

Rebuild USVI Industry Day

St. Thomas



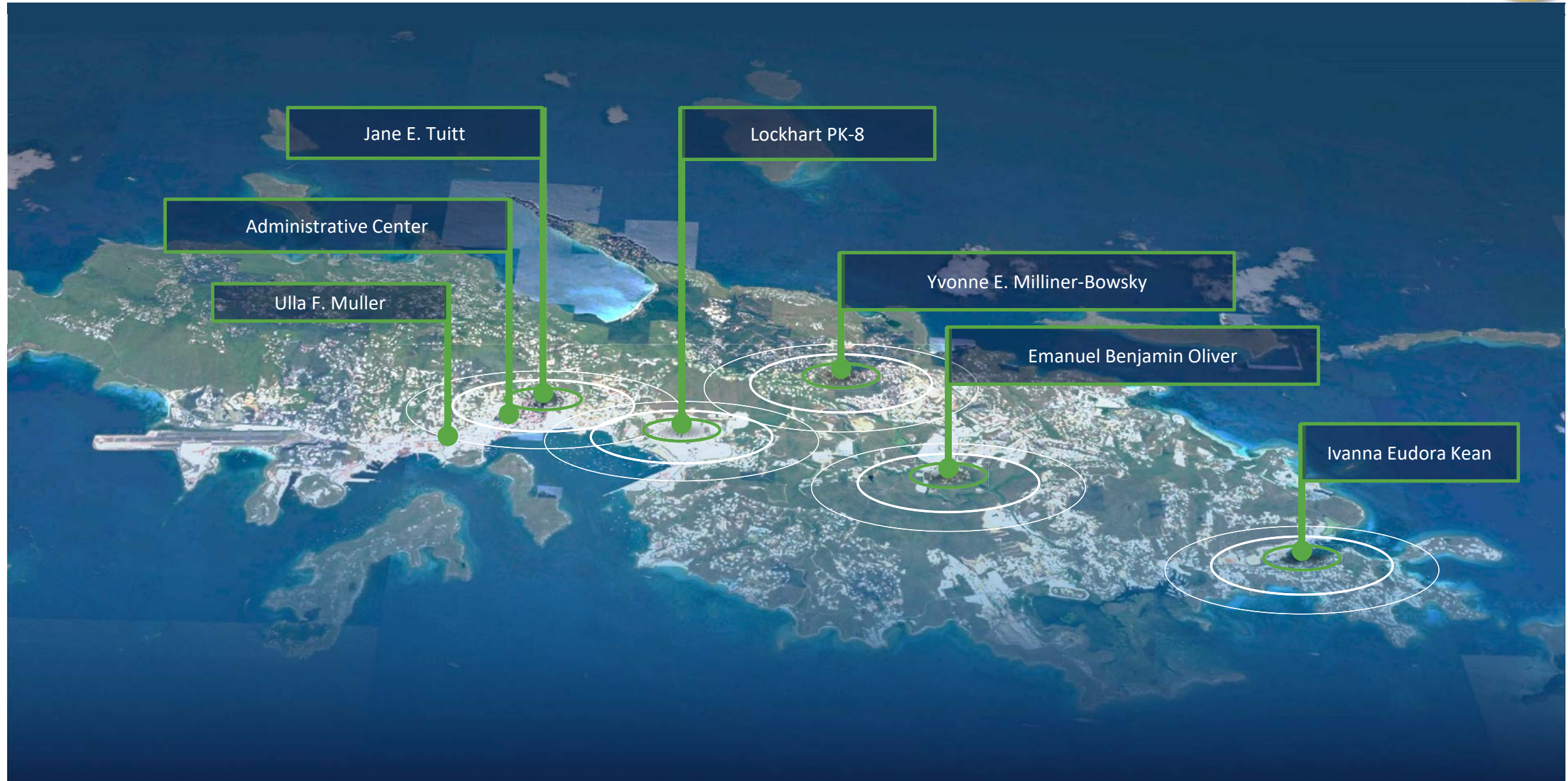


Industry Day

01. Project Overview



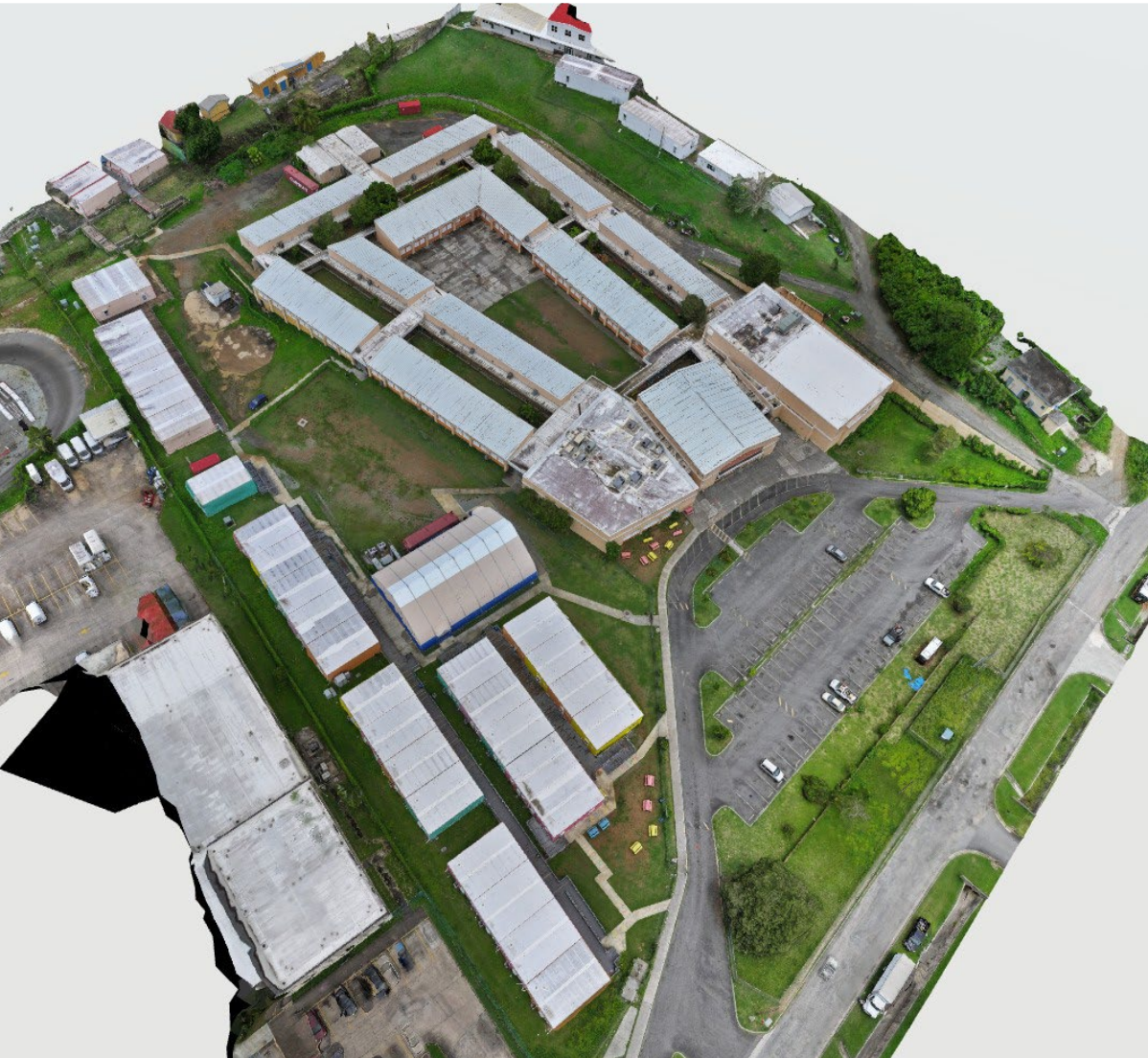
STT Project Locations



Project Updates

School	Building Use	Student Headcount	Area - Renovation	Area – New Construction	Unique Features
Jane E. Tuitt	PreK – 1 st Grade	140	-	30,313	Urban Site & Traditional Façade
Emanuel Benjamin Oliver	PreK – 8th Grade	487	-	68,419	Sloped Roofs & Angled Structure
Lockhart	PreK – 8th Grade	1,121	63,355	76,959	Existing core & shell, brand new façade/aesthetic. New learning centers/gym
Yvonne E. Milliner-Bowsky	PreK – 8th Grade	624	53,978	18,862	Existing core & shell, brand new façade/aesthetic. New gym
Ulla F. Muller	PreK – 8th Grade	469	-	69,794	Visual Connections to Veterans Drive
Ivanna Eudora Kean	High School	1,042	-	147,161	Collegiate campus look
St Thomas Administration Center	Administration Center	-	-	44,940	Contemporary & administrative look
Total		3,883	117,333	604,242	

