

School Improvement Bond Committee  
Meeting  
Thursday, October 29, 2020 4:30 PM

Virtual

## **Agenda**

1. 4:30 pm - Introductions, Acknowledgement of Previous Meeting Minutes, and Public Comment

\*To sign-up for public comment email  
PublicComment@pps.net  
or call Kara Bradshaw at  
503-916-3906

2. 4:40 pm - Business Equity Overview - 30 min.
3. 5:10 pm - 2020 Bond Execution Plan Overview - 20 min.
4. 5:30 pm - Committee Discussion - 30 min.
  - 4.(a) Appointment of New Bond Accountability Committee (BAC) Members and Chair
  - 4.(b) Process to Restructure Bond Accountability Committee (BAC) reporting
5. 6:00 pm - Adjourn



## CERTIFIED BUSINESS PRECONSTRUCTION

- Certified Business Plan
  - Established early target goal of 18% certified business utilization based upon a \$100M GMP
  - Plan established and approved by PPS during design development

### Target at time of RFP (April 2018):

Original RFP Forecast	Targeted Participation
\$100,000,000	\$17,327,306
Targeted Participation	18%

### Procurement Plan Target (October 2018):

Procurement Plan Target	Targeted Participation
\$151,500,000	\$26,719,958
Targeted Participation	18%

### Scope package procurement approach from certified business plan:

Madison High School Subcontractor Scope Packages						Solicitation Method		Procurement Method				
Scope Package	Scope Description	Approx \$ Value	Targeted CB \$ Range		Targeted CB % Range		Informal	Formal	Direct Award	Request for Proposal	Best Value	Traditional Low Bid
1.30	Surveying	\$ 60,000	\$ 39,299	\$ 45,194	50%	58%		X				X
1.50	Site/Safety Support Services	\$ 750,000	\$ 196,496	\$ 225,970	20%	23%		X				X
1.70	Final Clean - New Construction	\$ 150,000	\$ 117,898	\$ 135,582	60%	69%		X			X	
1.71	Final Clean - Renovation	\$ 100,000	\$ 78,598	\$ 90,388	60%	69%		X			X	
2.40	Building Demolition/Abatement/Sawcutting	\$ 2,000,000	\$ 261,995	\$ 301,294	10%	12%		X		X		
2.41	Soft Demolition/Abatement - SW Wing	\$ 2,500,000	\$ 327,493	\$ 376,617	10%	12%		X		X		
2.42	Soft Demolition/Abatement - N and SW Wings	\$ 1,500,000	\$ 1,964,960	\$ 1,964,960	100%	100%	X	X	X			
3.30	Structural Concrete and Rebar	\$ 7,500,000	\$ 1,964,960	\$ 2,259,704	20%	23%		X		X		
3.33	Shoring/Shotcrete	\$ 350,000	\$ 91,698	\$ 105,453	20%	23%		X		X		
4.20	Masonry - Structural CMU and Rebar	\$ 1,000,000	\$ 130,997	\$ 150,647	10%	12%		X				X
4.21	Masonry - Brick Veneer	\$ 1,500,000	\$ 196,496	\$ 225,970	10%	12%		X				X
5.10	Structural & Misc. Steel	\$ 6,125,000	\$ 1,203,538	\$ 1,384,068	15%	17%		X		X		
5.12	Fiber Reinforced Assemblies	\$ 1,500,000	\$ 98,248	\$ 112,985	5%	6%		X		X		
6.40	Finish Carpentry	\$ 1,700,000	\$ 111,348	\$ 128,050	5%	6%		X				X
7.10	Waterproofing/Damproofing/Expansion Joints	\$ 550,000	\$ 144,097	\$ 165,712	20%	23%		X			X	
7.50	Roofing - New Construction	\$ 2,000,000	\$ 130,997	\$ 150,647	5%	6%		X				X
7.51	Roofing - Renovation	\$ 1,200,000	\$ 78,598	\$ 90,388	5%	6%		X				X
7.52	Roof Accessories	\$ 45,000	\$ -	\$ -	0%	0%		X				X
7.60	Metal Paneling and Flashings	\$ 1,500,000	\$ 98,248	\$ 112,985	5%	6%		X		X		
8.10	Doors, Frames and Hardware	\$ 1,850,000	\$ 605,863	\$ 696,742	25%	29%		X			X	
8.30	Specialty Doors	\$ 425,000	\$ -	\$ -	0%	0%		X				X
8.34	Folding/Operable Partitions	\$ 200,000	\$ -	\$ -	0%	0%		X				X
8.40	Exterior Glass	\$ 4,000,000	\$ 261,995	\$ 301,294	5%	6%		X		X		
8.41	Interior Glass	\$ 350,000	\$ 45,849	\$ 52,726	10%	12%		X			X	
8.60	Skylights	\$ 330,000	\$ -	\$ -	0%	0%		X				X
9.20	Exterior Framing/Sheathing	\$ 2,300,000	\$ 602,588	\$ 692,976	20%	23%		X		X		
9.22	Interior Framing/Drywall/Ceilings - New Construct	\$ 4,000,000	\$ 1,047,978	\$ 1,205,175	20%	23%		X		X		
9.23	Interior Framing/Drywall/Ceilings - Renovation	\$ 2,800,000	\$ 1,283,774	\$ 1,476,340	35%	40%		X			X	



