

# **PBC FD&O CAPITAL PROJECT PROCUREMENT AND DELIVERY**



*Before*



*After*

**PALM BEACH PARTNERS BUSINESS MATCHMAKERS  
CONFERENCE AND EXPO**

FRIDAY, OCTOBER 13, 2017

# **PBC FD&O**

## **CAPITAL PROJECT RESPONSIBILITY**

- **All BCC departments but for ERM, WUD, Airports and Engineering & Public Works**
- **PBSO**
- **15<sup>th</sup> Judicial Circuit**
- **State Attorney**
- **Public Defender**
- ➤ **Clerk & Comptroller** —
- **Tax Collector**
- **Property Appraiser**
- **Supervisor of Elections**



# PBC FD&O CAPITAL PROJECTS: A LOOK AHEAD

- 541 *planned* projects thru FY2019
- 999 *identified* projects thru FY2027
  - >\$1.2B capital expenditures over coming decade

**ONE-PENNY INFRASTRUCTURE SALES SURTAX  
AND  
GENERAL GOVERNMENT  
CAPITAL PROGRAM**

**Industry Workshop # 1**

**APRIL 12, 2017**

173 TOTAL ATTENDEES

**Industry Workshop # 2**

**JUNE 6, 2017**

86 TOTAL ATTENDEES

**Industry Workshop # 3**

**JULY 10, 2017**

65 TOTAL ATTENDEES

<http://www.onecountyonepenny.org/workshops.htm>

# PBC FD&O INITIATED CHANGES IN RESPONSE TO CONTRACTOR COMMENTS

- Electronic payment pilot program by County Clerk (direct deposits commencing October, 2017)
- New retainage general condition for **CMs and Contractors**
  - ✓ *Release of retainage for subcontractor labor, services or materials successfully completed/delivered may be requested in writing at any time*



# **PBC FD&O**

## **FUTURE INCORPORATION OF INDUSTRY SUGGESTIONS**

- SBE directory/database improvements
  - ✓ VSS commodity codes workshop by FD&O
  - ✓ Sorting and printing capability by OSBA and ISS
- Clerk exploring acceptance of electronic pay applications and signature
- Recommendation to amend Local Preference Ordinance from 5% to 10% when SBE not a factor

# **PBC FD&O PROJECT DELIVERY METHODS**

## **Design Professional Services (Consultant)**

- Continuing Professional Services
- Project Specific Professional Services

## **Construction Management (CM) Services**

- Continuing/Annual CM Contracts
- Project Specific CM Contracts

## **Construction Services**

- Bid Prime Contracts
- Job Order Contracting
- Multi-Step Bid Process (Qualification/ Annual)



# ANNUAL DESIGN PROFESSIONAL / CONSULTANT CONTRACTS

- Architectural (3)
- Asbestos (6)
- Environmental (3)
- MEP, HVAC, IAQ (3)

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- Property Development (2)
- Public Radio (1)

# CONSTRUCTION MANAGER (CM) SERVICES

- 3 CMs with annual contracts for small projects (under \$2M)
- Solicitation by request for proposals
- Scoring criteria may include price for construction manager services and is required for federally funded projects
- All *subcontracted* services are publically bid by CM pursuant to county procurement laws

# CONSTRUCTION SERVICES THRU ANNUAL TRADE CONTRACTS

- Asbestos Abatement (5)
- Electrical (7)
- Flooring (5)
- Roofing (7)
- HVAC (5)
- Job Order Contracting (4)
- Demolition (1)
- Low Voltage (12)
- Minor Construction (17)

# **PBC FD&O PROPOSED PROCUREMENT PLAN**

## **New Opportunities (FY17-FY19):**

- 3 CM contracts, \$1M - \$5M (EOC/4 Points/SOE, Glades, Federal)
- 4 project-specific CM solicitations, \$5M - \$7M
- 4 annual contracts (Painting/Weatherproofing, Playgrounds, PGD, Sports Lighting)

# RECENT PROCUREMENT CHANGES

- Continual Entry to first step of bid process (Qualification) for all annual construction contracts
- Point system changes for CM selections
  - ✓ Increase in SBE participation goal
  - ✓ Allocation of points for Small Business Enterprise (SBE) partner program
  - ✓ Volume of previous work points adjustment

# RECENT CHANGE: VENDOR SELF SERVICE SYSTEM (VSS)

## COUNTY CONSTRUCTION CONTRACTORS/CONSULTANTS/VENDORS:

\$\$ GET BUSINESS OPPORTUNITIES \$\$ EMAILED DIRECTLY TO YOU!

QUICK  
EASY  
EFFICIENT

**No more searching for County opportunities—  
County will email them directly to you!**



### WHAT DO YOU NEED TO DO TO RECEIVE EMAIL NOTIFICATIONS OF COUNTY SOLICITATIONS:

- 1** Activate your existing Vendor registration or register as a County Vendor by visiting: <https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>  
*(If you have already activated your vendor registration account or registered as a vendor, please use the link and proceed to Step 2.)*
- 2** Verify that your vendor account information is correct:
  - a. Legal Name of Vendor AND the Vendor's TIN Number
  - b. Vendor Address and Contact Information
  - c. Email address listed under contact information
    - Email address is very important to receive notifications of solicitations
- 3** Designate the commodity codes of the goods and/or services you provide.
  - ▶ This is very important, since the email notifications you receive are based upon the commodity codes you select
  - (See listing of the commodity codes most relevant to construction contractors and consultants on the reverse side of this sheet.)*
- 4** You must submit your most recent W-9.
  - This is required in order to be a vendor with Palm Beach County.

