Welcome everyone.. ..We'll be starting shortly
Introduction to working with Hensel Phelps
Hensel Phelps

Hensel Phelps Website and Building Connected

Federal Websites and Certifications

Virtual Engagement and Matchmaking
Helping others learn and grow
Hensel Phelps Commitment
Hensel Phelps Commitment

- INTENTIONAL APPROACH
- TOP-DOWN COMMITMENT
- SUPPLIER DIVERSITY
Hensel Phelps Awards

SMALL BUSINESS INDUSTRY AWARDS

3. Small Business Administration Dwight D. Eisenhower Award for Excellence

7. ABC National Diversity Excellence Awards

1. Secretary of Defense Employer Support Freedom Award

1. Associated General Contractors Diversity & Inclusion Excellence Award
Supplier Diversity Resources
Brad Lewis  
Corporate Director of Supplier Diversity

James Harper  
Manager of Supplier Diversity (Southeast)

David Fisher  
Manager of Supplier Diversity (Mid Atlantic)

Rosemary Middleton  
Coordinator of Supplier Diversity (Western)

Michelle Keyser  
Manager of Supplier Diversity (Southern California)

Here to support the needs of Development, Construction, and Services
Becoming a Trade Partner
Building a Legacy, One Landmark at a Time

SEE HOW WE DO IT
Pre-Qualification Form
Pre-Qualifications

Interested in working with Hensel Phelps? Apply today using our online pre-qualification form.
Hello Michelle,
Welcome to BuildingConnected

What is the name of your company?

Find your company
Profile

PERSONAL INFO

Name: Michelle Garcia
Job Title: President
Work Phone: --
Cell Phone: --
Work Performed: Drywall
Profile Photo: --

Edit Profile

ABOUT PROFILES

Keep your profile information up to date so that people can easily find you on BuildingConnected.

Preview your complete profile »
Current Projects:

- Innovation + Annex - FBI RMACC Redstone Arsenal – Huntsville, AL
- Nashville Airport Terminal Lobby & IAF MNAA Project 1903 – Nashville, TN

Current and Upcoming Pursuits:

- Assembly Building - Courtland, AL (Pending Award)
- Hangar & Flight Equipment Building - Redstone Arsenal – Huntsville, AL (Hensel Phelps Bids July 2020)
- AMTC Phase 2 – Eglin AFB, FL (Hensel Phelps Bids August 2020)
- MATOC North (Various Projects) - ACOE Mobile, AL (Hensel Phelps Bids August 2020)
- MATOC South (Various Projects) - ACOE Mobile, AL (Hensel Phelps Bids August 2020)
- Hurricane Michael Re-build Zones 1-12 – Tyndall Air Force Base, FL (Hensel Phelps Bids 3rd Quarter 2020)

Points of Contact:

- Bryan Butcher – bb butcher@henselphelps.com
### Current Projects:
- DLA Phase II – Richmond, VA (POC SF)
- JEH WP#1 – Washington, DC (POC JH)
- PGCPS – Prince George County, MD (POC JH)
- ECB3 – Fort Meade, MD (POC SF)
- WMATA Bladensburg Bus Garage – Bladensburg, MD (POC SF)
- WMATA HRO – Prince George County, MD (POC SF)
- CMS Back to Campus – Woodlawn, MD (POC JH)
- NIH Temp Research Facility – Bethesda, MD (POC SF)
- Gravity Access Warehouse – Fort Meade, MD (POC SF)

### Current and Upcoming Pursuits:
- P719 Wargaming Center – Quantico, VA (POC JH)
- Aberdeen Building E330 – Aberdeen, MD (POC SF)
- P-3003 Consolidated Communication Center – Andrews AFB, MD (POC JH)
- P1800/P1801 Headquarters Projects – Camp Lejune, NC (POC JH)

### Points of Contact:
- SF – Sarah Forrest at sforrest@henselphelps.com
- JH – Justice Henecke at jhenecke@henselphelps.com
Pacific Northwest Opportunities