## Outreach Events

### CERTIFIED BUSINESS PRECONSTRUCTION

- What was the outreach plan?
  - Trade Shows
  - Engage certified business organizations to discuss the project.
  - Research local certified business marketplace
  - Work with prime subcontractors to engage tier certified businesses
- What was done for outreach?
  - Attended 14 outreach events
  - Contracted with Group AGB to utilize his network of certified firms and attend networking/outreach events

<u>Event</u>	<u>Date</u>	<u>Activity</u>	<u>Flyer Used</u>
OAME Annual Trade Show	May 10, 2018	PPS booth, meet/greet vendors	Yes
PBDG Monthly Meeting	September 19, 2018	Overview project/ bidding opportunities	Yes
Fortis Subcontractor Open House @ MHS	October 29, 2018	Presentation on project, bidding opportunities and strategy (by Natasha Carroll, Blain Grover) <sup>3</sup>	Yes
Growing Portland Open House	October 30, 2018	Overview project/ bidding opportunities	Yes
PBDG Monthly Meeting	November 14, 2018	Presentation on project, bidding opportunities and strategy (by Andre Baugh, Natasha Carroll, Blain Grover)	Yes
“Meet the Primes” OAME event	November 16, 2018	Overview project/ bidding opportunities	Yes
PBDG Monthly Meeting	January 16, 2019	Overview project/ bidding opportunities	Yes
OAME Coffee & Issues	January 25, 2019	Overview project/ bidding opportunities	Yes
BestHQ Executive Briefing	January 29, 2019	Overview project/ bidding opportunities	Yes
Tet Lunar Festival	February 2, 2019	PPS/Opsis/Fortis booth, project overview	Yes
OAME Coffee & Issues	February 22, 2019	Overview project/ bidding opportunities	Yes
PBDG Monthly Meeting	March 20, 2019	Overview project/ bidding opportunities	Yes
OAME Coffee & Issues	March 29, 2019	Overview project/ bidding opportunities	Yes
OAME Annual Trade Show	May 10, 2019	Fortis booth, meet/greet vendors	Yes



## CERTIFIED BUSINESS - PRECONSTRUCTION

- Bid Packages
  - What was the plan?
    - Breakdown large bid packages.
    - Focus on 2<sup>nd</sup> tier participation.
    - Hold bid package open houses.
    - Phone call campaign during bidding period.
  - What actually happened?
    - A total of 58 scope packages were created where a typical project of this type would have around 40.
    - Fortis procured major large trade scope package utilizing an RFP process where one of the requirements was to provide certified business participation within scopes. This has been implemented .
    - Phone call campaign took place for each bid package.

### Best Value Scorecard Example for Early Solicitation:

No.	Category	Points Available	Points Awarded	Scoring Criteria
1	Cost	60		The lowest bonafide bid shall receive 60pts. Other proposers shall receive 60pts less one (1) pt for each 1% deviation from the lowest responsive bid.
2	CB Participation	15		Maximum points if percentage of certified business work is greater than or equal to 50% for your scope of work
3	Safety Record	10		Maximum points awarded if average EMR is for the last three years is <= 1.00, recordable incident rate is <= 7.00, and lost time rate <= 3.50.
4	Key Personnel	5		Key team members must have at least two (2) similar projects to receive maximum points.
5	Similar Project Experience	10		Subcontractors must have at least (3) projects of equal or greater contract volume and similar project type to be awarded maximum points.
	<b>Totals</b>	<b>100</b>		



