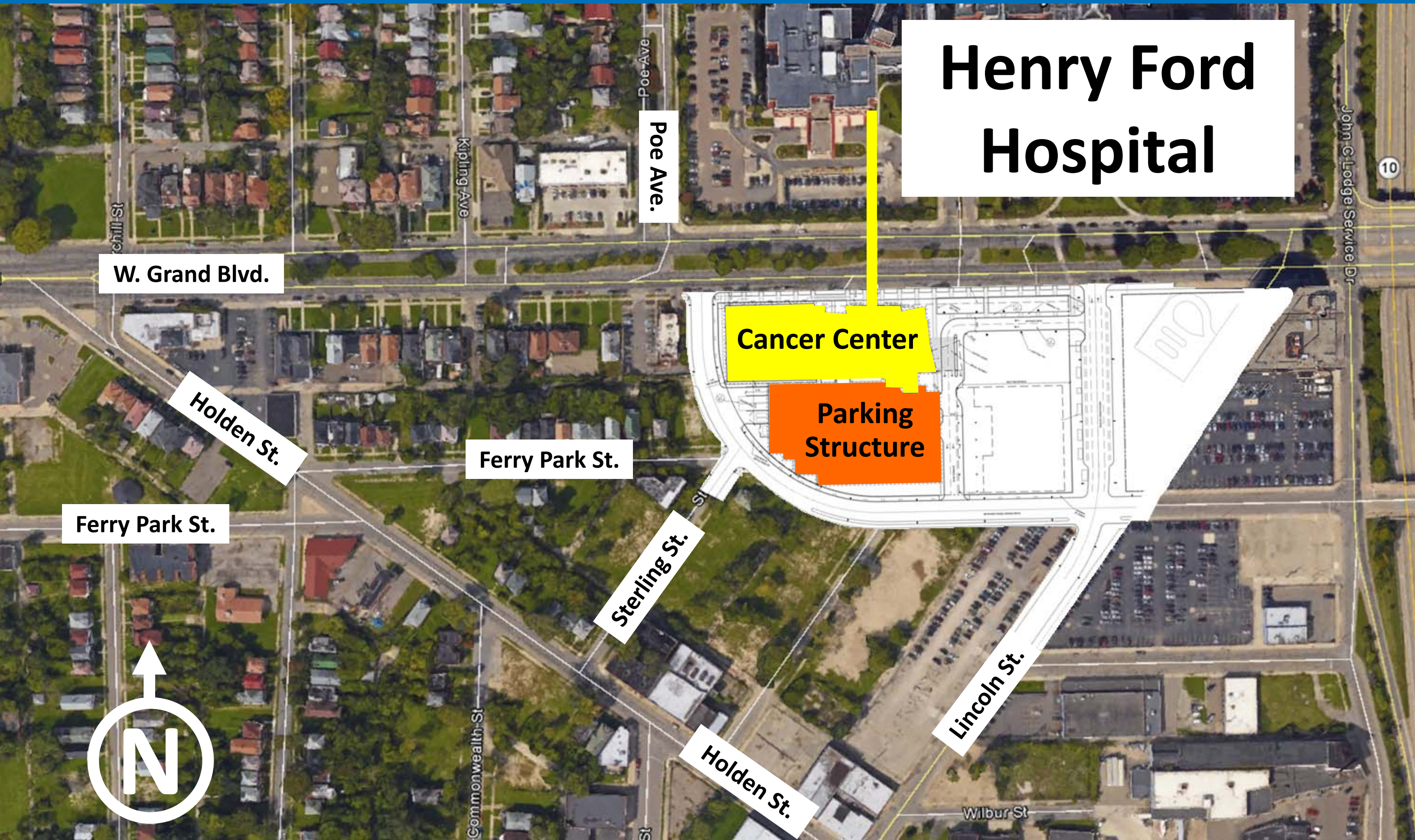
Poe Ave.

