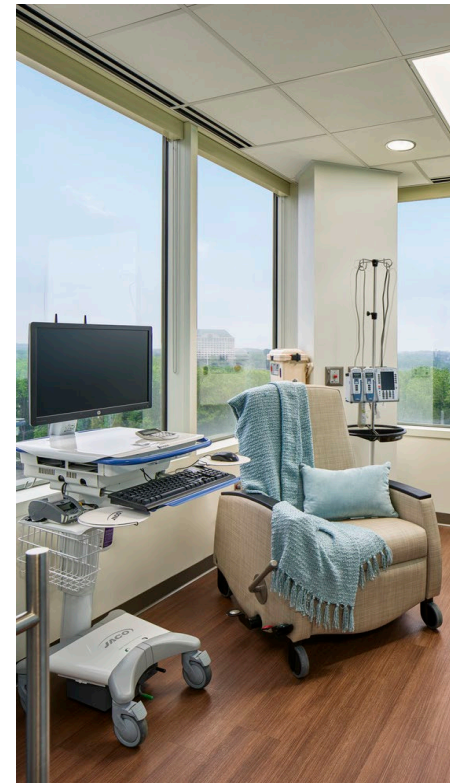




Juan F. Luis Hospital & Roy L. Schneider Hospital USVI Industry Day





Agenda

- 1 Introductions
- 2 Clark/MCN, a Joint Venture
- 3 Awarded Projects: Juan F. Luis + Roy L. Schneider Hospital
- 4 Planned Milestones
- 5 Project Approach: Working with us
- 6 Contact Information
- 7 Questions

USVI Industry Day – Come say hi!



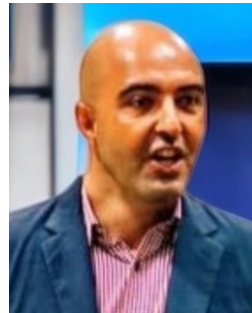
Mark Corwin
VP | Healthcare Business
Unit Leader



Reza Mir
Senior Project Manager



Wes Stith
Senior Vice President



Arash Pahlavan
Communications



Sarah Brown-Campello
Community Engagement



Blaire Burney
Community Engagement



Darryl Mealy
Systems Executive



Clark/MCN, A Joint Venture

Your Proven & *Invested* Partner



Stanford Adult Hospital
\$1,252,000,000



**William Beaumont Army Medical Center Fort Bliss
Replacement Hospital**
\$1,100,622,440



Southeast Louisiana Veterans Healthcare System Replacement Hospital
\$1,056,000,000



**Verstandig Pavilion at MedStar Georgetown
University Hospital**
\$518,000,000

Dedicated Leader in Healthcare

- Acute Care facilities
- Regional medical facilities
- Community hospitals and outpatient clinics
- Expansions and renovations
- Medical office buildings
- Research facilities and laboratories
- Children's hospitals
- Cancer centers

CLARK BY THE NUMBERS

1906 Year Founded

4,500+ Employees

\$6B Annual Revenue

\$20B+ of National Healthcare Work

45M+ Square Feet of National Healthcare Work

320 National Healthcare Projects



Cedar Hill Regional Medical Center
\$375,000,000



Arthur Richards PreK-8 School
\$295,000,000



Banneker Academic High School
\$135,500,000



Robert Frost K-8 School
\$157,000,000

Dedicated Local Community Builder

- Office located in St. Croix
- Diverse project team
- Sustainable builder
- Occupied campuses
- Educational facilities
- Healthcare experience
- Capacity builder for DBE
- Award-winning projects

MCN BY THE NUMBERS

2007

Year Founded

150

Employees

\$500M+

Annual Revenue

\$2B

Bonding Capacity

\$5B+

Total of K-12 Projects

135K

Square Feet Awarded In USVI



Awarded Projects

Juan F. Luis Hospital St. Croix



Juan F. Luis Hospital, St. Croix, most services take place in modular units



Proposed New Design, Juan F. Luis Hospital

Key Highlights

- Estimated start date: Early 2026
- Location on the island: Christiansted
- Peak workforce size: 700+/-