**FOUR EASY STEPS** and then you are always in the know about County business opportunities

➔ **Email alerts for construction business opportunities begin July 31, 2017!** So, update your vendor registration **NOW** to take advantage of this new resource. Email alerts for non-construction business opportunities are live now

### Still have questions?

- ▶ Email questions about Vendor Registration to: [pbcvendor@pbcgov.org](mailto:pbcvendor@pbcgov.org)
- ▶ Visit our "Vendor Registration Tutorial" at: <https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>
- ▶ If you are not the procurement/purchasing person for your company, please forward this information to the correct person at your company.

### COMMODITY CODES

Relevant to Construction Contractors and Design Consultants

#### Why are commodity codes important?

When you register as a County Vendor (or update your existing registration), you will be asked to select the commodity codes that best describe the goods and/or services you provide. This is very important since the email notifications you receive about County business opportunities are based upon the commodity codes you select.

#### General Commodity Codes relevant to construction contractors and design professionals:

906 00	Architectural Services, Professional
907 00	Architectural And Engineering Services, Non-Professional
909 00	Building Construction Services, New (Incl. Maintenance And Repair Services)
910 00	Building Maintenance, Installation And Repair Services
912 00	Construction Services, General (Incl. Maintenance And Repair Services)
913 00	Construction Services, Heavy (Incl. Maintenance And Repair Services)
918 00	Consulting Services
925 00	Engineering Services, Professional
926 00	Environmental And Ecological Services
929 00	Equipment Maintenance And Repair Services For Agricultural, Construction, Heavy Industrial, Material
946 00	Financial Services
958 00	Management Services
961 00	Miscellaneous Services, No. 1 (Not Otherwise Classified)
962 00	Miscellaneous Services, No. 2 (Not Otherwise Classified)
971 00	Real Property Rental Or Lease
998 00	Sale Of Surplus And Obsolete Item



**PALM BEACH COUNTY**  
**One-Penny Infrastructure Sales Surtax and General Government Capital Program**

### Internet Resources

**OFFICIAL PROGRAM WEBSITE**  
<http://onecountyonepenny.org/pbc.htm>

**BUSINESS OPPORTUNITIES\***  
<http://discover.pbcgov.org/BusinessOpportunities/Pages/default.aspx>

**VENDOR REGISTRATION**  
<https://pbcvssp.co.palm-beach.fl.us/webapp/vssp/AltSelfService>

**OFFICE OF SMALL BUSINESS ASSISTANCE (OSBA)**  
<http://discover.pbcgov.org/osba/Pages/default.aspx>

### Contacts

**Program Administration**  
Audrey Wolf, Director, FD&O 233-0204, [awolf@pbcgov.org](mailto:awolf@pbcgov.org)  
Eric McClellan, Director, FD&O Strategic Planning 233-0253, [emcclellan@pbcgov.org](mailto:emcclellan@pbcgov.org)

**Capital Project Implementation**  
John Chesher, Director, FD&O Capital Improvements 233-0266, [jchesher@pbcgov.org](mailto:jchesher@pbcgov.org)

**Procurement/Public Outreach**  
Brenda Znachko, FD&O Business and Community Agreement Mgr. 233-0220, [bmachko@pbcgov.org](mailto:bmachko@pbcgov.org)

**Jacobs Project Management Co.**  
Jonathan Jordan, CCM, Principal/Sr. Project Mgr. (954) 668-8840, [jonathan.jordan@jacobs.com](mailto:jonathan.jordan@jacobs.com)

**OSBA**  
Tonya Davis Johnson, Director 616-6840, [tjohnson@pbcgov.org](mailto:tjohnson@pbcgov.org)

**Vendor Self Service System (VSS)**  
Amanda Ray, FD&O Procurement and Stores Manager 233-2014, [aray@pbcgov.org](mailto:aray@pbcgov.org)

\*Also advertised in the Palm Beach Post each Sunday, as well as on cable Channel 20.



Palm Beach County Board of County Commissioners  
Facilities Development & Operations  
2633 Vista Parkway  
West Palm Beach, FL 33411

# PBC FD&O RESOURCES FOR CONTRACTORS

- FD&O Single Point of Contact
  - ✓ Match contractors with upcoming FD&O opportunities
  - ✓ Develop a welcome orientation session for new SBEs, contractors and consultants
  - ✓ Assistance utilizing available County tools
  - ✓ Conduct VSS workshop(s)
  - ✓ Create a contractor outreach and resource web site



# FUTURE FD&O OUTREACH EFFORTS

- Single topic workshops
  - ✓ Using commodity codes and VSS as a business development tool
  - ✓ Criminal History Records Check
  - ✓ Bond Waiver Program
  - ✓ Incentive Programs
  - ✓ Sales Tax Recovery Program

# FUTURE FD&O OUTREACH EFFORTS (CONT.)

- Guest speakers at industry forums
- Project specific matchmaking
- Participation in OSBA's annual Palm Beach Partners Business Matchmaker Conference and Expo
- Other measures and efforts welcome!

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