

Type	Content
Question	My question is are you still looking for water and wastewater design services?
Response	What market are you located? (Bai Engineers (Unverified) asked "My question is are you still looking for water and wastewater design services?")
Response	Denver, CO (Bai Engineers (Unverified) asked "My question is are you still looking for water and wastewater design services?")
Question	turn up your sound
Response	
Question	We have bid multiple projects & fill out a qual. form on each one is there a way to always be qualified on every project.
Response	We will address that in this presentation. If you are pursuing work in multiple markets, you will need to notify estimators that you are already in Building Connected. You should also request a debrief on the projects you do not win to get feedback ad address issues identified. (Jeff Vinyard - Sorella Group. (Unverified) asked "We have bid multiple projects & fill out a qual. form on each one is there a way to always be qualified on every project.") RM- We are not sure which qualification form you are referring to. If we can't verify your SB status on beta.SAM.gov we will ask for you to complete and sign the Hensel Phelps self-certification form for each project.
Question	Will this presentation (opportunities be available to us by email?
Response	Yes (Ralph Apex Petroleum (Unverified) asked "Will this presentation (opportunities be available to us by email?")
Question	We perform Post Construction Clean up; I do not see it on your list in "work performed"? where can I submit a request?
Response	That scope is typically awarded by the project team. You will need to gather the PM assigned to the job from us or the estimators and contact them directly.(Dawn Nabulsi (Unverified) asked "We perform Post Construction Clean up, I do not see it on your list in "work performed"? where can I submit a request? ")
Question	Hi! Is the slide deck available outside of the presentation?
Response	Yes, it will be (Martha (Unverified) asked "Hi! Is the slide deck available outside of the presentation? ")
Response	Great! Is that something we will need to download, or will it be emailed out? Thank you! (Martha (Unverified) asked "Hi! Is the slide deck available outside of the presentation? ")
Question	Hello James, I have been trying to reach you forever. I sent emails and left messages.
Response	Please provide your name and contact information (Hello James, I have been trying to reach you forever. I sent emails and left messages.) James Harper JHarper@HenselPhelps.com
Question	From my understanding, there are current changes occurring to the SAM.gov DBE/WOSB certification process and document requirements. Something new going on there.
Response	I believe that is true as well. It has not been updated on FARS yet. (Jodie Murray Burns (Unverified) asked "From my understanding, there are current changes occurring to the SAM.gov DBE/WOSB certification process and document requirements. Something new going on there.")

	RM- We encourage you to keep in touch with your local SBA and PTAC advocates. They will offer updates and provide support to help you position your company to find opportunities.
Question	If we are a certified Small Business with MNAA, does that automatically certify us with the SBA?
Response	No. My understanding is you will have to get certified through sam.gov (Kim Willis (Unverified) asked "If we are a certified Small Business with MNAA, does that automatically certify us with the SBA?")
Question	Obi from Redox Environmatics
Response	
Question	obi@renvironmatics.com, 615-481-3982
Response	got it...we will contact you after this presentation (obi@renvironmatics.com, 615-481-3982)
Question	Quick question for the moderator - I am new to figuring out how to partner with companies of your size. Are you guys looking for professional services in the form of environmental permit assistance for projects? Or are those left up to the civil engineering firms you hire? I am trying to figure out how to provide services related to wetlands/water quality certification/endangered species....
Response	We do seek those services with civil engineering firms but, we require our service providers partner with small business (Jodie Murray Burns (Unverified) asked "Quick question for the moderator - I'm new to figuring out how to partner with companies of your size. Are you guys looking for professional services in the form of environmental permit assistance for projects? Or are those left up to the civil engineering firms you hire? I am trying to figure out how to provide services related to wetlands/water quality certification/endangered species....")
Question	Is there a difference between Sam.gov and beta.sam.gov?
Response	not right now...sam.gov and fed-biz-ops will eventually live at beta.sam.gov (Rick Desai - Vanitywala.com (Unverified) asked "Is there a difference between Sam.gov and beta.sam.gov?")
Question	Okay, thank you!
Response	
Question	Please email the slide presentation and a link to the video recording of the webinar. Thanks.
Response	email address? (Please email the slide presentation and a link to the video recording of the webinar. Thanks.)
Question	Thank you
Response	
Question	So, I am back to networking with the civil engineering firms and not directly with Hensel Phelps, then.....
Response	RM- I suggest you do both to learn about new opportunities and how you can participate.
Question	cbosteen@aireko.com
Response	
Question	Depending on the scope and magnitude of work, does HP require us to bond back
Response	Contracts over \$50,000 require a bond, companywide. We can connect you with resources that support your bonding needs.