**Current and Upcoming Pursuits:**

- **Concourse C – New Power Center – Port of Seattle – Seattle, WA (Hensel Phelps Awaiting Award)**
- **Rainier Beach High School Replacement – Seattle Public Schools – Seattle, WA (Hensel Phelps Awaiting Award)**
- **VMC D&T Phase 3&4 Tenant Improvements – UW Medicine – Valley Medical Center – Seattle, WA (Hensel Phelps Awaiting Award)**
- **Lincoln High School Seismic Improvement & Theater Renovation – Seattle Public Schools – Seattle, WA (Hensel Phelps Awaiting Award)**
- **UW Autism Center Remodel – University of Washington – Seattle, WA (Hensel Phelps Awaiting Award)**
- **Hmc 8th Floor Burn Unit Renovations - University of Washington – Seattle, WA (Hensel Phelps Awaiting Award)**
- **King County Airport Sorting / Storage Facility – UPS - Seattle, WA (Hensel Phelps Bids July 2020)**
- **C1 Building Expansion Project – Port of Seattle - Seattle, WA (Hensel Phelps Bids August 2020)**
- **WSU Vancouver Stem Life Sciences Building – Washington State University – Vancouver, WA (Hensel Phelps Bids September 2020)**
- **Bellevue School District – Puesta Del Sol Elementary School Replacement – Bellevue, WA (Hensel Phelps Bids October 2020)**
- **Sumner Station Parking and Access Improvements – Sound Transit – Sumner, WA (Hensel Phelps Bids October 2020)**
- **Kent Station Parking and Access Improvements - Sound Transit – Kent, WA (Hensel Phelps Bids November 2020)**
- **Stride BRT North Maintenance Base - Sound Transit – Lynwood, WA (Hensel Phelps Bids November 2020)**
- **Future Harborview Patient Move – University of Washington - Seattle, WA (Hensel Phelps Bids November 2020)**
- **Sounder Maintenance Base – Sound Transit – Lakewood, WA (Hensel Phelps Bids December 2020)**
- **ASUW Shell House Renovation - University of Washington - Seattle, WA (Hensel Phelps Bids December 2020)**

**Points of Contact:**

- Brad Rundquist at brundquist@henselphelps.com
Plains Opportunities

Current Projects:
- DEN Great Hall Phase 2 – Denver, CO
- Salt Lake City Convention Center Hotel – (Finishes Package) - Salt Lake City, UT
- Youth Sports Complex - Windsor, CO
- Data Center Work - Wyoming

Current and Upcoming Pursuits:
- Colorado Convention Center Expansion (TBD)
- Hill AFB, UT – Ground Based Strategic Deterrent (GBSD) (TBD)
- USAF Cadet Field House Phase 2 - Colorado Springs, CO – (Hensel Phelps Bid July 2020)
- USAF Academy Cadet Perp Dorm – (Expected Q3 2020)
- Space Force Projects, Peterson and Schriever AFB, CO (TBD)

Points of Contact:
- Ryan Martorano at rmartorano@henselphelps.com
### Current Projects:

- South San Francisco Community Center Phase 2 (South San Francisco, CA) – Documents to be released around 7/15/2020
- Stanford Health Care – Valley Care Interventional Radiology and Diagnostic Imaging Renovation (Pleasanton, CA) – Bid date 6/18/2020
- Lawrence Livermore National Labs B341 Upgrades (Livermore, CA) – Bid date 6/19/2020
- Lawrence Livermore National Labs B225 – Drywall and Doors, Frames and Hardware Package (Livermore, CA) – Bid date 7/2/2020

### Current and Upcoming Pursuits:

- USGS Laboratory (Mountain View, CA) – RFP to be released late summer / early fall
- Lawrence Livermore National Labs – Various Projects (Livermore, CA) throughout the rest of the year
- Richards Boulevard Office Complex (Sacramento, CA) – Various Bid Packages through 2020 and 2021

### Points of Contact:

- Aamir Imam – aimam@henselphelps.com
• P-296 Ordnance Operations Administration (GU MACC) - NAVFAC Pacific (Hensel Phelps Bid September 2020)
• P-317 Combined EOD facility - NAVFAC Pacific (Hensel Phelps Bid October 2020)
• P-312 Distribution Warehouse & P-804 Central Issue Facility - NAVFAC Pacific (Hensel Phelps Bid December 2020)
• Construct Refueling Facility XRAY Wharf - NAVFAC Pacific (Hensel Phelps Bid December 2020)
• SOF Dry Combat Submersible Ops Facility - NAVFAC Pacific (Hensel Phelps Bid December 2020)
• Sinclair Library Student Commons – University of Hawaii (Hensel Phelps Bid December 2020)