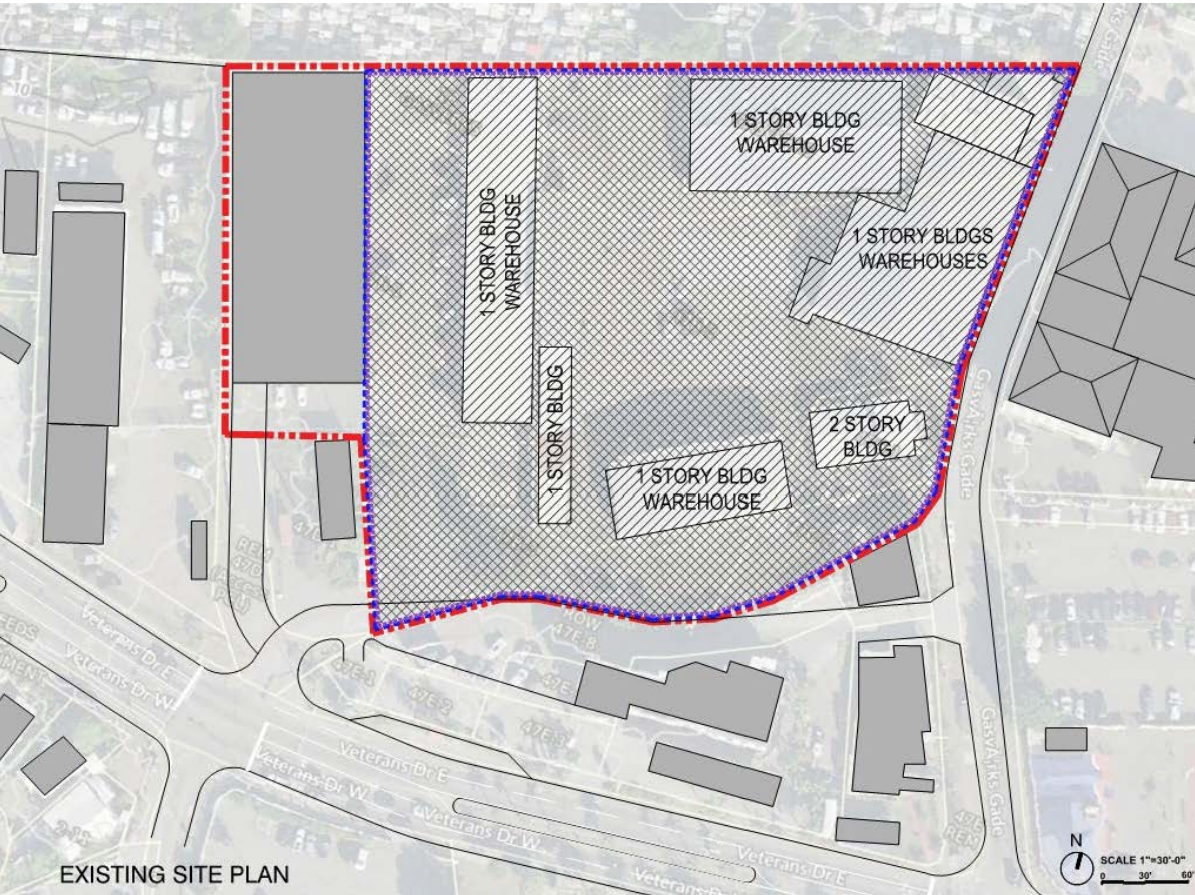
St. Thomas School Bundle: Lockhart



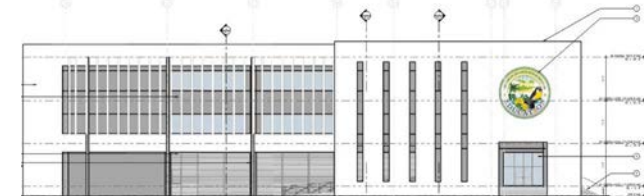
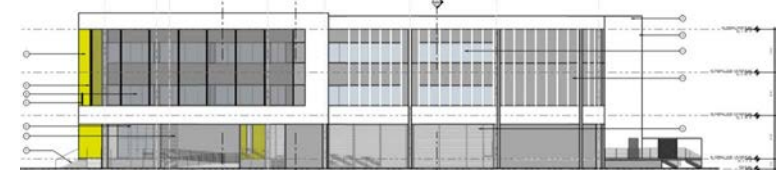
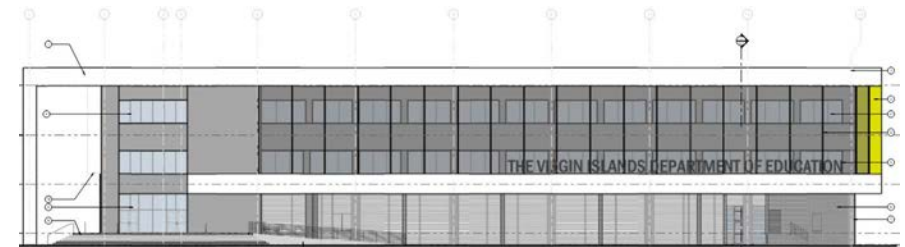
St. Thomas School Bundle: Lockhart



