Doing Business With The Texas Facilities Commission

JANUARY 27, 2022
OVERVIEW

• Agency Overview
• Upcoming Opportunities
  o As a Prime
  o As a Subcontractor
• Small Contractor Participation Assistance Program (TX Gov’t Code 2166.259)
  o HUB Initiative Plan
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• HUB Program Highlights for 2021
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• Questions
TFC MISSION: Build. Maintain. Support

• 100+ State Agencies in 243 cities across Texas
• 28 million square feet of facilities
• 144,900 State Employees
• $667+ Million Agency Budget

What We Buy
• Construction Services
• Professional Services
• Office Supplies
• IT Services
• Commodities & Supplies
• Maintenance, Repair & Operation (MRO)

What We Do
• New Construction
• Remodel Maintenance
• Property Management
• Texas School for the Deaf
• Texas School for the Blind & Visually Impaired
• State Surplus Store
• Federal Surplus Program
## Upcoming TFC Procurement Opportunities

**TFC Solicitation Forecast:** [http://www.tfc.state.tx.us/divisions/commissionadmin/prog/internal-procurement-1/](http://www.tfc.state.tx.us/divisions/commissionadmin/prog/internal-procurement-1/)

<table>
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<tr>
<th>Facility</th>
<th>FY22-FY23 Appropriation</th>
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*Forecast is updated weekly. Changes from the previous week are indicated in Red Font.*

*Updated 01/21/2022*
Upcoming Procurement Opportunities

Subcontractor Opportunities:  [http://tfc.state.tx.us/divisions/commissionadmin/prog/HUB/](http://tfc.state.tx.us/divisions/commissionadmin/prog/HUB/)

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<tr>
<th>Prime</th>
<th>Prime Contact</th>
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<th>Project Name</th>
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<td>Centennial Contractors Enterprises, Inc.</td>
<td>Chris Regan</td>
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<td>Falkenberg Construction Company, Inc</td>
<td>John Castro</td>
<td><a href="mailto:jcastro@falkenbergconstruction.com">jcastro@falkenbergconstruction.com</a></td>
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<td>Flintco</td>
<td>Shannon Brunner</td>
<td><a href="mailto:shannon.brunner@flintco.com">shannon.brunner@flintco.com</a></td>
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<td>Russell Alabastro</td>
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<td>J. T. Vaughn Construction, LLC</td>
<td>Jose Villarreal</td>
<td><a href="mailto:villarreal@vaughnconstruction.com">villarreal@vaughnconstruction.com</a></td>
<td>MEP &amp; DM DSHE/HHSC State Office Buildings Projects</td>
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<td><a href="mailto:villarreal@vaughnconstruction.com">villarreal@vaughnconstruction.com</a></td>
<td>TFC 20-21DM - Elias Ramirez State Office Building</td>
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<td>SpawGlass</td>
<td>Cami Alling</td>
<td><a href="mailto:Cami.Alling@Spawglass.com">Cami.Alling@Spawglass.com</a></td>
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<td>DPS Tactical Training Facility Project Brownsville,TX- Phase I</td>
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<td>Teal Construction Company</td>
<td>Sheree Agee</td>
<td><a href="mailto:shereagee@tealcon.com">shereagee@tealcon.com</a></td>
<td>DM and Renovation Projects - Multiple DPS Buildings Statewide</td>
<td>Abilene,Amarillo, Austin, Conroe, Corpus Christi, El Paso, Garland, Hurst, Livingston, Lubbock, Midland, San Angelo, Sulphur Springs</td>
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<td>Turner Construction Company</td>
<td>Porschia Tolbert</td>
<td><a href="mailto:ptolbert@tcco.com">ptolbert@tcco.com</a></td>
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<td>Veltz Construction</td>
<td>Ana Martinez</td>
<td><a href="mailto:amatinez@veltzconstruction.com">amatinez@veltzconstruction.com</a></td>
<td>E.O Thompson Deferred Maintenance Repairs and Renovations</td>
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<td>White Construction Company</td>
<td>Miriam Renfer</td>
<td><a href="mailto:miriamr@whiteconst.com">miriamr@whiteconst.com</a></td>
<td>Capitol Complex 1601 Congress Ave. Project (Package 5)*</td>
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Updated 1/23/2022
Small Contractor Participation Assistance Program
(TX Gov’t Code 2166.259)

Background
Texas Government Code, Section 2166.259, requires the Texas Facilities Commission (the Commission) to maintain the Small Contractor Participation Assistance Program (the Program) for public works projects undertaken and executed by the commission. Created by the Texas Legislature in 1995.