Question	I am a DBE, WOSB, and an 8(a) in Phoenix--Is it possible to virtually meet with those who make decisions so I can introduce me and my company? I do not want to wait until you find me.. :-)
Response	Of course, contact your local Coordinator of Supplier Diversity – Rosemary Middleton, rmiddleton@henselphelps.com
Question	I am DBE/WOSB certified on the state level with 4 state DOTs; so, it sounds like I need to get signed up on SBA.gov and SAM.gov..... Interested in providing services in the Plains & Southwest Districts
Response	Yes, we recommend getting certified with SBA via beta.sam.gov . Some owners only accept certain agency certifications.
Question	We have only been in business 2.5 years and do not have an EMR rating. How do you look at that when considering sub-contractors? We submitted our application with 0 on each year's EMR.
Response	Thank you for your response. I will reach out to Michelle in the Southern California District. (Erik - E2 Contracting, Inc. (Unverified) asked "We have only been in business 2.5 years and don't have an EMR rating. How do you look at that when considering sub-contractors? We submitted our application with 0 on each year's EMR. ")
Question	Does Hensel Phelps make connections with a woman owned, DBE, SBA nationwide construction materials supplier with their sub-contractors for goal projects?
Response	Of course, we love connecting with suppliers and our trade partners. Our goal is to increase opportunities for small and diverse businesses.
Question	We have visited your facility in Greeley Co and met with several of the estimators as well as your Chief Estimator - Ryan Martorano. We have visited at least twice. We have not had much success on this front. We would like to discuss this further.
Response	Contact Ryan again or contact Brad Lewis, Corporate Director of Supplier Diversity. Stay in touch with us, don't give up. RM- If you have met with the Chief Estimator, I would consider you successful. If you are referring to a particular project, the relationship you have developed with the estimating team will be open to discuss that project and perhaps give you advice as you approach the next project.
Question	We can hear you now!
Response	
Question	QUES: Do you have any specific advice for professional consultants to connect with your civil engineering service providers?
Response	We can assist with matchmaking. Contact your local estimator
Question	Amanda Hartman
Response	
Question	Is there a difference between Sam.gov and beta.sam.gov?
Response	No, there is no difference. They are currently migrating sam.gov to beta.sam.gov. Both sam.gov and fed-biz-ops will eventually live at beta.sam.gov
Question	Hi! Is the slide deck available outside of the presentation?
Response	Yes, we will be mailing a copy to those who RSVP'd
Question	How often is 8a a requirement? or are DOT certifications typically all that is needed?
Response	I have not had many projects with 8a specifically required. Typically, 8a firms also have more than one federal certification.

	RM- If you are pursuing a large set-aside project under your 8(a) and need to partner then a large partner would be verifying your current 8(a) status. As a trade partner at the first or second tier level the 8(a) tells us that you are also a SDB and will help fulfill SBE and SDB goals on federal projects.
Question	Are you interested in teaming opportunities with professional design firms?
Response	We are always looking for large design service providers teamed with small business service providers.
Question	QUES: Do your civil engineering service providers refer to any professional services consultant lists that YOU keep within your Building Connected software?
Response	We have introduced professional service providers to our design partners. The preferred method is that the relationship is established naturally and not forced by us.
Question	Who would be the point of contact for HP in Texas/Oklahoma Region? Would we utilize the Western Region office?
Response	Please reach out to Mr. Mark Clarke (mclarke@henselphelps.com) of our Southwest District office in Austin, Texas.
Question	JB here with ACE Consulting, we are a Division One Service provider and the problem I see in Building connected is there is not a business type/ work performed for a company like ours. Is that something Hensel Phelps could work with on projects?
Response	Great thanks for that i will be reaching out. I appreciate you letting me know. (Josh Bartlett (Unverified) asked "JB here with ACE Consulting, we are a Division One Service provider and the problem I see in Building connected is there is not a business type/ work performed for a company like ours. Is that something Hensel Phelps could work with on projects? ")
Question	How does a firm approach opportunities outside of their typical marketing area? We are interested in the airport opportunity with James Harper
Response	Please reach out to James Harper JHarper@HenselPhelps.com . Besides getting connected with the Supplier Diversity and Estimating teams in Nashville, if you are a small business we can discuss what is necessary to become a certified small business with MNAA, which is required for participation credit and would help obtain a "best value" opportunity.
Question	Oops, Magnitude of project do we bond back to HP
Response	
Question	Hi, thanks for the invitation to the meeting we are GGLLC NAICS 236118, 236220 base in Kansas City, WBE SBA certificate and active in SAM DUNS #0569011183. All the information you share with us is very valuable, and we will register on those websites.
Response	Excellent. Thank You
Question	We are a GC in New Jersey. How would we fit into your matrix
Response	We do not currently have projects in New Jersey. As far as fitting in to our matrix, it really depends on the opportunity and what you self perform or have experience managing.
Question	in general, what would you say are areas of opportunity for professional services? opportunities that you guys use on a repeated basis
Response	Designers, Preconstruction Services, Commissioning in some cases, testing & inspections etc.
Question	Are there opportunities related to admin, management consulting, and monitoring & compliance?

