

# Rebuild USVI Industry Day

St. Croix





# Industry Day

## 01. Project Overview



# St. Croix: All Projects



Claude O. Markoe

Alexander Henderson

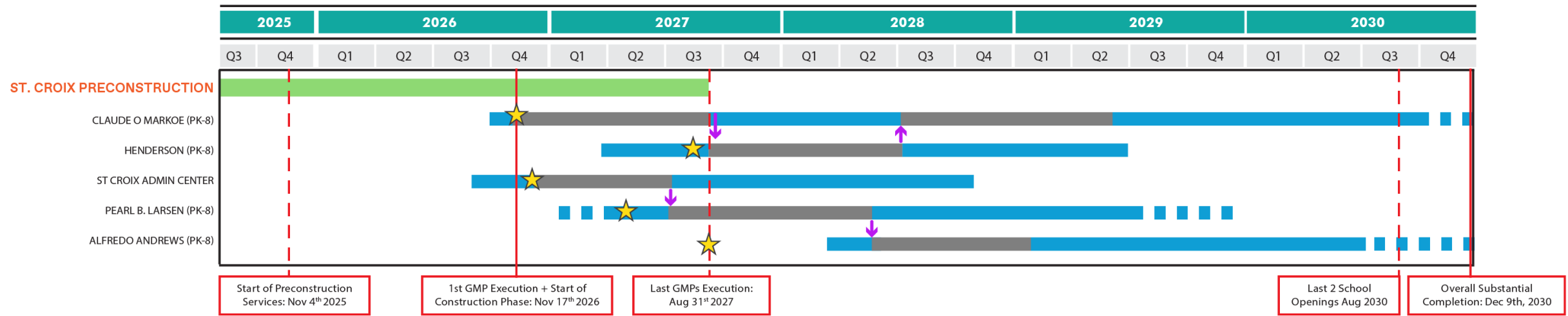