Major Trade Packages/Summary:

Structural

- Steel
- CIP Concrete/Tilt Up Concrete
- Precast Concrete
- Masonry
- Aggregate Piers

MEP

- Fire Suppression
- Mechanical
- Electrical
- Comm/AV/Security

Architectural

- Drywall
- Masonry/Cast Stone
- Division 07
- Glass/Glazing
- Finishes
- Food Service Equipment
- Elevators

Civil

- Earthwork
- Landscaping
- Wet Utilities
- Dry Utilities
- Stormwater management ponds

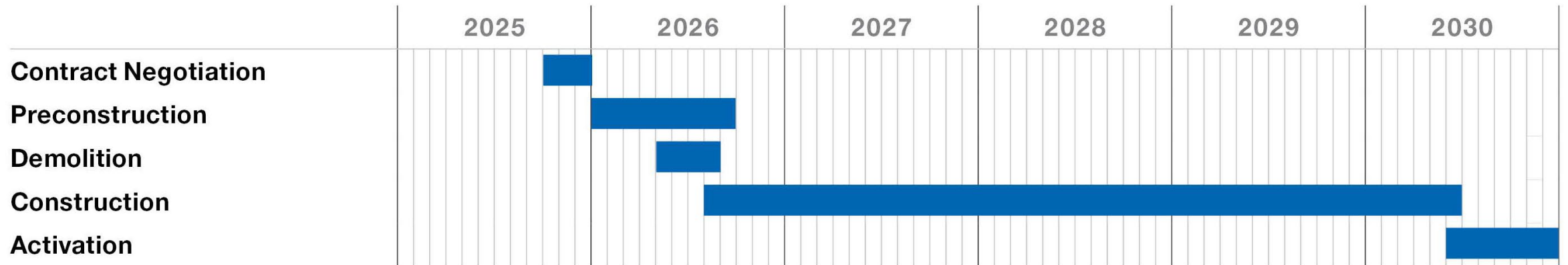
•Please note that this list is not inclusive of all trade packages.

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Planned Milestones

Project Timeline*: St. Croix

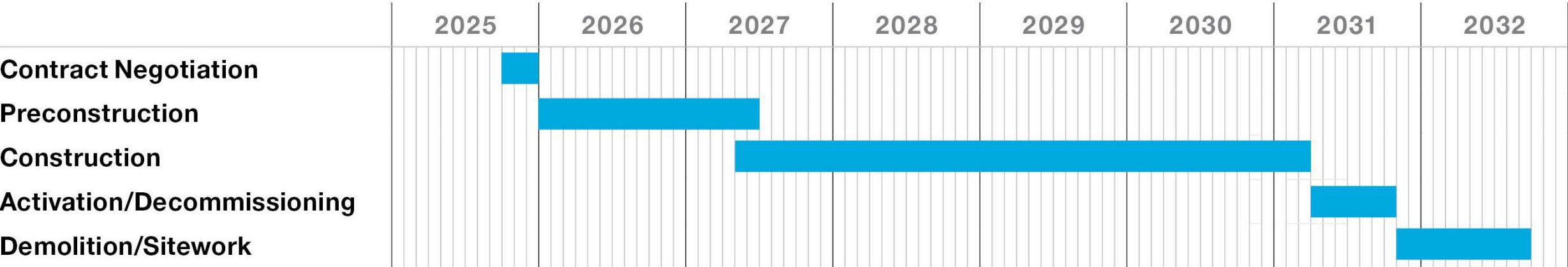
Juan F. Luis Hospital Schedule



* Subject to further revisions

Project Timeline*: St. Thomas

Roy L. Schneider Hospital Schedule



* Subject to further revisions



Project Approach

Working with Clark/MCN, a Joint Venture

Project Roadmap



Preconstruction

- ✓ Conceptual budgets
- ✓ Constructability reviews
- ✓ Material & lead time input