Response	We are based in DC but certified as a DBE in several states. (Ruth - Aridai Consulting (Unverified) asked "Are there opportunities related to admin, management consulting, and monitoring & compliance?") Yes, it depends on the project and the market it is being built.
Question	How can I provide my email to be sent a copy of the webinar if I watched anonymously?
Response	Send it to me at blewis@henselphelps.com (Sarah Myers (Unverified) asked "How can I provide my email to be sent a copy of the webinar if I watched anonymously?")
Response	Thank you! (Sarah Myers (Unverified) asked "How can I provide my email to be sent a copy of the webinar if I watched anonymously?")
Question	Hi, do you procure auto/truck parts, and/or batteries (auto/truck/heavy equipment) yourself? or do you outsource these needs? Thank you!
Response	We have a fleet of vehicles and each district or individual driving the vehicle manages maintenance of the vehicle. As fo
Question	Will, the presentation be available online?
Response	We are sending it out to those who RSVP'd
Question	If you have an established Building Connect account due you need to update or create another account.
Response	No, once you create a profile and its reviewed & accepted, you profile can be sought out by other office.
Question	We (K. Payne Contracting LLC) Have put in a lot of bids. What does it take to win we are part of beta SAM.com. We are registered as a women-owned business and many others as well as small
Response	Have you requested debrief? That will allow you to discuss with the team why you were not awarded the project.
Question	As a small emerging business, I have limited bonding capacity. How important is this to HP when supporting profile information?
Response	Our bond requirements are \$50k. You should have a specific and direct conversation about the team to identify the right opportunity.
Question	What are the chances to be able to connect prime with sub-contractors on large jobs
Response	That is our goal.
Question	Are we allowed to apply for both contracts under and over \$500,000?
Response	I don't understand the question.
Question	As a Fuel Supplier, currently there is no description as work performed for the building Connected profile. Can that be added?
Response	Yes
Question	Are there specific federal agencies that you go after more than others, and is there things we should be doing to prepare to work w/ those agencies?
Response	No, it really depends on the specifics of the project. I would recommend searching the beta.sam.gov and opportunities to see what the criteria are for projects they have listed. That should assist with how you should prepare.
Question	Is your Guam work done through your Hawaii office?
Response	Yes
Question	Hello, I am the owner of GN Squared Construction LLC will you be needing any cleaning services to prevent the spread of Covid-19 in Seattle-Tacoma WA areas?

