

SMART PROC 2009



Clark Construction Group, LLC



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Clark Construction Group

- ❑ Founded in 1906 in Washington, DC
- ❑ \$4.2B Annual Volume
- ❑ 6th Largest General Building Contractor (*ENR*)
- ❑ Bonding Program Exceeding \$2.5B
- ❑ Strong Long-Term Relationships with Design, Engineering and Subcontracting Community
- ❑ Consistently Delivering Award-Winning Projects

Office Locations

Clark Construction Group

 **Bethesda, Maryland**
Corporate Headquarters

 **1 Tampa, Florida**


 **2 Chicago, Illinois**

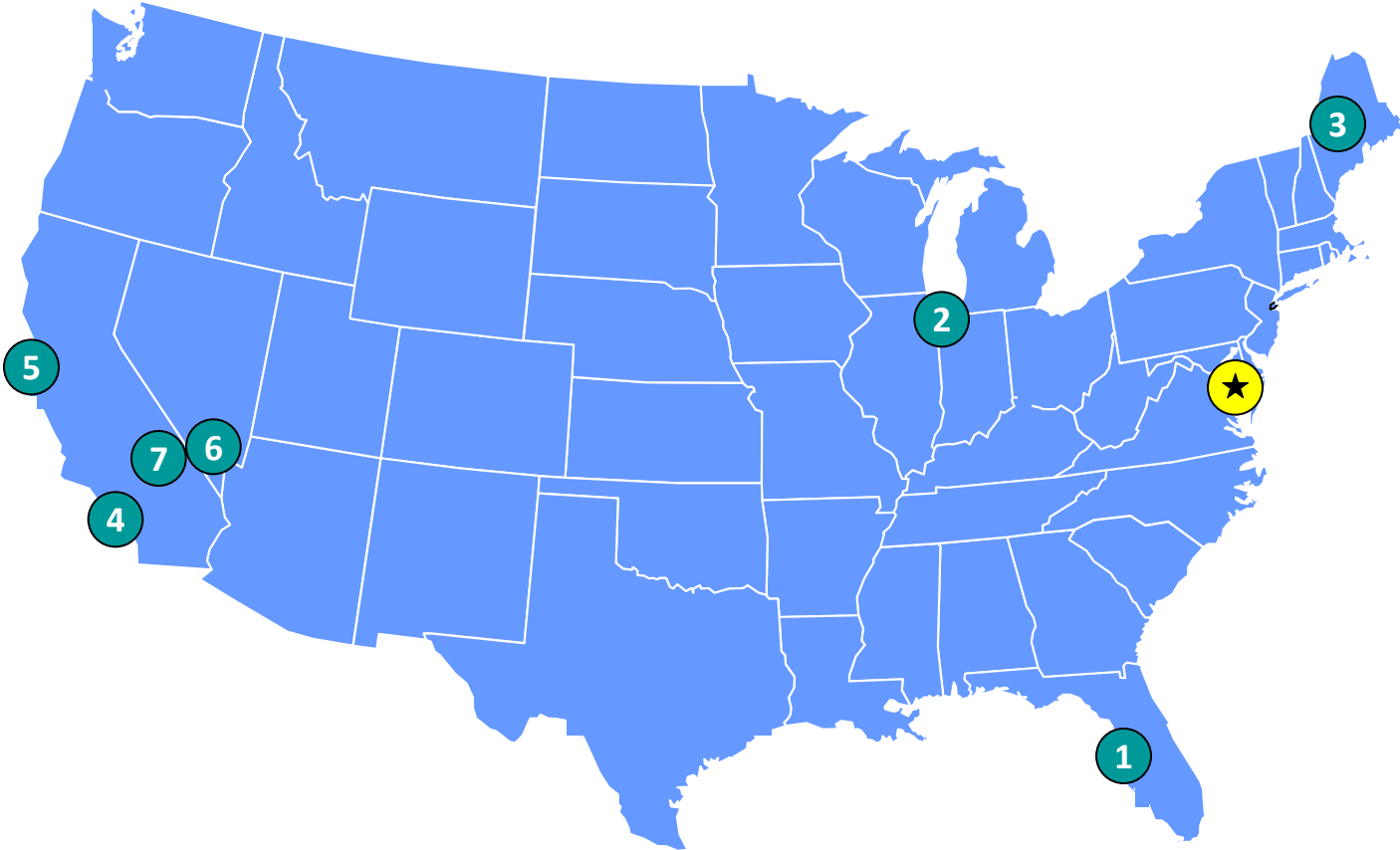
 **3 Boston, Massachusetts**

 **4 Costa Mesa, California**

 **5 Oakland, California**

 **6 Las Vegas, Nevada**

 **7 La Jolla, California**



Small Business Focus



Preparing Yourself for Opportunities



Current Federal Projects

- ▣ US Coast Guard Headquarters (St. Elizabeth's Campus) – DC
- ▣ USAMRICD – Aberdeen, MD
- ▣ Walter Reed National Military Medical Center – Bethesda, MD
- ▣ DoD/BRAC 133 (Washington Headquarters Services) – Alexandria, VA
- ▣ San Antonio Military Medical Center – San Antonio, TX

LSDBE Strategic Partnership

“A platform to train small disadvantaged companies in our community”

- Subcontracting Goal Requirements
- Lack of Capability
- Lack of Capacity

What We Review Before Awarding a Contract

Subcontractor Qualification Application - SQA

<http://www.clarkextranet.com/subform>

□ **Who needs to fill out these forms?**

- Subcontractors and Suppliers that want to participate in receiving Invitations to Bid (ITB's) on upcoming projects.

□ **Sample Questions:**

- How many people does your firm presently employ?
- What are the top five (5) major projects your firm currently has in progress?
- Who is responsible for coordinating your Company's safety program?

