SF Small Business Summit

LOCAL BUSINESS ENTERPRISE (LBE) OPPORTUNITIES WITH PRIMES

SWINERTON, NIBBI, WEST YOST
Swinerton Subcontracting Opportunities
AGENDA

1. SWINERTON HIGHLIGHTS
2. PREQUALIFICATION
3. OUTREACH GOALS
4. PROJECT REQUIREMENTS
5. OPPORTUNITIES
SWINERTON HIGHLIGHTS
TARGET MARKETS

- Aviation
- Parking Structures
- Multi-Family Residential
- Gaming
- Healthcare
- Adaptive Re-Use
- Hospitality
- Life Science
- Office
- Higher Education
- Tenant Improvement
- Education K-14
Any Subcontractor working for Swinerton, or interested in working for Swinerton, must be prequalified in order to be awarded a contract.

• Prequal application is submitted online
• Supporting documents submitted via electronic upload
• New Subcontractors: Use link on our website to access application
• Renewing Subcontractors: Email subcontractorprequal@swinerton.com for a unique link and password
• All subcontractors must renew annually to keep prequalification status active
PREQUAL

FINANCIAL
Income Statement, Balance Sheet, Line of Credit Letter

CONTRACTOR’S LICENSE
California

INSURANCE
General Liability, Worker’s Compensation

Form W-9

BONDING
Letter of Bondability

SAFETY
EMR, OSHA Forms

CERTIFICATIONS – LBE, SBE, MBE, WBE, DVBE, etc.
• Master Subcontractor Agreement (MSA) Streamlines & Simplifies process of getting to Contract, Easier and Faster via Work Order (WO)

• One MSA, Eligible for All Swinerton Projects and In All Regions / States, through Multiple Work Orders

• MSA Good for 5 years

• Sample MSA & WO + Attachments: https://swinerton.com/subcontractors/subcontract-sample-agreements/
USEFUL LINKS
CMiC CollabCenter
Podcasts
Press Contacts
Subcontractors
Swinerton Internal
Verification of Employments (VOE)

FROM OUR BLOG
Swinerton Announces New Downtown Honolulu Address to Accommodate Growth and Expansion
Swinerton’s New LA Office Maximizes Special Projects Expertise
Concrete Contractor Unveils New Brand, New Services
Daniel Camin Promoted to Special Projects Division Orange County & Los Angeles Operations Manager

GET IN TOUCH
First Name
Last Name
Company
Email
Subject
Your message...

CAPTCHA
I’m not a robot

Send
Welcome Swinerton Partners! This portion of our website is designed to facilitate information sharing between Swinerton and our subcontractor community.

These links are intended to assist our subcontractors in finding detailed information on prequalification, our current bids, and downloads of common forms you will need for your projects.

If you have any questions please feel free to contact us: subcontractorprequal@swinerton.com

- CURRENT BID OPPORTUNITIES
- SUBCONTRACT SAMPLE AGREEMENTS
- SUBCONTRACTOR PREQUALIFICATION
- CONTRACTOR CONTROLLED INSURANCE PROGRAMS
- SWINERTON LABOR AGREEMENTS
- BIM 360 TRAINING FOR SUBCONTRACTORS
VENDOR DIVERSITY PROGRAM
It is the project’s intent to **MAXIMIZE** certified business participation

**Certifications Desires:**
- Local Business Enterprise (LBE)
- Minority Business Enterprise (MBE)
- Women Business Enterprise (WBE)
- Disadvantaged Business Enterprise (DBE)
- Disabled Veteran Business Enterprise (DVBE)
- Small Business Enterprise (SBE)
- Other Business Enterprise (OBE)
DIVERSITY OUTREACH

Swinerton believes that a strong workforce is one that is diverse and inclusive, and we know that developing teams that are diverse in experience, background, and thought has kept us on the leading edge of innovation for decades. We are committed to Fair Employment Practices, and Swinerton provides Equal Employment Opportunities for minorities, females, veterans, people with disabilities, and disabled veterans.