Response	You will need to reach out to office directly. Please go to the website and reach out to contacts.
Question	are you all involved in a project at the Lehigh Mitchell Plant in Indiana by any chance?
Response	Not sure. If this is an industrial project, then I would say it's probably unlikely. Our focus is commercial construction.
Question	What projects are hot and timely right now? What do we need to be preparing for and engaging you on with a view to providing a proposal or finding the right sub?
Response	As we stated in the presentation, you should visit our website and contact POCs or supplier diversity professionals. We also need to understand what services you provide.
Question	We are a Janitorial and Construction clean
Response	This service, from project standpoint, will require you engaging the project team. The POC's can get you in contact with the team on the project you are interested in servicing.
Question	If we work nationally, may I reach out to each district to provide capability statement and see if opportunities or interest in doing vendor presentation? Plan to register through Building Connected with each district, at any rate.
Response	If it were I, that would be the approach I take because I would want to establish a personal relationship with the estimators and the supplier diversity professionals in the market you are interested in working.
Question	As a DC Government agency, we are often asked about opportunities for non-construction entities. Are there such opportunities? Is the pre-qual process the same as for the trades?
Response	I would say yes. We have companies that are equipment or tools suppliers, safety gear, etc. Please contact me so we can discuss the specific non-construction entities and see if where there is a fit.
Question	Do you have a need for art consulting and curating services on your projects?
Response	In my experience it's been rare but, we are pursuing a project currently that has an engagement component with local artist. There are city/state entities that require engagement with local artist or local business in general as part of the project award criteria.
Question	What does it take for me to supply terrazzo flooring anywhere in The Nation? Thanks to James we tried on Nashville Airport and it did not work for us?? What was the issue there? Was there something I missed??
Response	I believe this issue resides in having a strong partnership with the right Terrazzo Installation bidder, and subsequently having that bidder awarded the job. I believe there are other factors regarding the basis of design and what material specifications the architect selects that may work against providing alternate (but equal) products. Ultimately the proposal award was with a firm that did not include your participation.
Question	Also, we currently work with many locations at the Nashville Airport and we are registered as a provider with BNA
Response	Excellent. This will help the efforts to get involved. As an FYI the final Terrazzo package on project 1903 at the Nashville airport is scheduled to come out in the Fall of 2020. Let's start early.
Question	Thanks for your meeting, especially the Bldg. Connected walk thru. Just recertified Sam and am glad to learn that beta.sam.gov will merge with FBO.gov. Interesting. There have been a couple new updates to the Fars.
Response	Thank you. FARS has been updated quite a bit over the last few years. Based on what I am hearing in the industry, there are more updates/changes on the horizon.

Question	Does a company that provides or rents roll off of dumpsters for collecting and hauling construction waste and debris need to prequalify?
Response	I would. Sometimes Superintendents are looking for that service and may reach out to supplier diversity or estimators for local small business to contract with.
Question	Do you contract with DBE/MBE Liaison (outreach) consultants?
Response	Yes we do. It really depends on the project and sometimes the amount of work on hand.
Question	We are a second-tier subcontractor that supply electrical material to the electrical contractor. Is there an opportunity for HP to connect us to the electrical contractors that usually bid HP in the Mid Atlantic District?
Response	Yes. Please contact David at dfisher@henselphelps.com
Question	what or who is the best point of contact to reach out to for your subcontractor selections on specific projects HP has been awarded? I am the local (MD/DC) aggregate material supply partner and always happy to provide you with subs for any trade & in order to close out my portion of the projects I am always looking for the subcontractor selections.
Response	David Fisher at dfisher@henselphelps.com
Question	SanDow has been providing COVID Decontamination cleaning in the DC Metro area at job sites. Is that a services HP could use? We also perform demo & Haz-Mat remediation. We are 8(a), HUBZone & SDVOSB.
Response	Yes. I know our project teams have been using companies for that service. Please contact estimator POC provided on website and in presentation.
Question	Hi! Just to double check. This might have been mentioned. We install Terrazzo flooring. Opportunities that include our scope of work will be emailed to us?
Response	No. As we stated in the presentation, we are encouraging trade partners like yourself go to our website to identify opportunities you are interested in and to build a relationship with POCs for markets you are interested in working. In that engagement you can discuss projects that require your services.
Question	Comment: I actually worked with your company in a different capacity with the City of Baltimore (Charles Eaton)
Response	Thank you. Charles is a pioneer, mentor and leader in our profession. We appreciate the groundwork that he laid for us.
Question	Does this "Prequalifying" site work for Professionals selling UV PPE products? I am also registered in SamBeta.gov with my Certifications.
Response	It does from the perspective of estimators or projects looking for a business that provides the equipment your business provides. The most successful PPE providers that I worked with as a superintendent where those that coordinated an appointment with me at the jobsite to inform us of the products they provide.
Question	As an independent vendor rep for a Tile Distributor would I just partner one of my Flooring Companies with Hensel Phelps?
Response	Yes. We contract with tile installers for that scope of work.
Question	We are a national supplier of stone and cabinets for hospitality. Does HP have a centralized db to pull from for multiple markets?
Response	As we stated in the presentation, you will have to visit the opportunities page for the markets you are interested in working.
Question	Does it make sense for a second-tier sub to complete the pre-qualification?