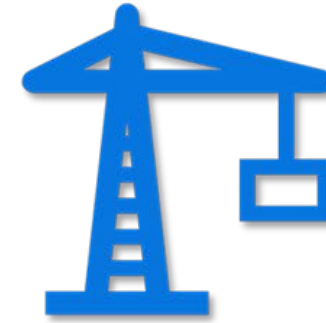
Estimating / Bidding

- ✓ Prequalify
- ✓ Responsiveness
- ✓ Attention to detail
- ✓ Understand scope and expectations
- ✓ Complete pricing



Purchasing / Award

- ✓ Capability
- ✓ Terms
- ✓ Schedule
- ✓ Scope
- ✓ Price



Construction

- ✓ Start-up & submittals
- ✓ Material tracking
- ✓ Manpower & schedule
- ✓ Accurate & timely billings
- ✓ Change order pricing
- ✓ Punch list & close-out

Development

Delivery

Subcontractor Qualification



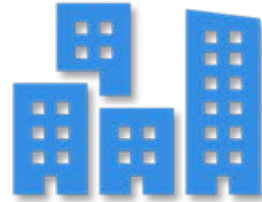
Company Info

- ✓ Organization
- ✓ Parent company
- ✓ Management structure
- ✓ Trades performed / Commercial Useful Function



Safety

- ✓ Safety program
- ✓ Substance abuse screening
- ✓ Employee training
- ✓ EMR (last 5 years)
- ✓ OSHA 300 Logs



Capabilities

- ✓ Financials
- ✓ Current employees
- ✓ Quantity & range of projects
- ✓ Largest project
- ✓ References and past performance



Bonding

- ✓ Required for subcontracts > \$100K
- ✓ Bonding capacity
- ✓ Surety



Licenses

- ✓ Small business certifications
- ✓ Trade specific licenses
- ✓ Union or open shop

Building Connected

Clark utilizes Building Connected to:

- Outline general requirements
- Develop and distribute scope sheets
- Coordinate across all bid packages
- Provide trade contractors with owner, design, and bid updates
- Store up-to-date owner documents including...
 - Original RFP documents
 - Addendums
 - Reference information
 - Conformed sets

**All bids should be delivered to Clark/MCN, A
Joint Venture via Building Connected**





Subcontractor Assessment

Trade contractors are evaluated for opportunities based on:

- Capabilities
- Commercially useful function
- Understanding of the project schedule
- Competitive pricing



Process Defined



Interest

Fill out the trade contractor interest form to provide an overview of your company and capabilities



Introductory Meeting

Introductory meeting with our Subcontractor Development Group (SDG)