Kipling Ave

Chill St

John C. Lodge Service Dr

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# Schedule Summary

## Design Milestones

Activity	Complete by
Schematic Design Package	March 2017
Design Development Package	June 2017
Early Design Bid Pack Caissons	June 2017
Early Design Foundation & Structural	August 2017
Early Mechanical & Electrical Pre-purchase	September 2017
Construction Shell & Core	October 2017
Construction Interiors	February 2018

## Construction Milestones

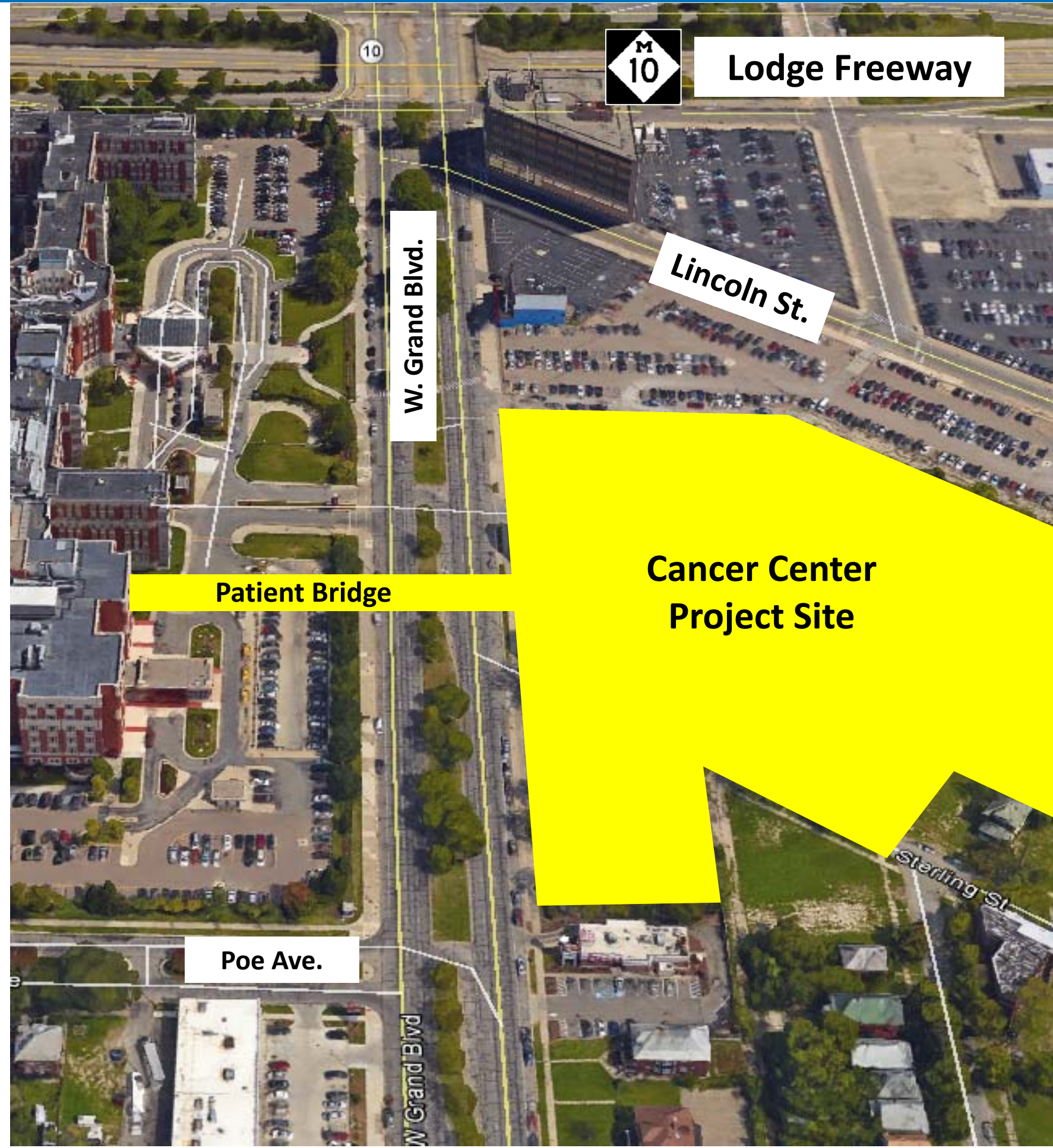
Activity	Complete by
Phase 1 Infrastructure & Pad Ready	September 2017
Cancer Center Foundation	January 2018
Building Structure	October 2018
Building Envelop	April 2019
Building Interiors	March 2020
Building Completion	May 2020
Parking Structure	August 2019
Patient Bridge	October 2019

Dates Subject to Change

# How the Project will be Packaged

- Fire Suppression – End of January 2018
- Plumbing – Mid - January 2018
- HVAC – Early January of 2018
- Electrical – Early January of 2018
  
- Scopes of work, bid forms, procedures manuals, and other scope specific documents will be made available near bid dates.