Admin Center

Alfredo Andrews

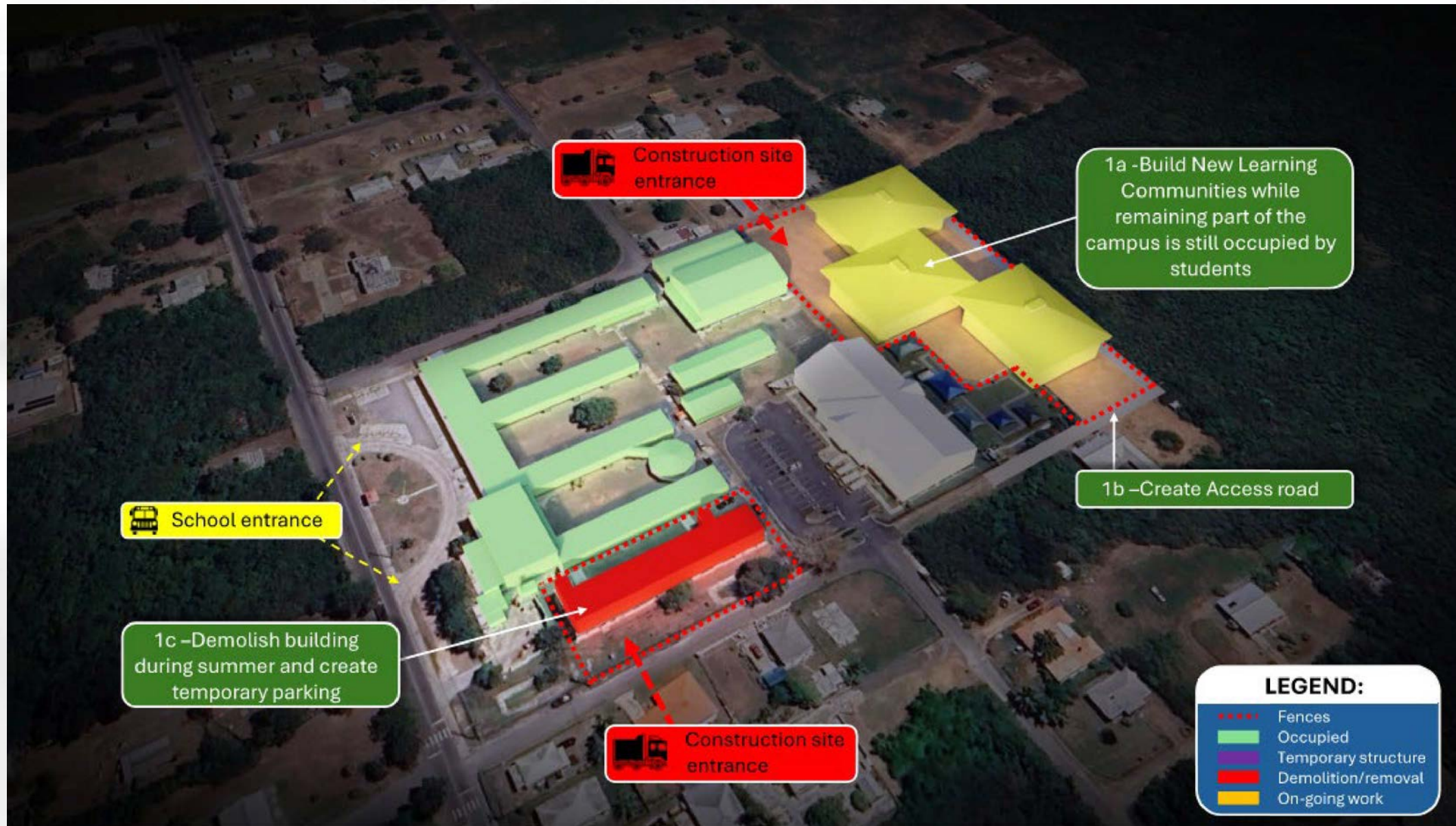
Pearl B. Larsen

# St. Croix: School Bundle

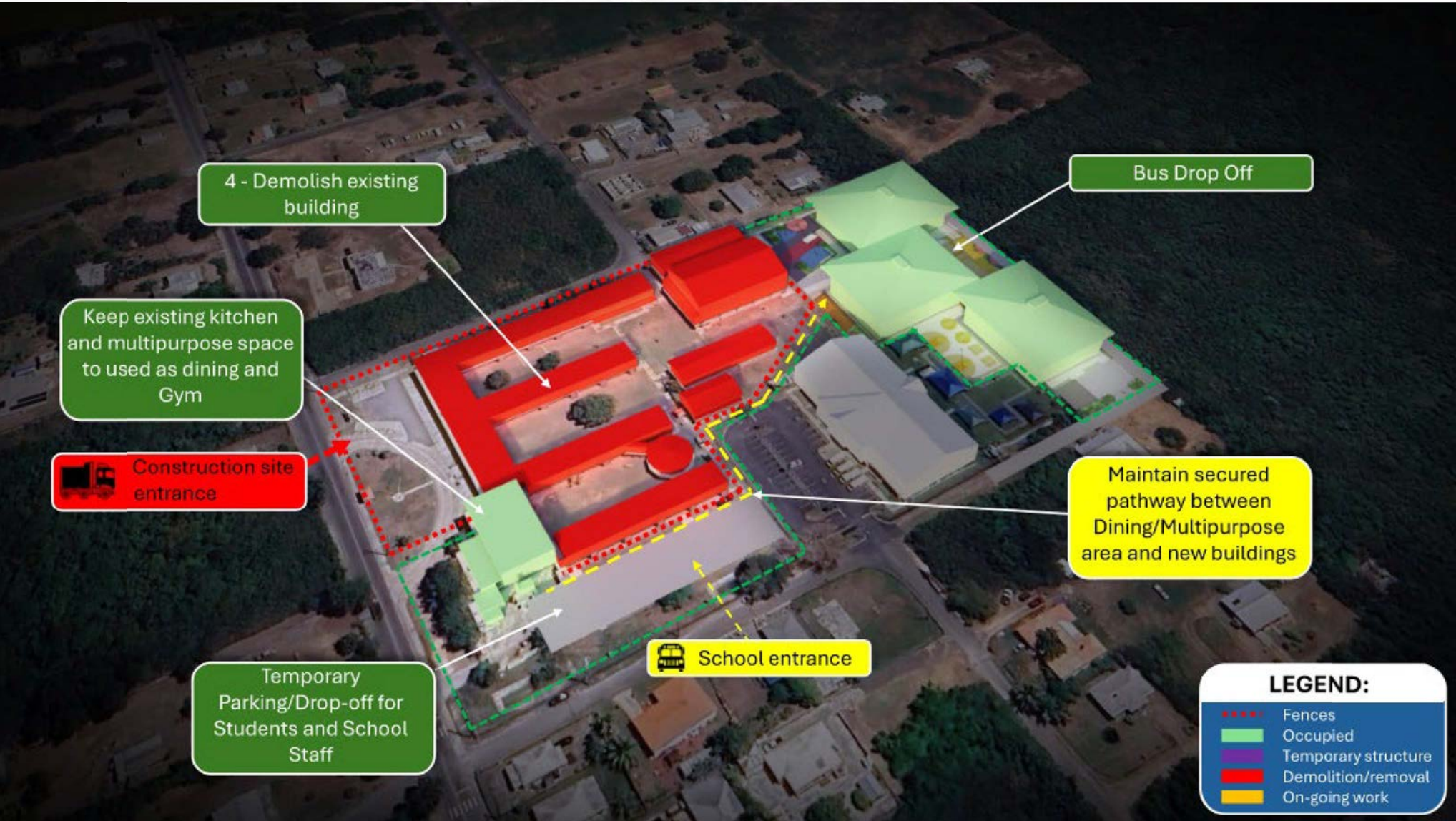
School	RFP GFA sqft
Claude O. Markoe (PK-)	156,128
Alexander Henderson (PreK-8)	102,400
Alfredo Andrews (PreK-8)	156,128
Pearl B. Larsen (PreK-8)	156,128
St Croix Admin Center	90,000
Total	660,784