St. Thomas School Bundle: Admin



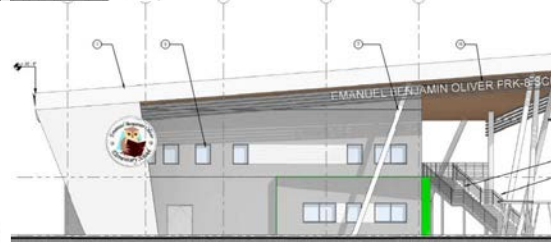
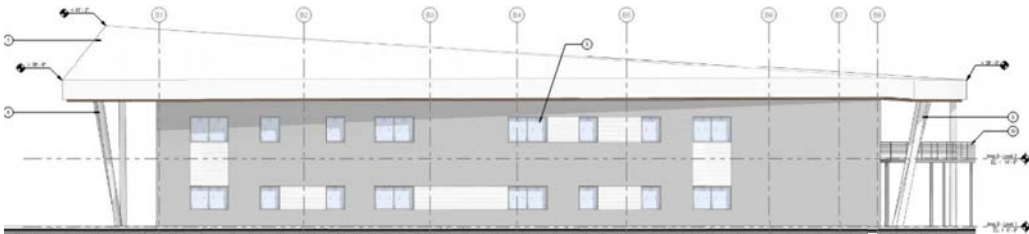
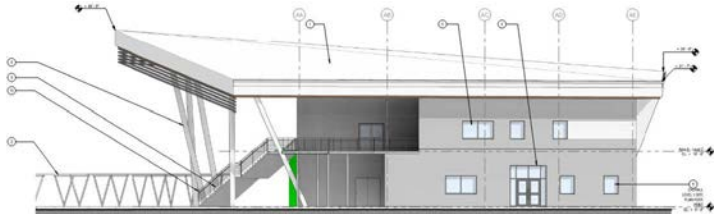
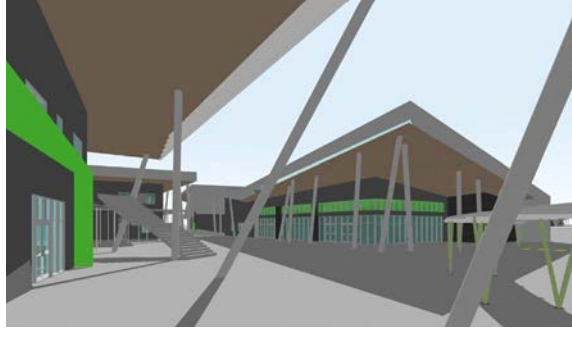
St. Thomas School Bundle: Admin



St. Thomas School Bundle: Oliver



St. Thomas School Bundle: Oliver



St. Thomas School Bundle: Bowsky



St. Thomas School Bundle: Bowsky



St. Thomas School Bundle: Kean



St. Thomas School Bundle: Kean



St. Thomas School Bundle: Tuitt



St. Thomas School Bundle: Tuitt



St. Thomas School Bundle: Muller



St. Thomas School Bundle: Muller





Industry Day

02. Small Business & Workforce Strategy



Local DBE/MBE/WBE/SDBE/SDVOSB/HUBZone/SBE/UBE Companies

- DBE and DBE-eligible Firms get preferential treatment based on targeted goals
- JV can assist in getting firms registered
- If you are currently DBE, please let us know
- If you are not currently DBE but could qualify, please start the process ASAP

Local Small Business Participation Strategy

1. Prioritize Local Small Business Participation

- Outreach
- 1:1 Technical Assistance & Support

2. Create Pathways for Career Opportunities

- Leverage apprenticeship and pre-apprenticeship programs in construction, maritime, and emerging industries
- Partner with Department of Labor, Workforce Development Board and UVI CELL to connect youth directly to hands-on training and certifications

3. Strengthen Employer Partnerships

- Collaborate with local contractors, businesses, and agencies to assess and align training with real job opportunities

4. Invest in Community-Based Access & Support

- Bring training and career resources directly into neighborhoods and schools across the territory
- Address barriers to employment through transportation, housing, and mentorship supports



What is *Build With Us USVI*?

In September, we were thrilled to welcome local businesses to learn about upcoming project opportunities and how to get involved. The event also included one-on-one prequalification sessions, giving firms personalized support to take the next steps toward participation.

Together, we're building a strong network of local, small, and DBE-eligible firms ready to take on the next phase of work.

WHAT YOU GAIN FROM BUILD WITH US

- Exposure to proven construction processes, systems and innovative technologies
- Expand participation from Virgin Islands businesses
- Provide the guidance and resources
- Access to mentorship and networking opportunities with industry leaders and experts

53

Program Participants across Core and Shell Trades

20

1:1
Prequalification
Sessions

22

Largest cohort:
Boston graduates





Industry Day

03. Procurement Processes



Bidding and Construction Start Timeline

School	DD Bid Release Date	Target GMP Date	Construction Start Date
Lockhart Elementary	November 2025	May 2026	April 2026
E. Benjamin Oliver Elementary	November 2025	May 2026	April 2026
St. Thomas Admin	November 2025	April 2026	April 2026
Ivanna E. Kean High	February 2026	November 2026	November 2026
Ulla Muller	May 2026	October 2026	November 2026
Yvonne E. Milliner Bowsky Elementary	February 2026	November 2026	January 2027
Jane E. Tuitt Elementary	February 2026	September 2027	September 2027