## Procurement Plan Target Highlights

### **CERTIFIED BUSINESS – Current Results**

- Bid Packages
  - What actually happened?
    - A total of 131 bids received for the project
    - A total of 15 bids received from certified businesses
  
- Current Certified Business Utilization
  - Currently at 11.92% of projected GMP

Major Trade Targets	Targeted Participation	Current Projected Participation
Demolition / Abatement	\$2,554,448	\$2,782,841
Structural Concrete / Rebar	\$1,964,960	\$1,977,359
Structural Steel	\$1,203,538	\$879,146
Framing / Sheathing / Drywall	\$2,331,752	\$1,500,000
Plumbing / HVAC	\$3,600,000	\$2,534,094
Electrical	\$2,600,000	\$3,058,037
Doors / Frames / Hardware	\$605,863	\$1,395,725
Painting	\$1,414,771	\$942,464
Site Utilites / Sitework	\$1,833,962	\$619,910
Site Concrete	\$1,309,973	\$1,957,035
<b>TOTALS</b>	<b>\$19,419,267</b>	<b>\$17,646,611</b>

### Current Participation based on current GMP (June 2020):

Current GMP Forecast	Projected Participation
\$168,664,007	\$20,110,450
<b>Current Participation</b>	<b>11.92%</b>



## IMPLEMENTATION

- Opportunities Not Realized
  - Apollo - Samsung VRF system not selected (\$1M)
  - Apollo – Plumbing trade partner (\$973,000)
  - Northstar - Demolition 2<sup>nd</sup> tier trucking lost due to value engineering (\$200K)
  - Whitaker Ellis – Shotcrete tier subcontractor (\$600K)
  - L&M Steel Fab – Schedule constraints impacted participation.
  - EC Company – A/V subcontractor (\$200K)
- Areas of Success
  - Fortis was able to award the full doors/frames/hardware package to a certified firm essentially doubling initial forecasted participation
  - EC Company has increased participation by \$1.2M
  - Konell has increased participation by \$300K
  - PMG – Only direct award subcontractor. There were challenges out of the gate but our teams worked together closely to resolve and PMG completed their scope on schedule

school improvement bond committee

10.29.2020

# agenda

## **Introductions**

## **Public Comment**

## **Business Equity**

- Policy Overview
- Data
- Current Efforts
- Feedback

## **Bond Execution Plan**

## **Committee Discussion**

**Policy - 8.50.095-P**

On July 16, 2012 the PPS Board of Education adopted the Equity in Public Purchasing and Contracting Policy.

The EPPC Policy has three primary goals:



- **Business Equity: Provide greater professional, supplier, construction, and personal service opportunities to minority-owned businesses, women-owned businesses, service-disabled veteran-owned businesses, and emerging small businesses.**
- Workforce Equity: Increase the numbers of women and minorities in the construction trades through apprenticeship opportunities on District construction contracts.
- Career Learning Equity: Leverage our public contracting activity to expand the number of young people of color and young women participating in a wide variety of career learning programs.