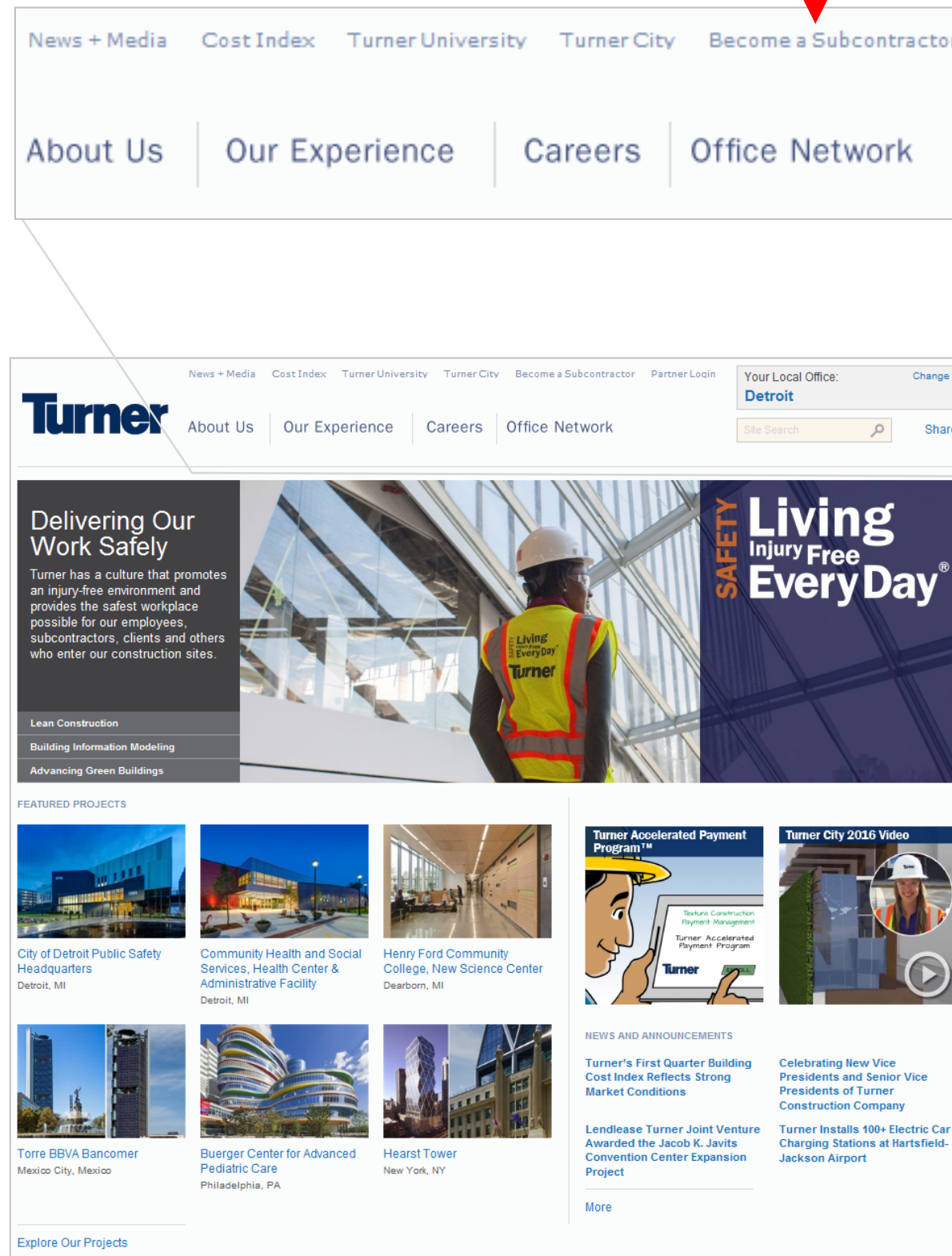
Dates Subject to Change



# Prequalification Process

- Application online at [www.turnerconstruction.com](http://www.turnerconstruction.com)

Click the **“Become a Subcontractor”** link

The screenshot shows the Turner Construction website. At the top, there is a navigation menu with links for News + Media, Cost Index, Turner University, Turner City, and Become a Subcontractor. Below this is another menu with About Us, Our Experience, Careers, and Office Network. A red arrow points to the 'Become a Subcontractor' link. The main content area features a large banner with the text 'Delivering Our Work Safely' and 'Living Injury Free Every Day'. Below the banner are featured projects and news announcements.