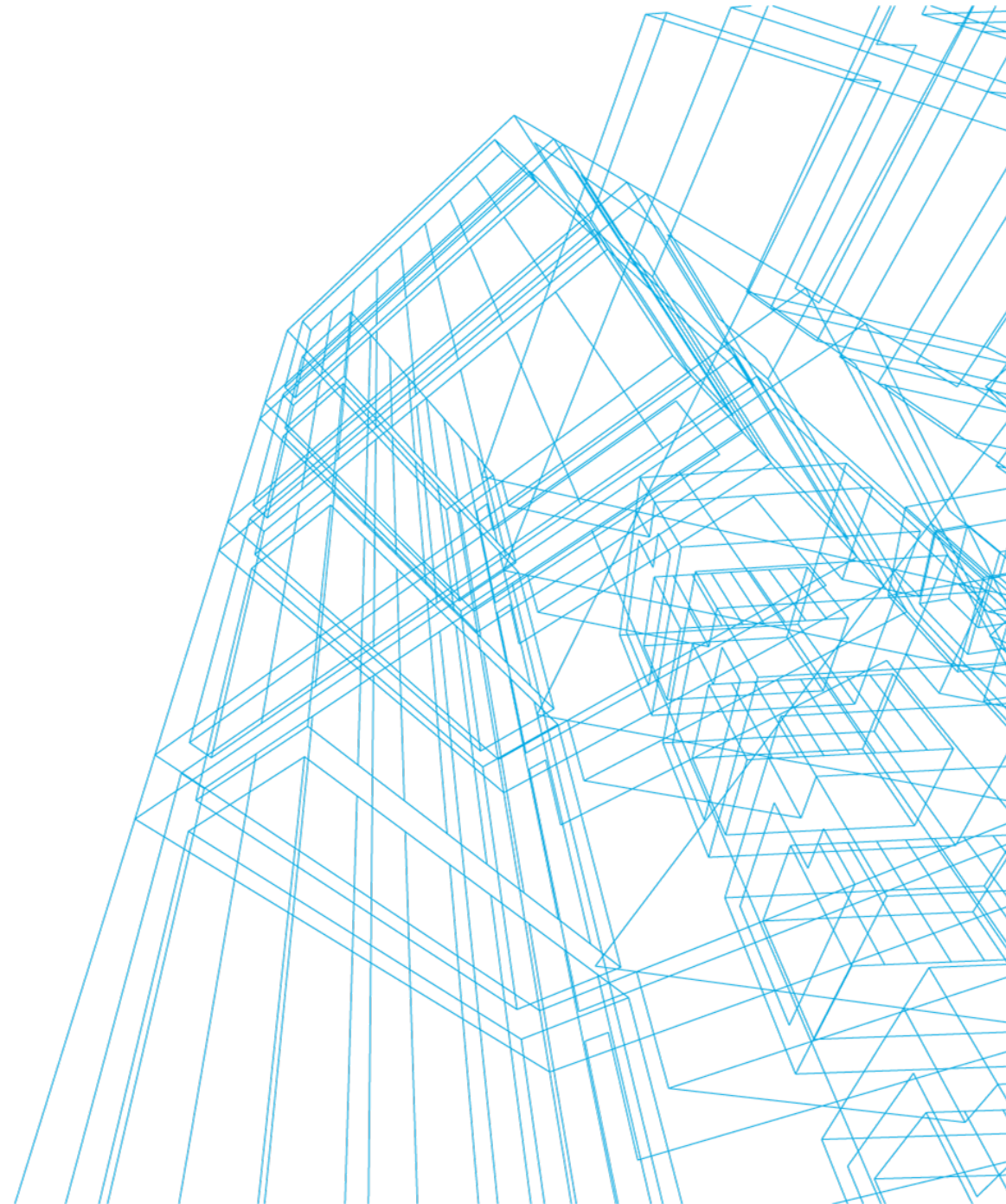
Prequalification

SDBEs with relevant capabilities and capacity will be encouraged to complete Clark's formal Subcontractor Qualification Application (SQA) in BuildingConnected