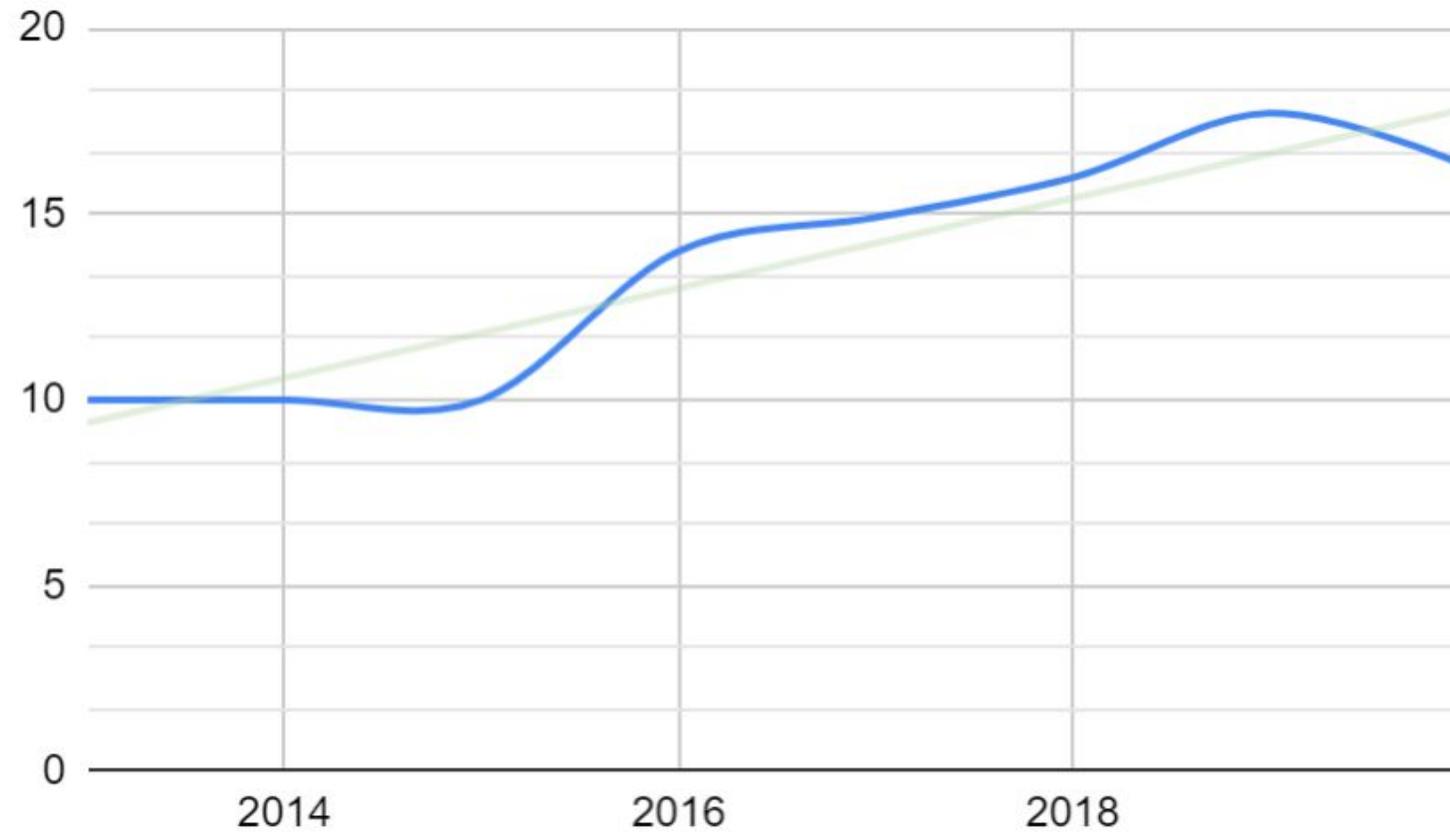
**Business Equity Administrative Directive - 8.50.096-AD**

An aspirational goal of 18% for the participation of Minority-Owned Businesses (MBE), Women-Owned Businesses (WBE), Emerging Small Businesses (ESB), and/or ServiceDisabled Veteran Businesses (SDV) (“Certified Businesses”)\* in construction, architecture, engineering, and related services.

- This means that we want to see 18% or more of our construction, architecture, and engineering dollars going to Certified Businesses, whether they are prime contractors or subcontractors.
- Data based on invoices paid to date (B2G software).
- Annual Reporting - FY 2019-20 Equity in Public Purchasing and Contracting Update