## Info Needed to Complete Form

### Safety (3 years of data)

- Independent EMR Letter
- OSHA 300 logs

### Experience

- List of current projects
- List of recently completed projects

### Insurance & Bonding

- Surety information
- Evidence of Insurance
- List of state unemployment insurance numbers
- List of insurance agreements

### Financial

- Financial statement
- Bank information
- License numbers
- Sales tax numbers
- Dun & Bradstreet number
- W-9 form

### References

- 3 supplier references
- 3 contractor references

# Key Bidder Requirements (Minimum)

- **30% spend with women and/or minority-owned construction trades and suppliers**

## Certification Entity Requirements:

- Minority - MBE
  - National Minority Supplier Development Council
  - Michigan Minority Supplier Development Council
- Women - WBE
  - Women Business Enterprise National Council
  - Great Lakes Women's Business Council
- Of the 30%
  - 15% must be headquartered in Detroit
  - 15% must be headquartered in Jackson, Oakland, Macomb and Wayne Counties

## Other Information

- Contractor Controlled Insurance Program (CCIP)
  - Onsite Workers' Compensation, General Liability & Excess/Umbrella coverage
- Union / PLA

## Partnering Opportunities

- Encourage Local participation
- Facilitate relationships between smaller and larger firms
- Purpose of Easel Locations

**Electrical**

**Turner KEO**

**HVAC**

**Turner KEO**

**Plumbing**

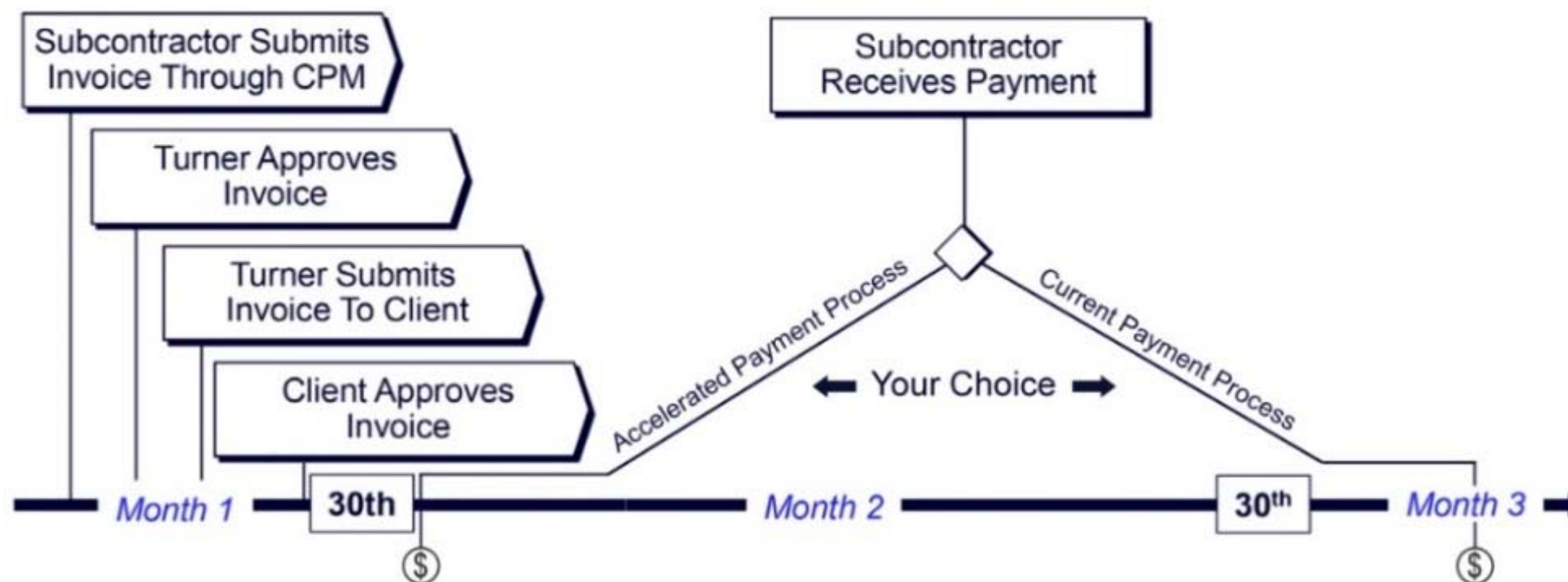
**Turner KEO**

**Fire Protection**

**Turner KEO**

# Turner APP Program

- Get paid before Turner
- Improve cash flow and free up your debt capacity
- Known payment timing – 2 to 3 days of approval
- Easy enrollment (100% voluntary)
- Small fee for service
- Textura-based