Key Considerations in Procurement

Prequalification

DBE

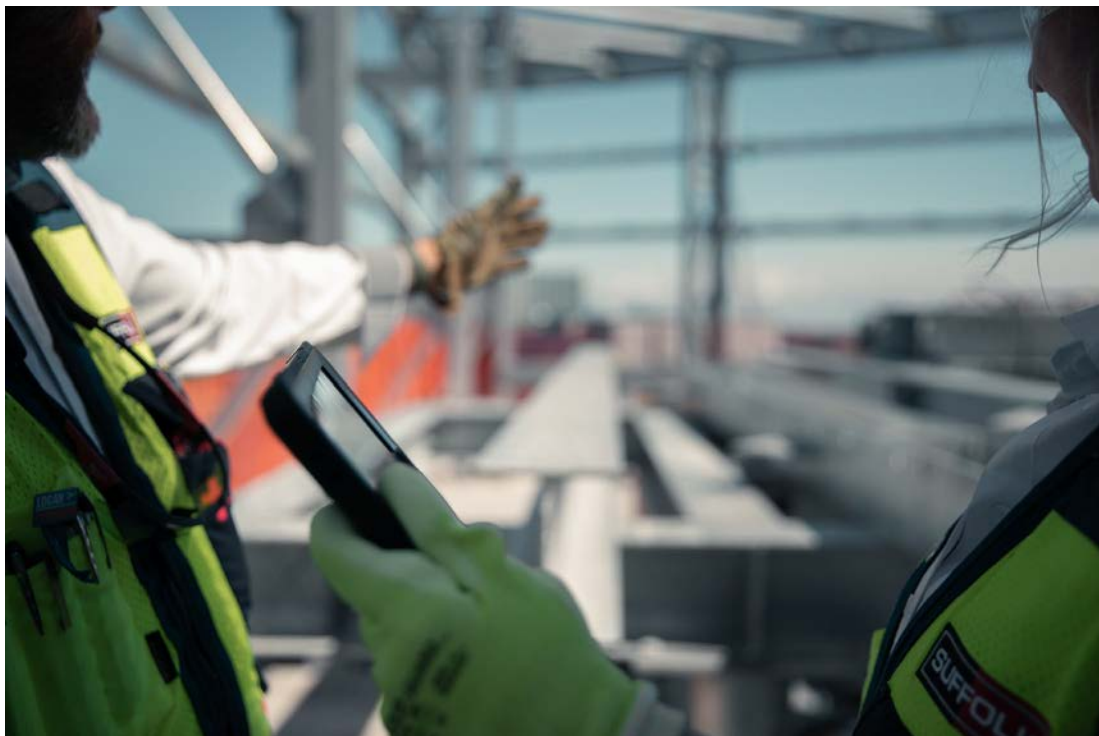
Design Assist
Process

Competitiveness

Prequalification

- The Joint Venture wants to align local capabilities to right size scopes to ensure success
- Facilitate partnerships
- Basic Prerequisites
 - Current GVI business licensure
 - SAMs registration
 - Fiscal Compliance
 - Performance Track Record

Prequal Process



Online prequal form must be current & **complete prior to bidding** a project

Required for **prime tier** trade partners on subcontracts **\$100,000** or greater

Prequal data is **renewed annually** with potential for intermittent requests

Data reviewed confidentially in-house, on a per project basis to **evaluate best fit**

Online Construction Platforms



Global Network, Bidding and Prequalification



Project Management and Documentation



Monthly Billing and ACH Payments



Suffolk – CBNA online bid & prequal platform

Market leading network with 1M+ professionals

Easy user experience with extensive online resources

Free to create a profile, receive bid & prequal invites*

Company profile is essential, and managed by you

**BuildingConnected offers additional or premium services for a fee*



Suffolk Construction Company, Inc.
www.suffolk.com

General Information
Certificates
Project History

About

☒ Manage Our Profile

Company Information

Website
www.suffolk.com

Enterprise Type
None

Business Type
Construction Manager

Locations (12 offices)

Southeast: Estero, FL, Estero, FL

Office Information

Address
10600 Chevrolet Way, Suite 301, Estero, FL 33928, United States of America

Phone
+1 239-791-3000

Fax
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Employees
56
[View all employees >](#)