• Mike Venezia at mvenezia@henselphelps.com
### Current Projects:

- Tucson Airport Authority Project Luxe (Tucson, AZ) – On hold by TAA due to COVID-19
- Yavapai County Detention Facility, Prescott, AZ

### Current and Upcoming Pursuits:

- LANL Maintenance MATOC Maintenance, Repair, and Construction (Los Alamos, NM) – Hensel Phelps Awaiting Bid Results

### Points of Contact:

- Jerry Boat – jboat@henselphelps.com
Southern California Opportunities

Current Projects:
- Airport Police Facility (LAX)
- City of Hope Orange County – Outpatient (Irvine, CA)
- Riverside Medical Center (Riverside, CA) TBD

Current and Upcoming Pursuits:
- China Lake Airfield Renovations (NAWS China Lake) - NAVFAC SW (Hensel Phelps Awaiting Award)
- P1090 MEF Consolidated Information Center (Camp Pendleton) - NAVFAC SW (Hensel Phelps Awaiting Award)
- Veterans Administration SCI / CLC (LA Jolla, CA) - USACE (Hensel Phelps Awaiting Award)

Points of Contact:
- Shawn Edwards – sedwards@henselphelps.com
Points of Contact

Pacific Northwest Office
SD – Brad Lewis
BLewis@henselphelps.com
Chief Estimator – Brad Runquist
BRunquist@henselphelps.com

Plains District
SD – Brad Lewis
BLewis@henselphelps.com
Chief Estimator – Ryan Martorano
RMartorano@henselphelps.com

Mid Atlantic District
SD – David Fisher
DFisher@henselphelps.com
Chief Estimator – Sarah J Forrest
SForrest@henselphelps.com

Pacific District
SD – Brad Lewis
BLewis@henselphelps.com
Chief Estimator – Mike Venezia
MVenezia@henselphelps.com

Western District
SD – Rosemary Middleton
RMiddleton@henselphelps.com
Chief Estimator – Jerry Boat
GBoat@henselphelps.com

Southeast District
SD – James Harper
JHarper@henselphelps.com
Chief Estimator – Bryan L. Butcher
Orlandoestimating@henselphelps.com

Northern California District
SD – Brad Lewis
BLewis@henselphelps.com
Chief Estimator – Aamir Imam
AImam@henselphelps.com

Southern California District
SD – Michelle Keyser
MKeyser@henselphelps.com
Chief Estimator – Shawn Edwards
SEdwards@henselphelps.com

Southwest District
SD – Brad Lewis
BLewis@henselphelps.com
Chief Estimator – Mark Clarke
MClarke@Hensel Phelps.com

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How Hensel Phelps uses beta.SAM.Gov

- Post as a prime bidder on federal opportunities
- Search entities by company name, DUNS, NAICS, zip code
  - Verification of SBE, WOSB, SDB, HUBZone, VOB, and SDVOSB status. Verify how we can count your participation
AAA CUSTOM CABINETS, INC.

Unique Entity ID (DUNS) 188719132
CAGE Code 075U8
Address 661 MIDDLEGATE RD
HENDERSON, NEVADA 89011-2609
UNITED STATES

Activation Date Apr 14, 2020
Expiration Date Apr 10, 2021
Purpose of Registration
All Awards
Debt Subject to Offset N
Representations and Certifications

FAR Report
Select Download FAR Report to review the Representations and Certifications for AAA CUSTOM CABINETS, INC.

Download FAR Report

FAR & DFARS Report
Select Download FAR & DFARS Report to review the Representations and Certifications for AAA CUSTOM CABINETS, INC.

Download FAR & DFARS Report
(c) Offerors must complete the following representations when the resulting contract is to be performed inside the United States or its outlying areas. Check all that apply.