# Upcoming Sub/Vendor Outreach Meeting



## Meeting # 3

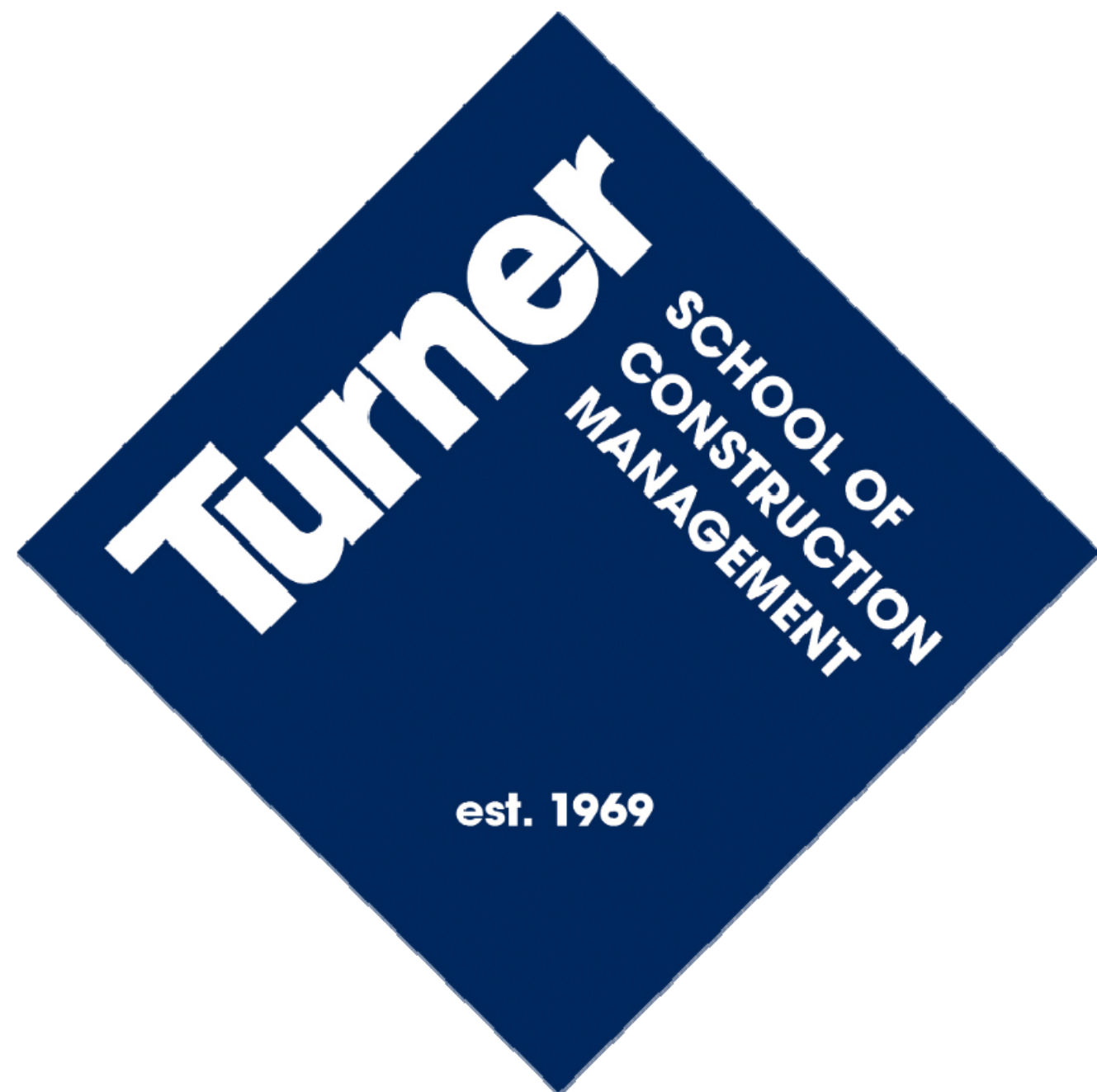
October 25, 2017

For the Following Trades

Drywall  
Doors, Frames & Hardware  
Miscellaneous Steel  
Fireproofing  
Selective Demolition  
Sitework (paving, concrete, landscaping)  
Interior Finishes  
Glass / Glazing  
Specialties

***Date Subject to Change***

# Turner School of Construction Management



## Returns in March 2018

Applications due in February 2018

Free, 8-week CM Training Program

SBE, DBE, MBE, WBE, & VBE construction firms only

Contact Dann McDonald at [dmcdonald@tcco.com](mailto:dmcdonald@tcco.com) to be on email list



# Key Construction Team Contacts



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Project Executive

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# Questions and Answers ... ... and Networking