Work Information

Work Performed
General Contracting

Labor Type
None

Prequal Best Practices

Provide clean, detailed, and **transparent** records

Centralize documents for **administrative ease**

Update information to show **changes and growth**

Assign this task and provide **timely submissions**

Long Form Sample Certif

Form 32/64

DEMO Construction Co., Inc.
BALANCE SHEET
March 2004

Page 2

ASSETS		
Current Assets		
Cash Regular Checking	\$ 321,553.15	
Cash Payroll Checking	1,285.40	
Cash Savings & C.D.	562,393.01	
Accounts Receivable - Trade	154,286.31	
Accounts Receivable - Retainage	64,731.54	
Employee Receivable	380.00	
Inventory	1,255.47	
Under Billings	11,499.20	
Total Current Assets		\$ 1,117,354.08
Fixed Assets		
Land	32,000.00	
Construction Equipment	28,000.00	
Vehicles	18,095.85	
Office Furniture & Equipment	45,153.59	
Accumulated Depreciation	(36,145.81)	
Total Fixed Assets		84,103.63
Other Assets		
Prepaid Insurance - WCI	4,589.15	
Prepaid Insurance - General	1,258.95	
Deposits	6,300.00	
Total Other Assets		12,148.10
TOTAL ASSETS		\$ 1,213,605.81
LIABILITIES AND STOCKHOLDERS EQUITY		
LIABILITIES		
Current Liabilities		
Accounts Payable	75,475.25	
Retainage Payable	23,163.30	
Note Payable	18,017.31	
Federal / FICA Payable	3,188.82	
401K Withholding	110.06	
California Withholding	175.50	
Unemployment Payable	454.23	
State Withholding	183.23	
Tennessee Sales Tax Payable	637.61	
Alaska Sales Tax Payable	9.06	
Union Payable	679.83	
Garnishment Withheld	230.00	
Excess Billings	11,861.45	
Total Current Liabilities		134,192.59
Long-Term Liabilities		
Note Payable - Commerce Bank	35,950.55	
Total Long-Term Liabilities		35,950.55
TOTAL LIABILITIES		170,103.14
STOCKHOLDERS EQUITY		
Capital Stock	25,000.80	
Retained Earnings	864,034.83	
Profit and Loss	154,467.84	
TOTAL STOCKHOLDERS EQUITY		1,043,502.67
TOTAL LIABILITIES AND STOCKHOLDERS EQUITY		\$ 1,213,605.81

What We Evaluate and Why

Operational Capabilities

Past performance

Bonding ability

Work-in-progress

Safety scores & trends



Financial Strength & Capacity

Liquidity

Under billings

Cash flow & working capital

Profitability & financial trends



Identify Project Specific Risk + Gaps

Market sector, Complexity, Stretch project, Bonded, SDI, Mitigation plans

Design Assist Process

- We are bidding out Core and Shell trade packages on DD level drawings.
- We collectively need to include budget for scope that is not fully defined.
- We will make a recommendation to Owner to select one trade partner for each Core and Shell trade of each school to work with to help complete the drawings and provide budget input.

Competitiveness

- Projects funded thru FEMA.
- Federal compliance on cost reasonableness and transparency is paramount.
- Three bids required for all packages.

Project Logistics

- The Joint Venture will have warehousing in South Florida and St Thomas.
- We can organize and facilitate storage and shipping of any materials as needed.

JV Direct Purchase of Materials

- Joint Venture will explore direct purchase of materials where it makes sense.
- Will help cash flow of trade partners.
- Will allow Joint Venture and Owner to realize cost savings through bulk purchase of 7 projects.
- Trade Partners will still be compensated for handling and installation of materials.
- This will allow smaller local businesses to have work.

Workforce Housing

- Joint Venture exploring various options for workforce housing.
- We need your help to assess Trade Partners' need for workforce accommodation
- Bidders will be required to price workers' housing separately.



Build With Us USVI

04. Estimating Overview



Bid Invitations

- **You will be e-mailed an invitation to bid through Building Connected**
 - Building Connected is used to communicate documents, addenda, & other info to trade partners
 - Typically bid periods will be between 2-4 weeks depending on the complexity of the project
 - It is critical for trade partners to have access to drawings and documents online
- **Please respond to all invitations**
 - It is OK to decline bidding but please do not respond that you are bidding and then not bid.
- **Please ask questions during the bid period (Requests for Information – RFI)**
 - Waiting to work on the project until a few days before the bid is due will not allow time to work through questions

Core and Shell Bid Manual TOC

1. **Instructions to Bidders**
2. **Bid Response Form Template** (including Base Bid, alternates, unit prices, schedule, etc.)
3. **Exhibit “A-1”** - Document List (Contract Drawings and Specifications)
4. **Exhibit “B”** - Subcontractor Scope of Work Template
5. **Exhibit “C”** - Sample Insurance Certificate
6. **Exhibit D** - Rider F
 - Federal Requirements (Long Form Subcontract)
 - Federal Requirements (Short Form Subcontract)
7. **Exhibit “H” – VDC Rider “V”**
(Building Information Modeling - BIM)
8. **Exhibit “M”** – Performance_Payment
Bond_Power of Attorney Form Templates
9. **Exhibit “P”** - Subcontractor Warranty
10. **Rider “S”** - Subcontractor Safety Requirements
11. Preliminary Construction Management Plan (CMP)/Site Logistics and Phasing Plans
12. Preliminary Schedule
13. Boilerplate Subcontract
 - Long Form
 - Short Form (For contracts less than \$50,000)
14. CCIP Manual
15. Lobbying Disclosure Form
16. Federal Compliance Certification
17. Davis Bacon Wage Rates

Bid Response Form



USVI School Bundle #2
BID RESPONSE FORM

The undersigned, as Bidder, hereby declares that it has thoroughly reviewed the Bid Package, the plans, specifications, and other documents, and acquainted itself with the nature and location of the Work. In presenting this Bid Response Form, the Bidder represents that it includes all the components to provide a completed system, and that it is satisfied with the information provided to it in the form of plans, specifications and other design documents, necessary to do so; and has further contemplated the Work necessary to complete the plans and specifications and has included this in the lump sum amount. The Bidder also acknowledges and agrees to the Exhibit "B" – Scope of Work, the Suffolk_CBNA Subcontract, and all other Bid Package contents.