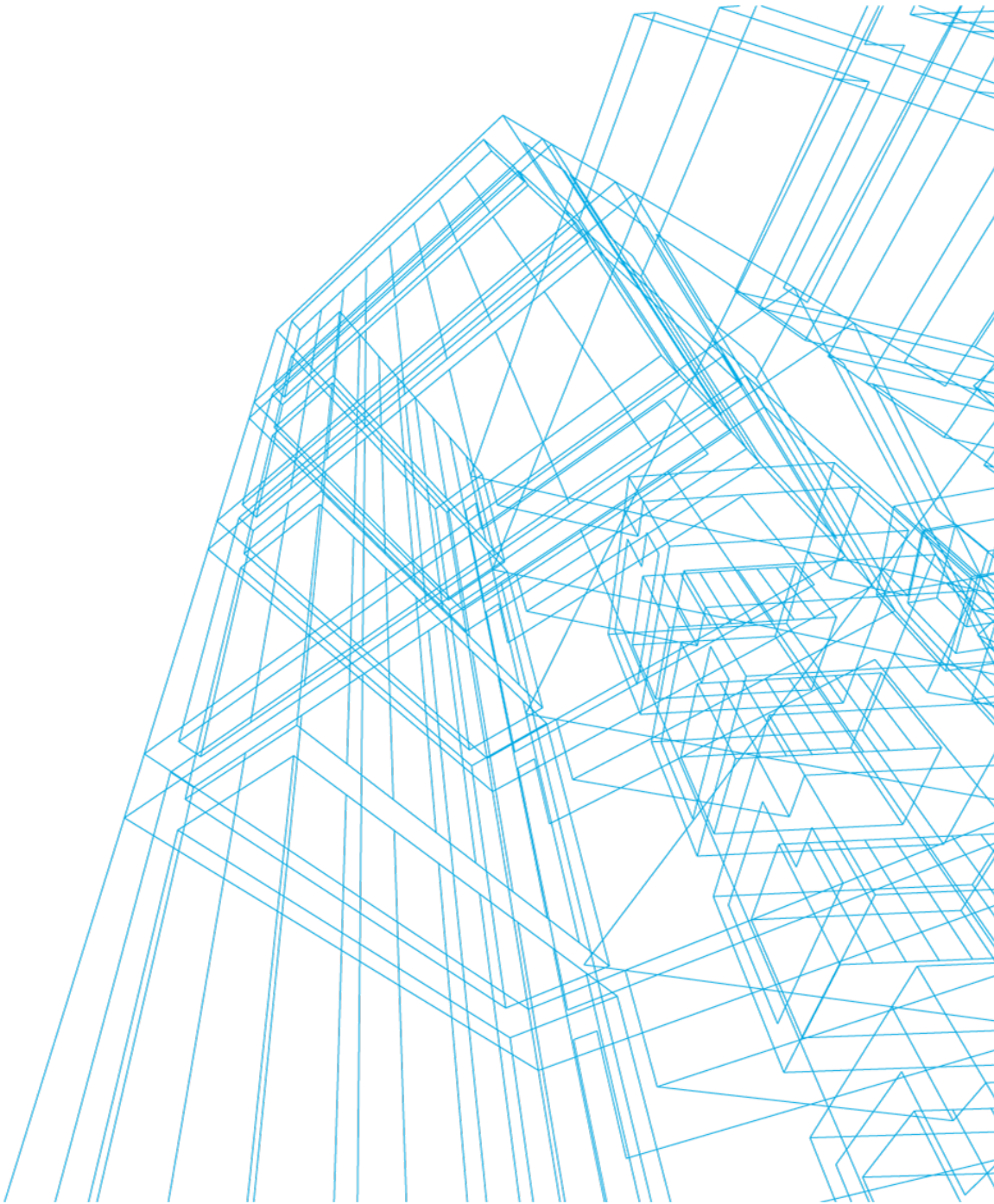
Engagement

Maintain contact and communication about opportunities and ways to align capabilities with Clark's small business capacity-building programs, like the Strategic Partnership Program or SDBE15



Get Started

Complete Clark/MCN's Trade Contractor Interest Form



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Subcontractor Development Group Small Business Support

Strategic Partnership Program Overview

- Intensive, MBA-style training program focusing on core construction management and business skills (at no cost)
- Evening classes (virtual & in-person)
- Courses are taught by industry experts and include:
 - Interactive Classroom Learning
 - Team Projects
 - Presentations





Strategic Partnership Program (SPP)

Established in 2006 in Washington, DC

20 years

11

Markets

1,800+

graduates

\$1.6 billion+

contracts awarded nationally to SPP graduates



SPP Application Process

When applications to join our trainings open, be prepared to share:

- Trade or division of work performed
- Certifications (if applicable)
- Company history and background
 - Year started
 - Type of work performed
 - Past projects
- Classes are offered at No Cost
- Company role in the construction industry
- Your role in the company
- Why your firm should be selected to participate

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Questions and Contact Information



CLARK/MCN USVI, A JOINT VENTURE

Connect With Us

Project Questions

Darryl Mealy

Darryl.mealy@clarkconstruction.com

Subcontractor Development Group/SPP & Training Questions

Wes Stith

Wesley.stith@clarkconstruction.com



www.clarkmcnbuildusvi.com

