



PERSONAL | PASSIONATE | PROGRESSIVE



Vendor Open House

School District of Lee County
November 4, 2022



PERSONAL | PASSIONATE | PROGRESSIVE

Schedule/Agenda



- Welcome & Introductions 9:00AM
- Doing Business With The District 9:10AM
- Upcoming Project Opportunities 9:30AM
- Small Business Program 9:50AM
- Match Maker 10:00-12:00PM



PERSONAL | PASSIONATE | PROGRESSIVE

Doing Business with the District



Procurement Services

Our Mission

Business Services Division - Procurement Services

https://www.leeschools.net/our_district/departments/business_services



PERSONAL | PASSIONATE | PROGRESSIVE

**D
I
S
T
R
I
C
T**



Procurement Services Staff

Tracey Adams – Director of Procurement Services

Lorie Nein– Procurement Coordinator

Lauri Adams – Procurement Agent

Joni Al-Shabibi – Procurement Agent

Deborah Gemelli – Procurement Agent

Melissa Gross – Procurement Agent

Doug Gupton – Procurement Agent

Amy Naranjo – Procurement Agent

Derek Ochoa – Procurement Agent

Zoraida Cardenas – Procurement Analyst

Anissa Dzymala – Executive Assistant



Construction & Maintenance Services

Objectives

- Establish a safe, healthy environment to ensure an atmosphere of optimal learning
- Plan and construct Lee County School District facilities
- Maintenance services with customer focus



https://www.leeschools.net/our_district/departments/operations

PERSONAL | PASSIONATE | PROGRESSIVE



Construction Staff

Scott Reichenbacher – Director, Construction Project Management

Tina Silcox – Assistant Director

Matthew Burbach – Project Manager

Stephen Hanna – Project Manager

Debbie Kirchen– Project Manager

Erika Reyes– Capital Analyst





Maintenance Staff

Barbara Cedeno – Director, Maintenance

Toni Dent-McNair – Assistant Director, Maintenance

Christopher Steuber – Coordinator

Sean Brady – Coordinator

Jim Spurlock – Project Manager

Roxanne Lanier – Analyst/Accountant





How to Locate Opportunities

- Register here to be notified of Solicitations (Annually validate your information is accurate)

<https://www.leeschools.net/cms/One.aspx?portalId=676305&pageId=1390333>

- Monitor the Procurement website for opportunities
- Previously awarded bids
- Construction related solicitations (Governed by FS Chapter 287)





Why Bid on District Projects?

- \$2.4 Billion annual budget – we need business partners!
- Support your local school district and community
- Piggyback opportunities – contract with other government entities





Construction Solicitations

- New school construction and renovations
 - Prime and subcontracting opportunities
- Continuing Service Contracts (2023-2024)
 - Architect
 - Building Official
 - Civil Engineering
 - Mechanical, Electrical, and Plumbing (MEP) Engineering
 - General Contractor less than \$200K and \$200K - \$4 Million
 - ✓ Bonding required only for projects \$200K - \$4 Million
 - Roof Consultant
- Construction Solicitations are also accessible on the Procurement website

RFQ Advertising



- Vendor list developed prior to advertising
 - The District attempts to contact registered vendors
- RFQ Legal notice advertised with Fort Myers News-Press
 - *Required by law*
- RFQ publicly posted on the Bonfire Portal
 - Contractors should regularly visit <https://www.leeschools.net/cms/One.aspx?portalId=676305&pageId=1390497>
 - The District is committed to increase partnerships with small and minority businesses
 - Construction & Procurement will also notifying the NAACP and USHCC of construction opportunities
 - In addition, will communicate opportunities with the SBDC at FGCU



Upcoming Project Opportunities





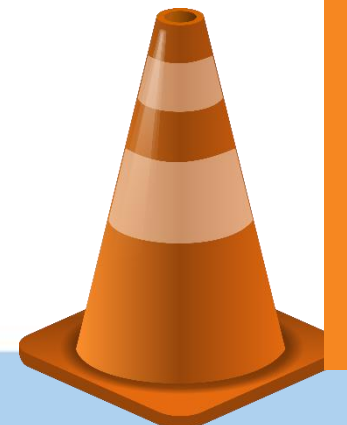
Subcontracting on District Projects

- Construction Projects awarded to Construction Management (CM) firms
- CM Firms solicit bids from qualified subcontractors to develop their Guaranteed Maximum Price (GMP)
- Subcontractors must bid directly with the awarded CM for each major project
 - Awarded CMs are posted on the Procurement website
 - Subcontractors must monitor Procurement website
- District Project Manager monitors the CM bidding process
 - Attend bid openings
 - Review Subcontractor Qualifications and Licenses