# CLAUDE O MARKOE – PHASE 1




# CLAUDE O MARKOE – PHASE 2



# ALEXANDER HENDERSON



3 - Completion of the construction of the new campus, Build drop off parking and sport field/playground

 Construction site entrance

**LEGEND:**

-  Fences
-  Occupied
-  Temporary structure
-  Demolition/removal
-  On-going work

# AMINSTRATION CENTER



Construction site entrance

1\_Restore part of South Warehouse (35 000 sqft)

1b - Build New Administrative building

2\_Buid Parking / Drop-off

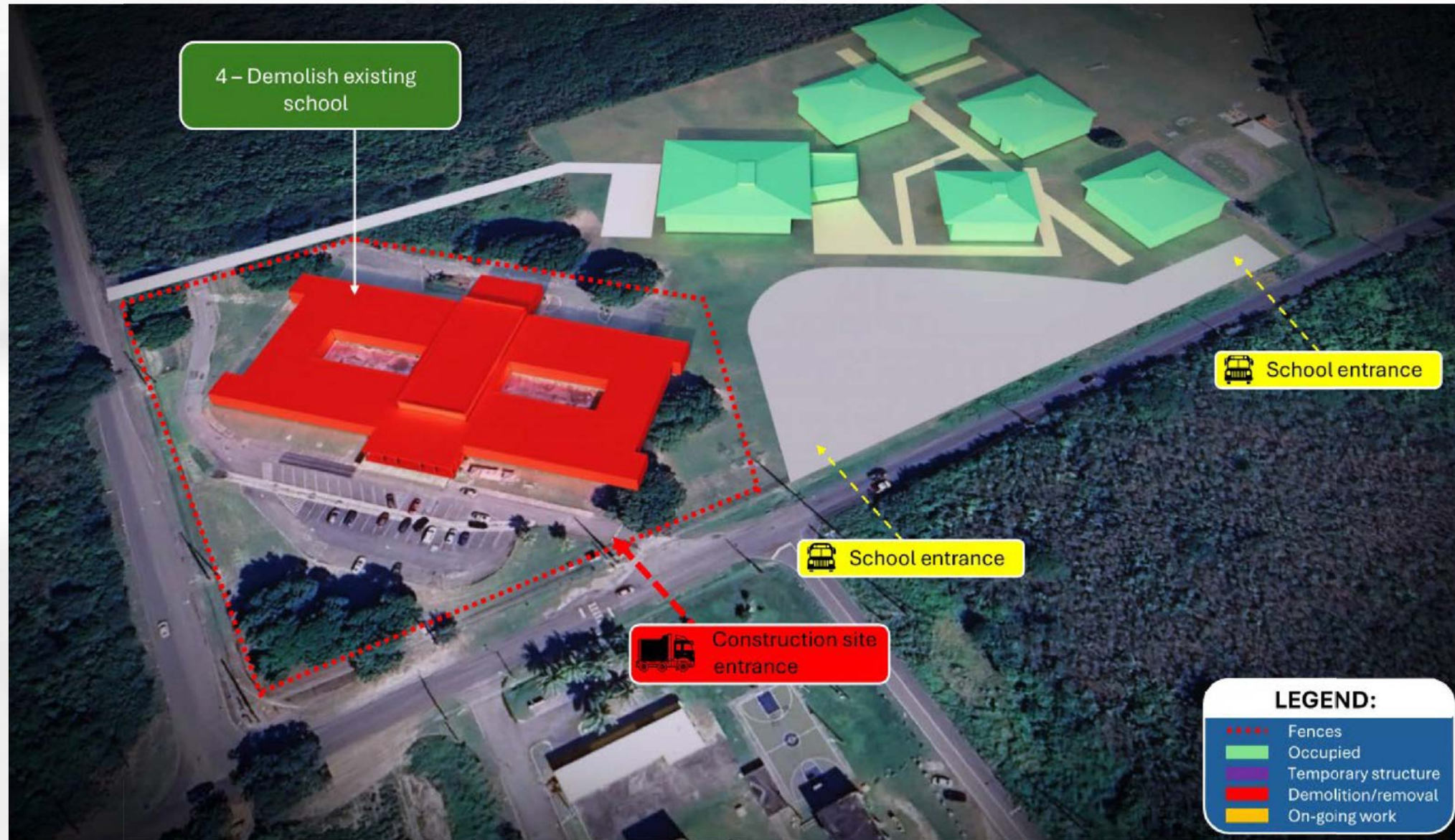
**LEGEND:**

- Fences
- Occupied
- Temporary structure
- Demolition/removal
- On-going work

# ALFREDO ANDREWS – PHASE 1




# ALFREDO ANDREWS – PHASE 2



# PEARL B LARSEN – PRELIMINARY WORK

## Preparation works

 Construction site entrance

2- Demolish existing Gym

1- Install Sprung structure (to replace Gym)

**LEGEND:**

-  Fences
-  Occupied
-  Temporary structure
-  Demolition/removal
-  On-going work