Reviewed and acknowledges all drawings, specifications, and all other Bid Documents	Yes ☐	No ☐
Visited the site of the proposed work to become familiar with all the conditions associated with the proposed construction	Yes ☐	No ☐
Reviewed and acknowledges SUFFOLK_CBNA Sample Subcontract Agreement	Yes ☐	No ☐
Reviewed and initialed every page of the Exhibit "B" and attached to Bid Response Form	Yes ☐	No ☐
Bidder acknowledges schedule, work durations, and has included cost escalation through the end of the project	Yes ☐	No ☐
Bidder has provided resumes of all key project staff	Yes ☐	No ☐
Bidder has included their clarifications, inclusions, and exclusions	Yes ☐	No ☐
Bidder has reviewed and acknowledges all Safety requirements in the Exhibit "B" and Rider "S"; and has included a full time OSHA 500 certified Site Safety officer for the duration of their work (as applicable)	Yes ☐	No ☐
Bidder has included all costs associated with Building Information Modeling and coordination per Rider "V"	Yes ☐	No ☐

BIDDER (COMPANY NAME)

E-MAIL ADDRESS

MAILING ADDRESS

PHONE NUMBER

DATE

AUTHORIZED AGENT'S SIGNATURE

PRINT NAME

DATE

Bid Leveling

- **Suffolk_CBNA's Estimators will scope and level all bids, so it is a fair playing field, and the proper scope is captured.**
 - You will be contacted by the estimators to ensure that you have the proper scope of work
 - Please review and fill out any provided Proposal or Bid Forms (includes breakouts, alternates, or specified requirements). This may help us evaluate your bid faster and more accurately.
 - Please respond to scope questions promptly

Price does matter, but Suffolk_CBNA is looking for the lowest qualified bidder who has the correct scope of work.

Exhibit B

- **For projects in later design phases, Exhibit B's may be provided to further define and clarify "The Work" and other misc. Articles of the Subcontract Agreement**
 - Items not shown or explained in the drawings or specifications
 - Insurance, Bonding, Logistics, Schedule, Clean-up Procedures, Safety Procedures, Etc.
 - Coordination of an item between trades
- **Other contract documents may also be provided for your review prior to bidding**
 - Suffolk_CBNA Standard Subcontract Agreement
 - VDC Rider "V"
 - Rider "S" (Safety)

Exhibit B

Suffolk_CBNA Construction Company, Inc.

Project Name and Location:
Lockhart Elementary School
ST. Thomas, USVI
Scope of Work: CONCRETE & MASONRY

Page 1 of 2

Date: 10/01/2025

Subcontractor: [REDACTED]

EXHIBIT B

USVI Lockhart Elementary School

CONCRETE - MASONRY

SCOPE OF WORK

The purpose of this Exhibit B is to further define and clarify “The Scope of Work”.

This scope of work shall include all labor, materials, tools, staging, permits, fees, licenses, hoisting, hauling, taxes, equipment and supervision required for the proper and complete performance of the ~~IDIVB-CONCRETE/DIV04-MASONRY~~ work in accordance with the Contract Documents and this Exhibit “B”. The separation of those documents into various sections is for convenience only and is not intended in any way to limit the scope of this Agreement.

INDEX TO EXHIBIT B

Article 1:	Contract Documents
Article 2:	Submittals and General Coordination of Work
Article 3:	Licenses
Article 4:	Sales Tax
Article 5:	Labor Requirements
Article 6:	Project Schedule
Article 7:	Safety
Article 8:	Jobsite Management & Logistics
8.1	General Site Management
8.2	Trash & Debris Removal
8.3	Layout & Field Engineering
8.4	Staging & Hoisting Requirements
Article 9:	Job Closeout & Punch-list Requirements
Article 10:	Change Order Management
Article 11:	General Information
Article 12:	Scope of Work
12.1	General Scope Items
12.2	Specific Scope Items
12.3	Quality Management Program
12.4	Mock Ups
12.5	Accepted Value Engineering
12.6	Allowances
12.7	Alternate Scopes of Work
12.8	Unit Prices
12.9	Labor Rates
12.10	Exclusions

Subcontractor Initials _____ SCCI Initials _____

Exhibit B

Suffolk_CBNA Construction Company, Inc.