CORPORATE COMMITMENT
Swinerton is strongly committed to promoting and increasing participation of small, minority, women, veteran, and disabled veteran business enterprises in all of their purchasing and contract business.

Our goal to award at least 20% of subcontracting and supplier volume to these valued partners is proudly maintained across all divisions.

BENEFITS
Helps Firms Achieve Long-term Success
Enhance Competition
Provide Real Opportunity
**Community**

Community involvement is key to a successful outreach effort. Swinerton values open honest communication and will seek feedback from the community on what works as well as ways to better serve them. By engaging the community early and often through project specific outreach events and participation in community meetings and events, we strengthen our overall Inclusionary efforts.

**Education**

Swinerton provides technical assistance and education to inclusive businesses. Developing and strengthening the skills and abilities of inclusive businesses helps businesses build capacity. Our support and mentoring programs help ensure the continued success of these firms, well beyond the duration of the current project.

**Opportunity**

Swinerton structures bid packages in a way that maximizes inclusive business participation. We provide opportunities that are realistic and accessible to these businesses. Creating the right opportunities will open the door for inclusive businesses to be successfully utilized.

**Resources**

Swinerton provides inclusive businesses with the resources needed to achieve success. From prequalification to bonding and financial assistance, we are there every step of the way to support our inclusive business partners.

**Commitment**

The commitment to utilizing inclusive businesses runs throughout Swinerton. This commitment is not a “box to be checked” but rather a mentality adopted by every member of our team. Together we can make an impact and ensure we are stimulating our inclusive business communities.
PROJECT
REQUESTS
Billing

• **TEXTURA**
  - Internet-based construction invoicing and payment
  - Subcontractors can electronically sign/submit their pay apps
  - Payments are made electronically via Automated Clearing House
  - Offers complete visibility throughout the draw process and notifies user of critical events
  - Web-based, no software to install
  - Free training & support

• **WHAT DOES IT COST?**
  - 0.22% of contract value
  - Minimum - $50
  - Maximum - $2,500
  - Sub-tier subcontractors - $100
Safety

- **SWINERTON HAS A HIGH LEVEL OF SAFETY STANDARDS**
- Require an EMR of 1.25 or less
- Make safety TOP priority
- We plan to have **ZERO incidents** on our projects
- All site safety requirements must be completed within 10 days of Notice of Award
- A checklist of site specific safety requirements will be sent out with notice of award
OPPORTUNITIES
SUNNYDALE HUB

PROJECTED START: SUMMER 2022

MARKET: CIVIC, EDUCATION, MASS TIMBER

BID DATE: SEPT/OCT 2021
PROJECTED START: NOW
MARKET: AFFORDABLE HOUSING,
MULTI FAMILY HOUSING
BID DATE: SEPT 2021 (BID GRP 5)
DUBLIN PARKING GARAGE

PROJECTED START: JAN 2022
MARKET: PARKING STRUCTURE,
HARD BID – BEST VALUE
BID DATE: AUG/SEPT 2021
TECHNOLOGY
CLIENT, SOUTH BAY

PROJECTED START: ONGOING
MARKET: TENANT
IMPROVEMENT, OFFICE, SITE & CIVIL
BID DATE: BUY-OUT ON-GOING
TRANSBAY BAY
BLOCK 2

PROJECTED START: FALL 2023
MARKET: AFFORDABLE HOUSING,
MULTI FAMILY HOUSING, MASS
TIMBER
BID DATE: BUDGETING
THANK YOU

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www.swinerton.com
AGENDA

• Nibbi Brothers General Contractors Introduction and Overview
• Prequalification Process
• Upcoming Bids and Projects
Introduction & Overview
INTRODUCTION

Nibbi has been constructing technically complex, iconic structures in the San Francisco Bay Area since 1950.