# PEARL B LARSEN – PHASE 1

Phase 1

Construction site entrance

School entrance

Circulation to be kept around existing campus during construction

Temporary school staff parking

3- Build New campus

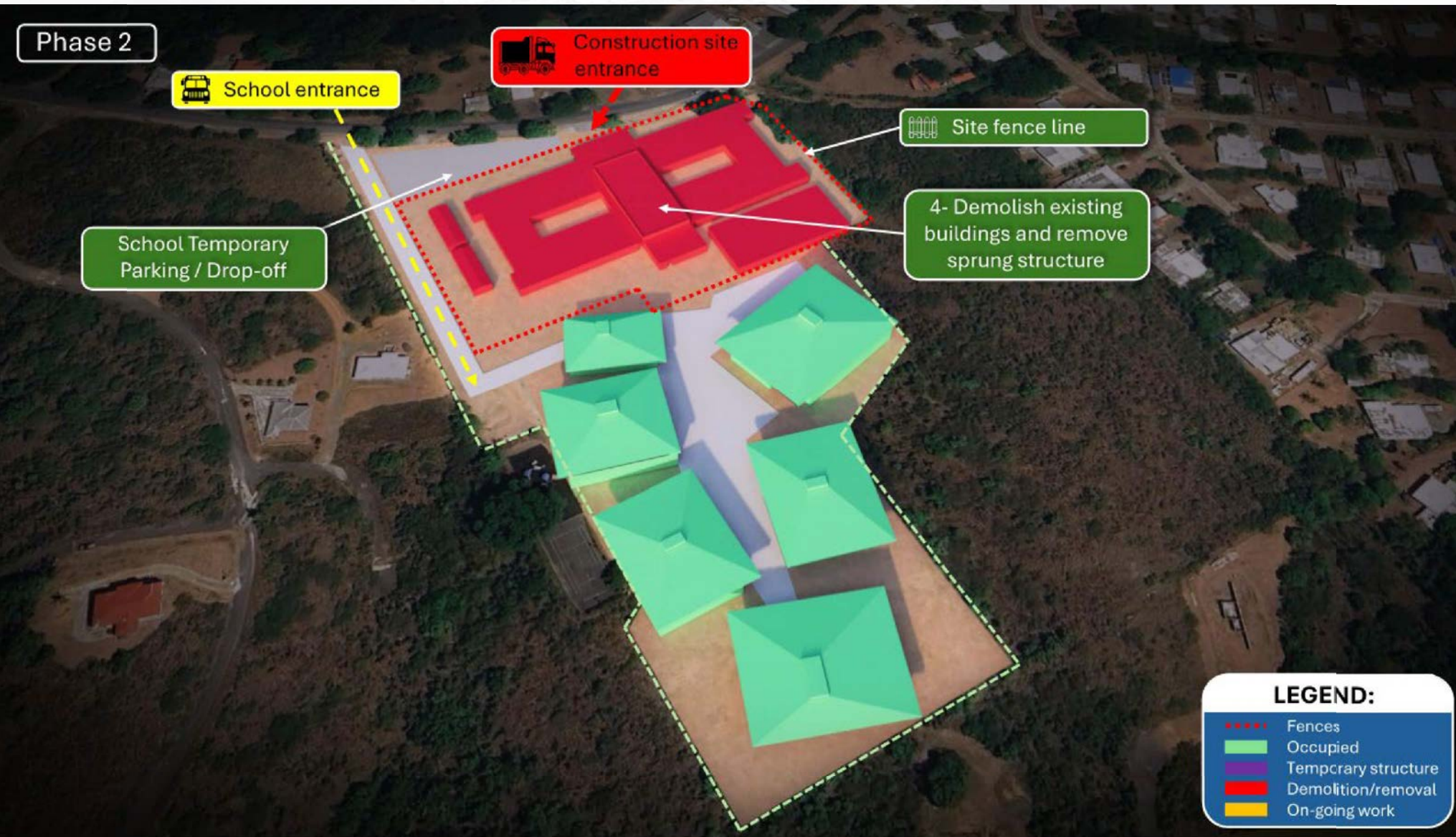
Site fence line

**LEGEND:**

- Fences
- Occupied
- Temporary structure
- Demolition/removal
- On-going work



# PEARL B LARSEN – PHASE 2





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





Industry Day

# 03. Procurement Processes



# 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
- We will work to partner smaller local firms with larger prequalified firms by facilitating 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**

# 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

## 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 Croix.
- 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 5 projects.
- Trade Partners will still be compensated for handling and installation of materials.
- This will allow smaller local businesses to have work.