business equity

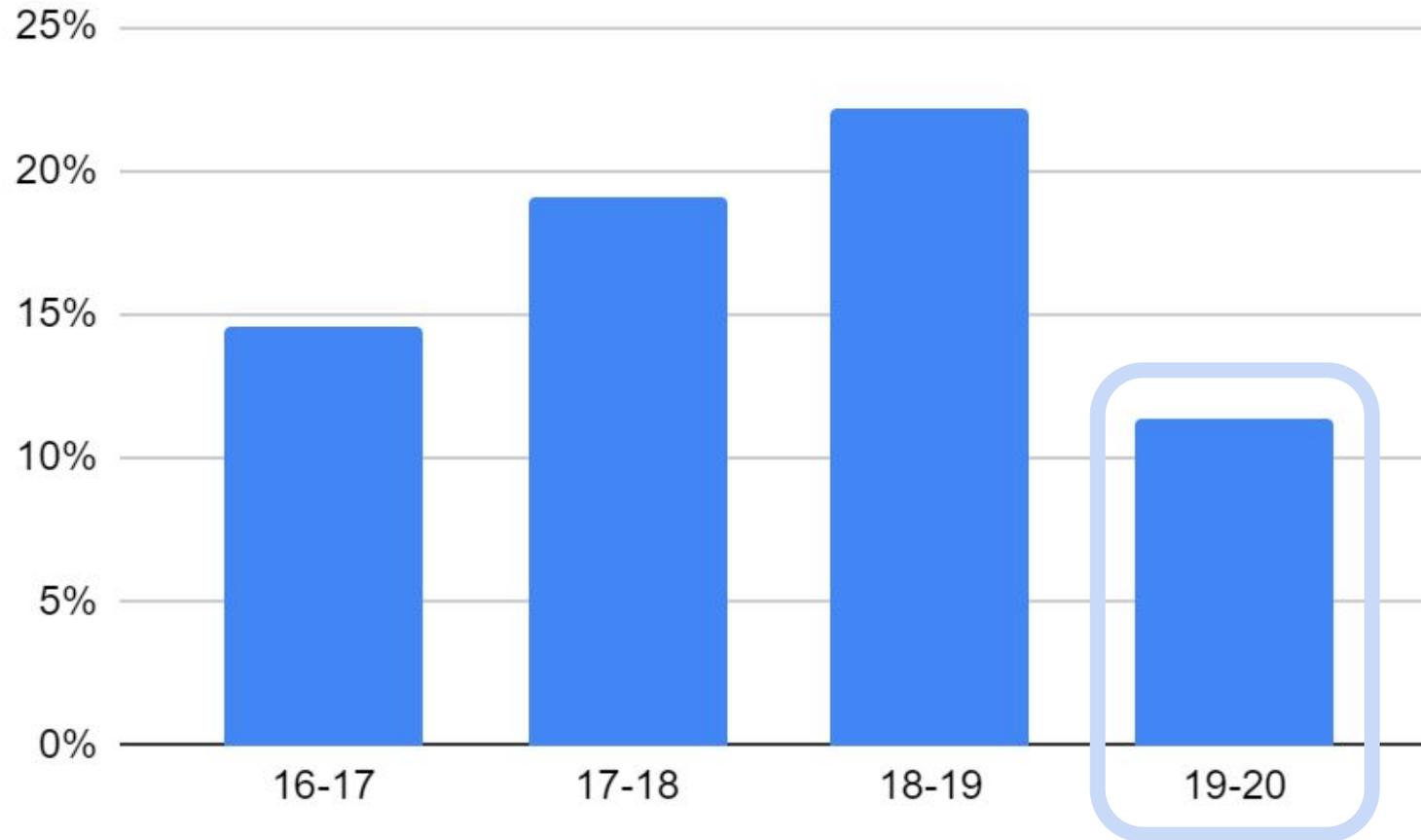
data



cumulative amounts

business equity

data



annual amounts

business equity

data

A notable bright spot

- direct appointments
  - staff has the most ability to influence contractor award
  - No Competition (direct negotiation, emergency, or exempt)
  - 37% since 2016

A noted challenge

- “hard bid” contract awards
  - staff has the least ability to influence contractor award
  - lowest responsive, responsible contractor is awarded

## business equity

## current efforts

### **Purchasing & Contracting**

### **OSM**

### **Contractor**



- Equity in Contracting Advisory Committee
- Trade shows, open houses, OAME
- Minority contracting publications advertisements
- Verify inclusion of business equity criteria in RFPs
- Verify that PMs seek quotes from at least one certified firm in each quote process

- Proposal Criteria
- Direct Appointments
- BAC focus
- Performance Audit Focus

- Outreach events
- Participation in trade shows, open houses, OAME
- Partnerships & Joint Ventures
- Bid packages (smaller; targeted)
- RFP and Best Value selection
- Mentorship and education

business equity

current efforts

### **Equity in Contracting Advisory Committee**

The Equity in Contracting Advisory Committee was established in 2015 and meets quarterly. Its members include minority-owned, women-owned, and emerging small business owners and advocates as well as PPS staff. The mission of the Advisory Committee is to provide a forum for the discussion of small business challenges and opportunities in contracting with PPS. The Advisory Committee identifies contracting barriers and makes recommendations to increase contracting equity District-wide.