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Name</th>
<th>NAICS Exception</th>
<th>Size Standard</th>
<th>Small Business?</th>
</tr>
</thead>
<tbody>
<tr>
<td>337212</td>
<td>Custom Architectural Woodwork and Millwork Manufacturing</td>
<td></td>
<td>500</td>
<td>Y</td>
</tr>
<tr>
<td>337215</td>
<td>Showcase, Partition, Shelving, and Locker Manufacturing</td>
<td></td>
<td>500</td>
<td>Y</td>
</tr>
</tbody>
</table>

Contracts that count toward goals must be for work within NAICS code that is qualified.
Verify

- is SBE
- is not VOB
- is not SDVOB
- is SDB
- is not WOSB
- is not HUBZone
How Hensel Phelps uses DSBS

- Hensel Phelps will find you here (Solicitation Efforts)
- Estimating and Supplier Diversity teams will find you here
https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

Search by
- Location
- Certification
- NAICS Code
- Company
- Etc.
## 214 Electricians!

<table>
<thead>
<tr>
<th>View</th>
<th>Name and Trade Name of Firm</th>
<th>Contact</th>
<th>Address and City, State Zip</th>
<th>Capabilities Narrative</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>BL ALVAREZ CONSTRUCTION, LLC</td>
<td>Renee ALVAREZ</td>
<td>408 KRAFT STR, C CLARKSVILLE, TN 37040-3608</td>
<td>Building Contractor, Design Builder, New Construction, Renovations, Commercial / Residential</td>
</tr>
<tr>
<td>2</td>
<td>Solar Energy, LLC</td>
<td>Aaron Roberts</td>
<td>7115 Sleepy Hollow Rd, Smyrna, TN 37076-2929</td>
<td>LED light bulb installation, lighting retrofit, energy audits, energy conservation, provides solar panels and installation</td>
</tr>
<tr>
<td>3</td>
<td>AOI Contractors LLC</td>
<td>Antonio Johnson</td>
<td>1820 Hwy New Rd, Memphis, TN 38133-1169</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>E.E. Landon</td>
<td>Susan G Landon</td>
<td>1026 County Rd, Nashville, TN 37205-2761</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Hampton, Willam Network Construction &amp; Janitorial Services</td>
<td>William S Hampton</td>
<td>14 W Mitchell Road, MEMPHIS, TN 38109-8229</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>Carroll’s Roofing &amp; Construction, LLC</td>
<td>Derrick Carroll</td>
<td>100 N Highway 70, SHILOH, TN 38002-4771</td>
<td>Providing the highest quality roofing systems and general construction services. Our team represents over 75 years and three generations of expertise in the construction industry, and we specialize in completing each project on schedule and within budget.</td>
</tr>
<tr>
<td>8</td>
<td>Carpwood, LLC</td>
<td>Carroll E Reynolds</td>
<td>520 Church St Ste 404, Nashville, TN 37214-2446</td>
<td>We provide janitorial services to commercial and government clients.</td>
</tr>
<tr>
<td>9</td>
<td>STROBE TECH, LLC</td>
<td>BELLY W WINCHESTER</td>
<td>18122 AURORA DR CLARKSVILLE, TN 37040-6053</td>
<td>We install, repair, and maintain lighting systems on tall structures (mainly high intensity strobe systems, medium intensity, and red lights).</td>
</tr>
<tr>
<td>10</td>
<td>Ice Technical Services</td>
<td>Cynthia Vanden Berg</td>
<td>505 Enon Springs Rd Ste 303, Smyrna, TN 37167-8442</td>
<td>Worldwide communications &amp; IT contractor specializing Federal Communications, Monitoring Engineering NEKROD, ERMS, ASIDE-3, Air transport security logistics and site preparation. ITTO CSA contractor</td>
</tr>
<tr>
<td>11</td>
<td>TRI-COMM SECURITY LLC</td>
<td>James E McKinney</td>
<td>317 Clearfield Rd, KNOXVILLE, TN 37922-2801</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>GRAHAM SERVICES, LLC</td>
<td>GREGORY C GRAHAM</td>
<td>1060 West Main Street, Smithville, TN 37166-2107</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>ALLIANCEWORKS DEVELOPMENT, LLC</td>
<td>Markise x Rogers</td>
<td>1232 Morningview Drive, Henderson, TN 38338-1238</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Skiers Critical Incorporated</td>
<td>Freda M Bennett</td>
<td>1044 Hwy 25 East, Bartlett, TN 38003</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>TITStar Digital Consulting, LLC</td>
<td>JOHN PERONA</td>
<td>110 Dick St Ste 204, Goodlettsville, TN 37072-2119</td>
<td>Consulting/designing/integration of video conferencing systems: audio-video systems; audio conferencing systems; dynamic digital signage systems; general sales of AV hardware</td>
</tr>
<tr>
<td>16</td>
<td>WEATHERFORD GROUP</td>
<td>James L</td>
<td>108 Yorktown Road</td>
<td></td>
</tr>
</tbody>
</table>