Five Critical Components required when doing Business with Clark

- What are five critical aspects:
 - Capability
 - Terms
 - Schedule
 - Scope
 - Price

Five Critical Component required when doing
Business with Clark:

Capability

- What makes a Subcontractor capable to perform the work?
 - Experience
 - Resources
 - Financial (Bondable?)
 - Manpower
 - Equipment/Facilities
 - Organization
 - References
 - Safety Record
 - Local/Minority Participation (size, scope & scale)

Five Critical Components required when doing Business with Clark

Terms

- What are the critical issues to resolve?
 - Form of the Agreement
 - Subcontract
 - Purchase Order
 - Agreement for Professional Services
 - Abbreviated Subcontract
 - Attachments
 - Exhibit A
 - Exhibit B
 - Exhibit C
 - Exhibit D
 - Exhibit F
 - Others ?
 - Payment
 - Retention
 - Warranty
 - Security
 - Insurance (Exhibit E)

Five Critical Components required when doing
Business with Clark:

Schedule

- What are some critical schedule issues that should be discussed?
 - Submittals
 - Fabrication
 - Delivery
 - Installation
 - Mobilizations
 - Start dates and durations

Five Critical Components required when doing
Business with Clark:

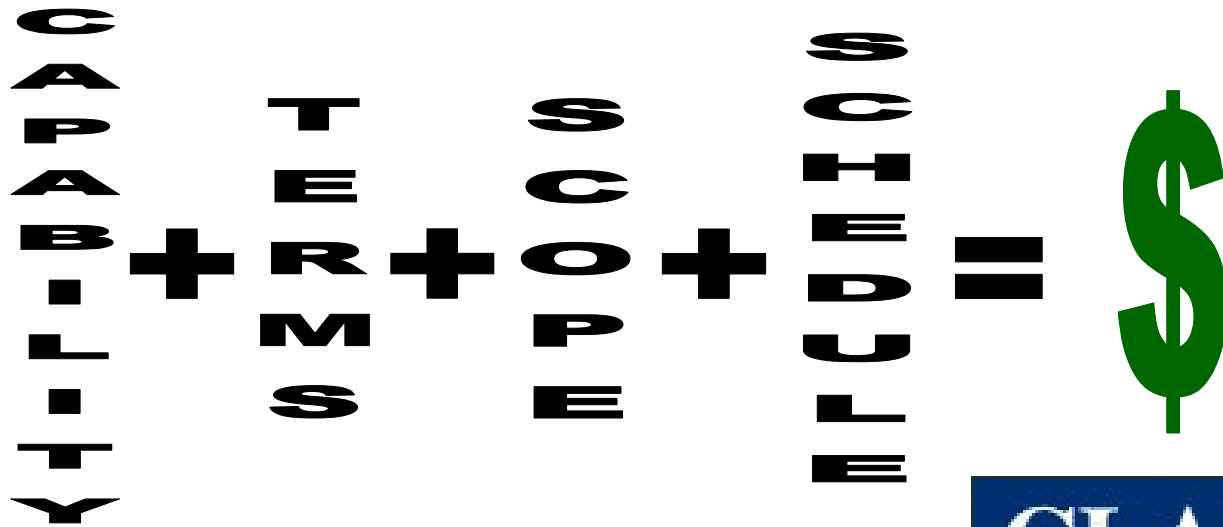
Scope

- What are the critical components of the scope of work?
 - **The Four Cs:**
 - **C**ontract Documents
 - **C**oordination with other trades
 - **C**oordination with General Contractor
 - **C**larifications

Five Critical Components required when doing Business with Clark:

Price

- Why is price the last aspect to be discussed?
 - Seduction of the low bid
 - Price is not complete without the other aspects:





Scope Summary Sheet

TO: **W. STITH** PREPARED BY: **K. CAPLE** DATE: **8/6/2009**

PROJECT: **EXECUTIVE LEADERSHIP & NETWORKING** BID AMOUNT: **480,000 BUDGET**

SCOPE - SPECIFICATION SECTIONS:
6400/1 - INTERIOR ARCHITECTURAL WOODWORKING

SUB OR SUPPLIER	COMPANY A	COMPANY B	COMPANY C		
ITEM OF WORK					
BASE BID	408,260 ✓	426,570 ✓	410,000 ✓		
ADDENDA (1-13)	✓	✓	✓		
EXHIBITS A	✓	✓	✓		
SMALL BUSINESS	✓	✓	✓		
SMALL DISADVANTAGE BUSINESS	✓	✓	✓		
WOMAN OWNED	✓	✓	✓		
HUB ZONE	NO	✓	NO		
VETERAN OWNED	NO	✓	✓		
SERVICE DISABLED OWNED	NO	✓	NO		
BOND LETTER	✓	✓	✓		
CORRIDOR GLASS DISPLAY CASES	✓	✓	.. 92,000 ✓		
SYNTHETIC STONE TAKEOFF ERROR	NO OK	✓ (4,000) ✓	NO OK		
SYNTHETIC STONE AT ATRIUM AREA	NO+ 27,000 ✓	NO+ 27,000 ✓	.. 20,900 ✓		
REVISED PRICE	NO OK	NO OK	✓ (50,000) ✓		
FINAL CALLBACKS					
SUBTOTAL	435,260	449,570	472,900	-	-
TAXES	✓	✓			
BOND RATE	1.20%	0.88%	1.20%		
BOND	NO+ 5,223 ✓	NO+ 3,936 ✓	.. 5,675 ✓	-	-
	440,483	453,506	478,575		
RECOMMENDED SUBCONTRACTOR	..	453,506	..		

Summary

- ▣ Questions?



- ▣ *To request a copy of this presentation, please email:
subcontractordevelopmentgroup@clarkconstruction.com*