Mark Matthews - Pacificmark Construction

- General Contractor
- Lincoln High School Modernization

business equity

feedback

Committee discussion.

## bond execution plan

**If the capital bond passes on Nov 3, staff will:**

- Finalize the **2020 Bond Execution Plan**
- Stand up the financial systems to manage all projects and funds
- Recruit, hire and train staff to carry out the work

# bond execution plan

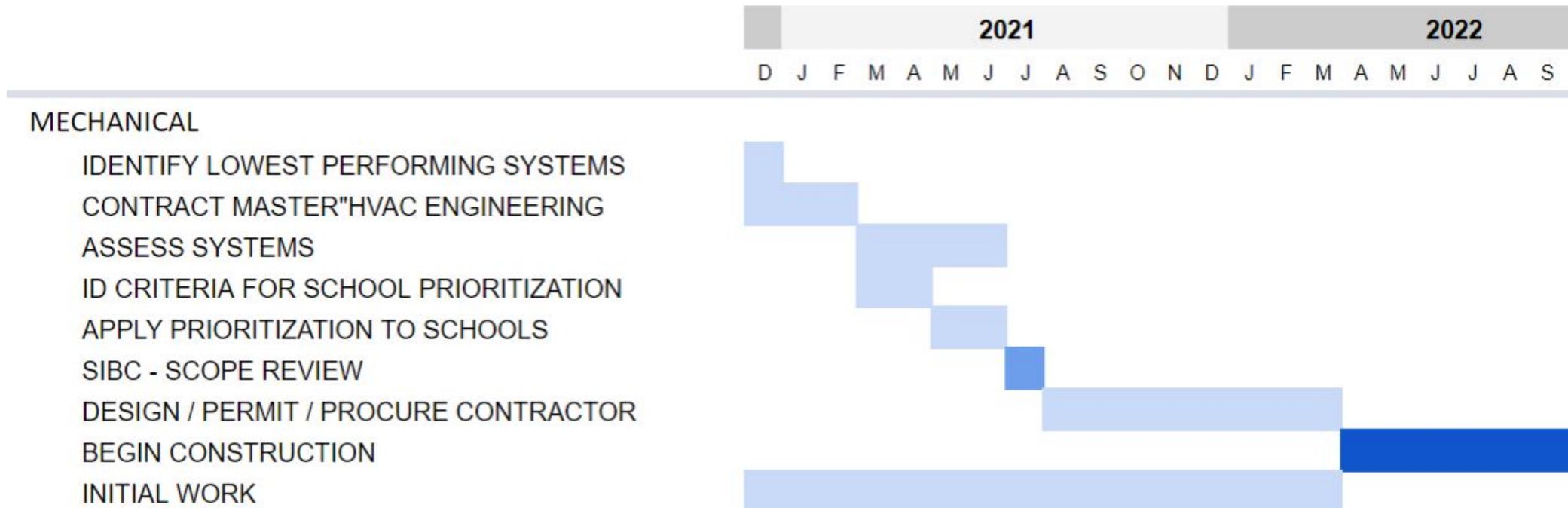
## **If the capital bond passes on Nov 3, staff will**

- **Finalize the 2020 Bond Execution Plan**
  - In brief, the 2020 Bond Execution Plan **outlines the scope, schedule, financial conditions** of the bond measure and the actions necessary to complete the work.
  - Draft Plan outline:
    - 2020 Bond Scope of Work Summary
    - Board & Community Engagement and Oversight
    - Project Management Office
    - Project Framework and Schedules
    - Project Selection and Prioritization
    - Internal Stakeholder Engagement
    - Procurement Strategy
    - Etc
  - Staff anticipates presenting the Plan to the SIBC in December

# bond execution plan

Each scope of work has its own sequence of events:

- Assessment & Engagement & Prioritization
- Planning & Design
- Implementation



bond execution plan

Questions?

## committee discussion

### **Appointment of new BAC members and chair**

- BAC new member and chair application form now live on the website <https://www.pps.net/Page/464>
- SIBC Dec 10: new member and chair discussion

### **Process to restructure BAC reporting materials**

- Goal: align materials with BAC charter and deliverables
- Process:
  - November & December
    - Draft sample update materials
  - December & January
    - Welcome new BAC members/chair
    - Review & finalize updated materials

adjourn