Current General Contractors

- ❑ Chris-Tel Construction
- ❑ Charles Perry Partners, Inc.
- ❑ DEC Contracting Group
- ❑ Enviro-Struct, LLC.
- ❑ GCG Construction
- ❑ Gulfpoint Construction
- ❑ LEGO Construction
- ❑ Owen Ames Kimball Company
- ❑ RD Johnson
- ❑ Target Builders Construction
- ❑ Wharton-Smith, Inc.
- ❑ Wright Construction





Upcoming Maintenance Solicitations

- HVAC Services - \$5M annually
- Fire Alarm System Replacements - \$1M annually
- Walkway Covers - \$850K annually
- Refrigeration Repair Service - \$850K annually





Current Construction Projects with Subcontracting Opportunities

- **Riverdale High Remodel \$60M (East Zone)**
 - Suffolk Construction
 - Status: Design Phase
- **G Weaver Hipps Pre-K Center \$16M (East Zone)**
 - Gulfpoint Construction
 - Status: Design Phase
- **Franklin Park Elementary School \$54.2M (South Zone)**
 - Tobler/OAK Joint Venture, LLC
 - Status: Construction Phase





Hurricane Ian

- **Temporary Recovery**
- **Permanent Repair Work**
- **Florida Strong – Help us Rebuild**



Small Business Enterprise (SBE) Program



- Increase small business participation on District contracts
 - ✓ Provide specific contracts for Small Businesses
 - ✓ Increase competition & workforce opportunities
- Create jobs
- Foster economic growth
- Criteria for defining “Small” is being vetted
 - ✓ Opportunity for feedback today

FGCU Partnership



Regional Economic Research Institute (RERI)

- Analysis of regional businesses
- Threshold – **number of employees**

Small Business Development Center (SBDC)

- Analysis of regional businesses
- Threshold – **annual revenue**
- Certification process including re-certification
- Tracking & reporting



FGCU analysis & recommendations guide SBE program thresholds.



Recommended Thresholds for SBE

- **2 years** - minimum time registered business **and**
- **20 employees** - maximum number **and**
- **\$2,000,000.00** – maximum annual revenue for most recent 3 years, with re-certification every 3 years



Discussion - feedback on the recommended standards



Certification Process

FGCU SBDC will administer the certification process

- Standard processes using District's thresholds
- Regularly report Certified Small Businesses to the District
- Offer additional Small Business services
- Re-certification required every 3 years





Solicitation Process

District to identify Small Business contract opportunities

- Solicitations will clearly identify small business registration requirements
- Small Business certification required at time of solicitation response
- Procurement validates certification





Next Steps

- Continue community engagement
- Continue partnership with FGCU
- Identify and communicate Small Business solicitations
- Identify prime contracts for Small Business bidding
- Establish mandatory small business subcontracting goals for certain Large projects



Small Business Vendors



- Mark Odell – Government Contracting Procurement Specialist for Florida Procurement Technical Assistance Center (PTAC) at FGCU
- Focus on the small business community to grow and diversify their business through help in various areas:
 - Obtaining necessary registrations (Federal / State / Local)
 - Cybersecurity compliance
 - Bid/proposal development
 - Cost analysis
 - Networking
 - Contract administration and performance



Match Maker



- **Procurement** (*IS Training Room 2230*)
 - Meet Purchasing Agents
 - Register to receive bid notifications
 - How to respond to ITB/ITN
- **PTAC – FGCU – Small Businesses** (*Conference room 2228*)
 - Register business and ask questions
- **District Tables** (*Procurement, Maintenance, Planning & Construction*)
 - Meet District Departmental Staff
 - Learn about upcoming department needs
- **Construction Management Tables**
 - Meet Awarded District Project CM vendors
 - Learn about their bidding and qualification process