- 300+ full-time employees
- 2019 revenue: $350M / 2020 revenue: 414.5M
- Project size up to $150M
- ENR Top 400 Contractor
Our mission is to serve our clients and community by building safely with integrity, innovation and quality. To fulfill this mission, we actively encourage the following core values:

**CORE VALUES**

- Safety
- Honesty & Integrity
- Client Focus
- Social Responsibility
- Financial Stability
- Opportunity
- Family Culture
Nibbi strives to maximize opportunities for local, small, minority-owned, and woman-owned business participation on all of our projects.

We work regularly with a number SLBE/LBE/MBE/WBEs and are always looking for new contractors to partner with.

Some of the trades that we work with include: Trucking, Security, Final Clean, Drywall, Electrical, Fire Protection, and more.
CORE MARKETS

- COMMERCIAL
- CIVIC
- COMMUNITY BASED/EDUCATION
- MULTI FAMILY / STUDENT HOUSING
- SEISMIC/HISTORIC
- HOSPITALITY
- STRUCTURAL CONCRETE
- WATERFRONT
Prequalification Process
**PREQUALIFICATION PROCESS**

**Step 1:**
Any Subcontractor conducting labor over $350k on a project for Nibbi Brothers, or interested in working for Nibbi Brothers, must be prequalified in order to be awarded a contract.

**Step 2:**
Prequal application is submitted online via TradeTapp by Building Connected.

**Step 3:**
Supporting documentation submitted via electronic upload.

**Step 4:**
All subcontractors must renew their Safety and Financials annually to keep prequalification status active.
PREQUALIFICATION PROCESS

- Financials
- CA Contractor’s License
- Insurance
- Form W-9
- Bonding
- Safety
- Certifications

For questions about prequalifying with Nibbi Brothers, please contact Jacqueline Leiva, Precon & Estimating Coordinator, via email, JacquelineL@nibbi.com
Upcoming Bids & Projects
UPCOMING BIDS & PROJECTS

Treasure Island C3.1

Project Start: March 2022
Project Bid: November 2021
UPCOMING BIDS & PROJECTS

Sunnydale Blocks 3A & 3B

Project Start: June 2022
Project Bid: February 2022
UPCOMING BIDS & PROJECTS

Hunter's View Block 14

Project Start: June 2022
Project Bid: February 2022
UPCOMING BIDS & PROJECTS

Hunter's View Block 17

Project Start: June 2022
Project Bid: February 2022
UPCOMING BIDS & PROJECTS

Hunter's Point Shipyard, Block 56

Project Start: July 2022
Project Bid: April 2022
UPCOMING BIDS & PROJECTS

Hunter’s Point Shipyard, Blocks 52 & 54

Project Start: October 2022
Project Bid: May 2022
UPCOMING BIDS & PROJECTS

4200 Geary

Project Start: August 2022
Project Bid: May 2022
Mission Bay Block 9A

Project Start: May 2022
Project Bid: November 2021
Q & A

James Dees jamesd@Nibbi.com
benefits of small businesses pursuing City contracts as prime proposers or subconsultants.

Les Chau
Manager: Contracts, Projects, Business Development
1. Certified LBE – Expectations from the City and Business Partners

2. Primer on contract opportunities published by City and other resources;

3. The importance of relationships with partner businesses (teaming) and City staff;

4. Understanding the procurement processes in various City divisions;

5. The importance of business strategy, branding, and positioning;

6. The importance of developing a winning strategy for each business pursuit;

7. Careful analysis of RFQs and/or RFPs for responsiveness and a smart decision process on bid or no-bid; and

8. How to develop and tailor qualifications to respond to RFQs and teaming requests.
CONTRACTING OPPORTUNITIES
WITH THE SAN FRANCISCO PUBLIC UTILITIES COMMISSION

UPDATED: 8/2/21

Contractors Assistance Center