Response	Il don't think so. Unless you plan to perform work at the first tier.
Question	My MAY 2020 Prequalification was submitted thru Isqft.com. In 2019 it was submitted thru Building Connected. Just curious if I need to update Building Connected as well.
Response	I would suggest reaching out to the estimators in the market where you completed your building connected profile to confirm it is complete and active.
Question	Does Hensel Phelps do a lot of DesignBuild projects?
Response	Yes.
Question	As a SWBE, does that bring minority credit for both WBE goals as well as SB?
Response	In the federal market space, it does. In the state, local, private space, I have not experience where you can double count dollars.
Question	Do you value the MBE certified by MPMSDC?
Response	I'm not sure what MPMSDC entity is. I assume this is an entity with in NMSDC. If so, there are projects that we build whom recognize their certified business for participation requirements.
Question	Does Hensel Phelps advance procure long lead equipment, or do they have their electrical and mechanical contractors procure all equipment?
Response	In my experience, we typically require our mechanical and electrical trade partners procure the long lead equipment as it is most likely in their scope of work.
Question	Will you send out the slides
Response	Yes.
Question	We (K. Payne Contracting LLC) Have put in a lot of bids. What does it take to win we are part of beta SAM.com. We are registered as a women-owned business and many others as well as small
Response	I'm not sure what projects you have bid and why you have not been awarded a project. Have you requested a debrief to identify why you were not awarded the project? That would allow you to identify the cause and address it before the next bid. Otherwise you could be making the same mistake within each bid.
Question	Thank you for taking time with us today. We really appreciate it. :-)
Response	We appreciate you.
Question	What is the secret to David Fisher's enthusiasm?
Response	I've known David for over 25 years. It comes natural for him and he is passionate about supporting our small business trade partners. RM- If he could bottle it, I would drink it up!
Question	How can I be notified of DBE, Vet. or Woman owned opportunities, as I am not one, but I team with them every day?
Response	You will have to visit the website and identify projects you are interested in. Contact the estimators or supplier diversity professional and together we can identify the right project that meet the capabilities and capacity of the business's you team with.
Question	We are MINORITY, WOMEN owned DBE, HUBZONE and we have been in business 5 years, do outsource any of your safety and/ or quality control/assurance? - Craft Safety Industries

Response	<p>There have been instances where we have outsourced those services. Very rare now because we have those services in house and the risk associated with those key components of building.</p> <p>RM – It is not the norm, but yes have. There are occasions where we have a new project that requires a specific certification that we cannot fill with our busy staff. Also, there may be a new project that you have a current relationship and relevant knowledge with the client that we would be interested in leveraging by using your staff.</p>
Question	We are a lighting supplier certified small business with the federal government on SAM.GOV, with the State of California and the City of Los Angeles. Who can we talk to get get involved in your projects? We are also an LBE with LAWA projects
Response	Great, connect with Michelle Keyser (mkeyser@henselphelps.com). She's your local HP Manager of Supplier Diversity.
Question	I am trying to register with you on Building Connected, it is (*) around the bonding. This does not apply to us but can be requested based on clients. I cannot submit my request to Hensel Phelps. Please advise.
Response	<p>Not sure what (*) means. Need clarity to answer this question. Generally, if you are a trade partner that supply and install a product, you will need to provide a bond if your contract is \$50,000 or greater. Please contact your POC or supplier diversity professional in the market you work to discuss your issue.</p> <p>RM- this field needs to be filled in with something. Maybe 0 or\$0 will work. Once you are in and the estimator reaches out to you, you can explain the answer.</p>
Question	Sorry, I have to go. Thank you for this live stream and your helpfulness. Looking forward to the opportunity to work together in the near future. ~Dawn Rhine, Facilitator of Construction Partnering
Response	Thank you.
Question	Gotta run now - BUT GREAT JOB Team H-P!!! Thanks!
Response	Thank you.
Question	Is the WMATA Headquarter project still on. I have reached out but not sure of the status.
Response	Yes, it is still on and currently in the design phase.
Question	If you have an established Building Connect account due you need to update or create another account.
Response	Only if you are interested in pursuing work in other markets.
Question	How can I be notified of DBE, Vet. or Woman owned opportunities, as I am not one, but I team with them every day?
Response	You will have to visit the website and identify projects you are interested in. Contact the estimators or supplier diversity professional and together we can identify the right project that meet the capabilities and capacity of the businesses you team with.
Question	Where is your office located in Nashville
Response	<p>Our office location in Nashville is as follows:</p> <p>1370 Murfreesboro Pike, Suite #7 Nashville, TN 37217</p>
Question	Thanks for having this! Much appreciated.
Response	Thank you
Question	Thank you for the time and information!

Response Thank you.