Page 2 of 2

Project Name and Location:

Lockhart Elementary School

ST. Thomas, USVI

Scope of Work: CONCRETE & MASONRY

Date: 10/01/2025

ARTICLE 1: THE CONTRACT DOCUMENTS

- 1.1. The scope of work for this Subcontract shall include, but not be limited to all Division 0 and Division 1 Specification Sections (General Requirements) and all the work in the following Specification Sections listed below. And all Contract Documents and all work listed in this Exhibit B. Work not specifically listed below is included as related to perform or coordinate this scope of work. The separation of the documents into various sections is for convenience only and is not intended in any way to limit the scope of this agreement.

031000 CONCRETE FORMWORK
032000 CONCRETE REINFORCEMENT
033000 CAST-IN-PLACE CONCRETE
040511 MASONRY MORTARING AND GROUTING
042200 CONCRETE MASONRY UNITS
072617 BELOW SLAB VAPOR RETARDERS
DIV 7 THERMAL AND MOISTURE PROTECTION

ARTICLE 12: SCOPE OF WORK

12.1 GENERAL SCOPE ITEMS

- 12.1.1 Protect adjacent areas and surfaces and structures from damage from this scope of Work. Protect and preserve all existing and installed above/below grade items to remain from operations under this scope of Work. Protect commenced, ongoing and completed Work of this scope until final acceptance.
- 12.1.2 This Subcontractor is responsible for all filing, permits, fees, inspections, tests, and sign-offs necessary to install and complete this scope of work.

12.2 SPECIFIC SCOPE ITEMS

- 12.2.1. **EQUIPMENT**
a. This Subcontractor is responsible for furnishing and utilizing all equipment required to complete its scope of work.
- 12.2.2. **SAFETY**
a. Provide safety caps on ends of rebar and anchor bolts.
- 12.2.3. **CONCRETE REINFORCING**
a. Subcontractor is to furnish and install Reinforcing Steel, Welded Wire Fabric, Dowels etc. necessary for a turnkey concrete system per the documents.
- 12.2.4. **FOUNDATIONS**
- 12.2.5. This Subcontractor shall include all required excavation, backfill and compaction.

Subcontractor Initials _____

SCCI Initials _____

Procurement Summary

How the final decision on who Suffolk_CBNA will award the work to are made:

- Our team may have interviews for certain trades
- All the information is reviewed by the project team, who will make the final award
- We may ask for “best and final” offers
- We will need “Owner Approvals”
- The awarded trade partner will receive a subcontract
 - In order to receive this subcontract, you must get through our Prequalification process
 - There will be one-on-one meetings without Prequalification staff over the next two days (so please schedule your time)
- Before commencing work, the awarded trade partner must execute the subcontract
- There is a requirement from the Federal Government that there be a competitive bid process for each bid package
- There is a DBE Requirement for this project
 - It would be beneficial to have DBE Certification.
 - If you need assistance, you can reach out to our DBE Liaison Alicia Barnes – Rittenhouse Consulting, LLC.
(340) 474-0727 | abarnes@rittenhouseconsultingllc.com

CCIP Calculation in lieu of Bid Response



USVI Lockhart Elementary School Bid Response Form

Subcontractor:

C.C.I.P.

The proposal for the USVI School Bundle #2 is to **exclude cost** of General Liability insurance and Excess/Umbrellas Liability Insurance.

Complete this form to provide the insurance cost as an add alternate in the event an OCIP was not utilized.

The Insurance Calculation Worksheet is to be completed using your current insurance rates and any other factors applicable. The coverages under this program do not include all insurance needed by the Subcontractor and its Subcontractors of any tier. For specific information on what is not covered by this OCIP program refer to the OCIP Insurance Requirements in the BID MANUAL.

Company Name :	
Company Address:	
Contact Person:	
Telephone:	

Bid Amount	\$
Insurance Deduct Alternate	\$

I. Primary General Liability GL Policy Retention: \$ _____ *

Labor Classification	GL Class Code	Estimated Payroll or Contract Value	GL Rate	Premium

Total General Liability Premium	\$
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II. Excess Umbrella Liability

Estimated Payroll or Contract Value	Umbrella Rate	Premium

Total Umbrella Liability Premium	\$
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Post-Bid

- Federal funding requirements require a competitive bid process.
- There are multiple projects, each with multiple buildings. The goal is to maximize on-island subcontractor labor as much as possible. Our Team will look at opportunities for breaking out work/scope packages to benefit the project needs. Based on subcontractor capabilities and prequalification, there may be necessities for sub-tier contracting to work with awarded subcontracted trade contractors.
- Subcontractors are recommended to bid multiple projects to enhance opportunities for award.

Work With Us

David Marmasse

David Roulie

Drew Parkinson

Jami Reyes

Olivier Walon

Keith Couch

Alicia Barnes

Chris Van Rooyen

Pete Gasparini

Arlyn Zuniga

Address:

6/7 Dronningens Gade, 2nd Floor

(Former Chamber of Commerce space)

For more information, please email us at
info@suffolkcbnajv.com

<https://www.suffolkcbnajv.com/>





Industry Day Q & A





Thank you!