Purpose
The purpose of the Small Contractor Participation Assistance Program is to ensure full opportunity for participation by small contractors in certain public works projects involving a contract or aggregated multiple contracts with an estimated cost of more than $1 million. Designated staff members of the Texas Facilities Commission (TFC) are available to provide general information about the program as well as technical assistance for building construction projects managed by TFC.
HUB Initiative Plan

Preparation
- Register as a vendor with the Texas State Comptroller
  https://comptroller.texas.gov/purchasing/vendor/
- Get HUB certified with the Texas State Comptroller
  (Administrator of the State-wide program)
- Request a meeting with the Texas Facilities Commission HUB Program
  http://tfc.state.tx.us/divisions/commissionadmin/prog/HUB/

Connections
- Networking with State & Primes
- Build a relationship with the State & Primes
- Seek assistance from the Small Business Development Centers
- Attend Bid Conference & Industry related
- Meet & Greets
- RELATIONSHIPS

Education
- Understanding the different State procurement methods & processes
- Obtain required certifications needed to work with TFC (OSHA, Bonding & Insurance)
  Attend special business training events
- Know your business capacity when bidding
- Know how to price in different markets & cities

Marketing
- Have your Elevator Spill
- Attend Bid Conference & Industry related Meet & Greets
- Requests a debrief of solicitation that were not awarded
- Do your research
  - Opportunities
  - Prime’s reputation
  - Payment process

HUB is not a set-aside program & All contracts are competitively bid.
Upcoming Educational Sessions

**OSHA 30 Online Training for $20**

TFC and the Texas Department of Insurance, Division of Workers' Compensation (DWC) have partnered to offer low-cost OSHA 30-Hour Construction course.

For more information, please visit [https://www.tdi.texas.gov/wc/safety/30hrconstrclas.html](https://www.tdi.texas.gov/wc/safety/30hrconstrclas.html)

TFC and DWC OSHA30 video [https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be](https://www.youtube.com/watch?v=az8NU-01vyM&feature=youtu.be)

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**Meet the Prime Webinar Series – August 2022**

Meet and network with the Prime Contractors who are currently working on TFC Construction & Maintenance projects. The weekly webinars will be offered every Tuesday at 1PM for the next 12 weeks. Take advantage of this series and get the insights on upcoming TFC contracting opportunities.
Upcoming Educational Sessions

**Writing Winning Proposals - Currently Planning**

Learn about proposal writing tips and the insights on TFC solicitations.

**Subcontractor Training - Currently Planning**

This educational session is being offered to ensure potential Subcontractors are informed on both TFC’s and General Contractor’s construction processes. This networking platform provides an opportunity for the CMR to connect with Subcontractors interested in working on the upcoming TFC projects. The topics covered in this training are important to the potential subcontractors’ success.
Upcoming Educational Sessions

The HUB Huddle - Spring 2022

This session will be offered once a month and during your lunch time. Each session only runs 20-30 minutes and hits on one specific business topic. The goal is to give you actionable tips and advice you can use today. So, pack your lunch and tune in.

Session # 3 /Austin- July 28, 2022

The HUB Program Texas Education Advocacy Series provides the most up to date information for HUBs and HUB eligible firms on contracting opportunities with state agencies and universities on a regional basis. Hosted by Senator Royce West and sponsored by Texas Facilities Commission, Texas Department of Public Safety, the University of Texas at Austin and cosponsored by the University of North Texas System, UT Rio Grande Valley & UT System
HUB Program Highlights 2021

52 OUTREACH EVENTS
educational trainings, presentations, meet & greets and virtual webinars on "Doing business with TFC"

$61,977,157.57 TOTAL HUB EXPENDITURES

1,067 BUSINESSES
received technical assistance, and/or attended TFC training/virtual webinars
Your Next Steps

2 Easy Ways to Explore Business Opportunities

With the Texas Facilities Commission (TFC)

Interested in doing business with TFC? Let us guide you thru the process.

**SCHEDULE MEETING**

Make an appointment
TFC HUB Webpage
http://www.tfc.state.tx.us/divisions/commissionadmin/prog/HUB/

**ONLINE FORM**

Fill out the intake form and we will contact you
More Questions? Email us at
hub@tfc.state.tx.us