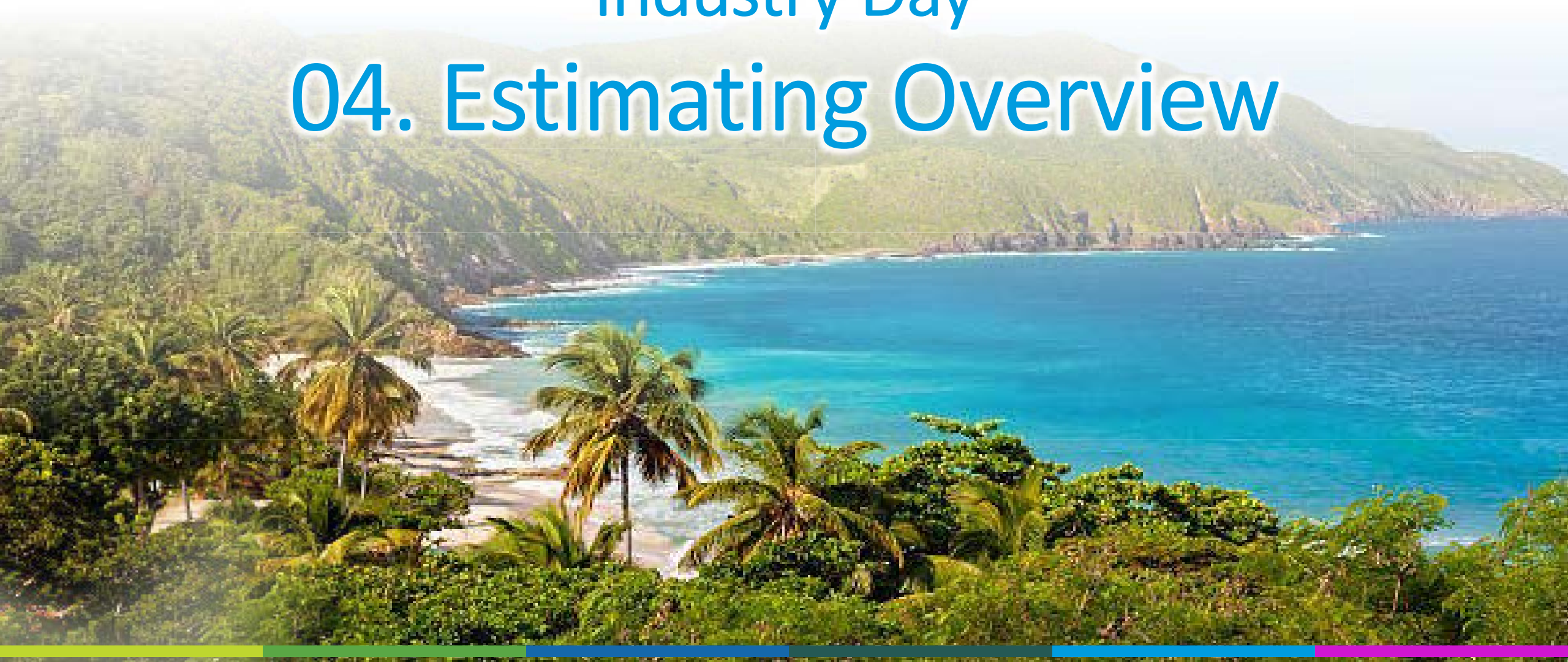
## Workforce Housing

- 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.



# Industry Day

## 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 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.**

# 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](mailto:abarnes@rittenhouseconsultingllc.com)

# CCIP Calculation in lieu of Bid Response

SUFFOLK

CBNA

AMERICARIBE

## 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

Rene Ebersbach

Alicia Barnes

Chris Van Rooyen

Chris Kennedy

Arlyn Zuniga

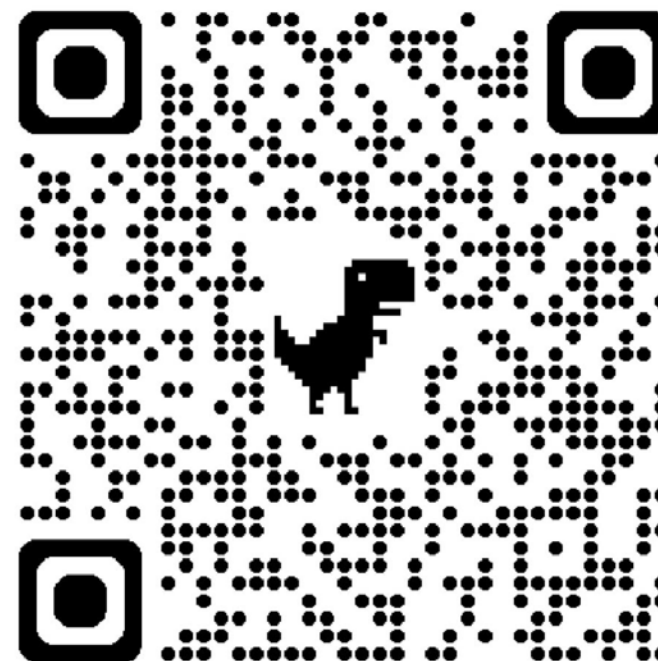
Gael Dumortier

Address:

6/7 Dronningens Gade, 2<sup>nd</sup> Floor, STT  
(Former Chamber of Commerce space)

For more information, please email us at  
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<https://www.suffolkcbnajv.com/>





# Industry Day Q & A





Thank you!