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Legal Structure:
Ownership and Self-Certifications:

LLC
Hispanic American, Other Minority Owned, Self-Certified Small Disadvantaged Business

Current Principals
1. Ron Alvarez, Owner
2. Renae Alvarez, Owner

"Business Development Servicing Office" (for certifications)
TENNESSEE DISTRICT OFFICE (SBA office code 0474)

8(a) Certification:
SBA 8(a) Case Number: 111691
SBA 8(a) Entrance Date: 02/03/2005
SBA 8(a) Exit Date: 02/03/2014

Small Disadvantaged Business Certification:
SDB Entrance Date: 02/03/2005
SDB Exit Date: 09/12/2016
Why register your business?
  • Hensel Phelps & other GCs will find you here

How do you use beta.SAM.gov?
  • To register your entity
  • Look for federal opportunities here
  • Set Aside Opportunities
How do you use the DSBS?

- Market your business with your certifications and your capabilities narrative
- You can see your competition/examples
Are you a small Business? Go Self-Certify if applies
• SB, SDB, WOSB, VOSB
Other Certifications

- Additional Documentation
  - 8a
  - HUBZone
  - Service-Disabled Veteran Owned Small Business
Find Your Local PTAC

- Local to Federal jump
- Find Your Local PTAC
  - Procurement Technical Assistance Centers (PTAC)
    - https://www.aptac-us.org/
- PTAC Resources
  - Local chapters
  - Certification help
  - Etc.
- How it benefits you
  - Other GCs can find you
  - Search for other opportunities
  - Etc.
▪ Search for Federal Opportunities
  • beta.SAM.Gov
    – FBO.gov (FedBizOps) has been moved to beta.SAM.gov and is known as Contract Opportunities

▪ Other Resources
  – Small Business Administration (SBA) https://sba.gov
  – Procurement Technical Assistance Centers (PTAC) https://www.aptac-us.org/
  – Small Business Development Centers (SBDC) https://americassbdc.org/
  – National Association of Minority Contractors (NAMC) https://namcnational.org/
  – Women’s Business Enterprise National Council (WBENC) https://www.wbenc.org/
Building the Relationship

- **Understand Cultures & Philosophies**
  - Self-Performing GC - “We are builders!”
  - Employee-owned
  - Corporate commitment

- **Establish Open Lines of Communication**
  - Team Effort
  - Proactive rather than reactive
  - Accountability & Persistence

- **Identify Meaningful Opportunities**
  - No “checked” box
  - Aligned with company vision & goals
  - It’s OK to say “NO”
Supplier Diversity Points of Contact

Brad Lewis
Blewis@henselphelps.com
Corporate Director of Supplier Diversity

James Harper
JHarper@henselphelps.com
Manager of Supplier Diversity (Southeast)

David Fisher
DFisher@henselphelps.com
Manager of Supplier Diversity (Mid Atlantic)

Rosemary Middleton
RMiddleton@henselphelps.com
Coordinator of Supplier Diversity (Western)

Michelle Keyser
MKeyser@henselphelps.com
Manager of Supplier Diversity (Southern California)
Key Engagement Take-Aways

- Open & honest communication is essential
- Engage early and often (Be a squeaky wheel, but not a wobbly shopping cart)
- Be proactive, not reactive!
- Ok to say “No”
Thank You