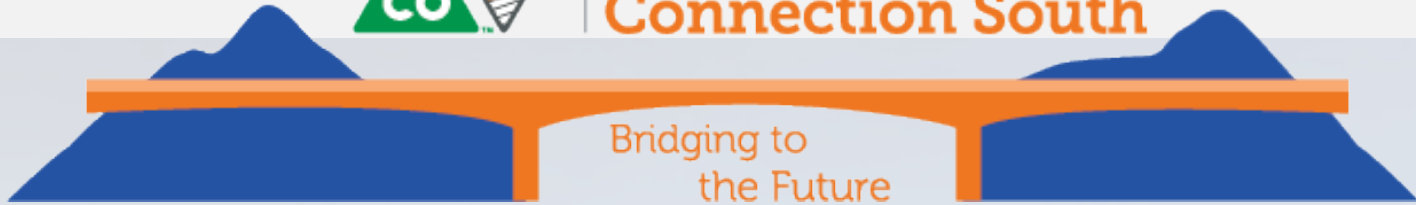




US 550–US 160 Connection South



Pre-Event Webinar

August 28, 2018



Who's On the Webinar

- Cathy Kramer, Connect2DOT Program Manager
- Jason Benally, Region Civil Rights Manager
- Kelly Whaley, CDOT Region 5 Civil Rights Specialist
- Charlie Franklin, CDOT Region 5 Project Engineer



Project Overview

www.codt.gov/projects/us-550-us-160-Connection-design-build

- Complete connection of US 550 to US 160 at the Grandview Interchange
- Key component for growth and connectivity to the Three Springs and Grandview community
- Interchange bridge structures have seen increased use over the past year
- Much safer and more efficient access to the area's regional hospital
- \$99.6 million (estimated cost)





Project Scope

- **Scope**

- Reconstruct US 550 from CR 302 north to US 160 Grandview interchange
- Construct a 2-lane Roundabout at the Grandview Interchange
- Reconstruct CR 219
- Reconstruct CR 220
- Obliterate the existing US 550 Farmington Hill Roadway

- **Bridges**

- Construct Bridge over Gulch A
- Construct Bridge over Gulch B
- Construct Large Mammal Crossing A
- Construct Large Mammal Crossing B
- Construct Cattle Overpass A



Design-Build

- Design-Build is an alternative contracting method where design and construction services are included in a single contract.
- In Design-Build, the owner (CDOT) procures a Design-Build team (a paired contractor and design consultant) with a best-value procurement process.
- The method typically uses a two-phase selection process that includes Statements of Qualifications, short-listing, Proposals and a final selection of the Design-Builder.
- Once the teams are short-listed, subcontractors are usually identified when the team puts together their RFP.



RFP Schedule

PROPOSED DESIGN-BUILD SCHEDULE

The following documents will be added as they become available throughout the project:

Proposed Timeline	Events Processed
November 2018	Letter of Interest
Mid-December 2018	Letter of Interest Responders
December 2018	Request for Qualifications
February 2019	Statement of Qualifications
March 2019	Short List Selection
March 2019	Draft Request for Proposal (RFP)
September 2019	Final Request for Proposal
December 2019	Contract Procurement of Design-Build Team (Notice to Proceed)



Possible Subcontracting Opportunities

- Traffic control
- Environmental compliance/erosion control management
- Striping
- Landscaping
- Hauling/trucking
- Drainage structures
- Materials testing
- Fencing
- Public relations
- Anti-icing system
- Utility relocation
- Survey

All are subject to change based upon the selected D-B team



Small Business Initiatives

- [Disadvantaged Business Enterprise](#) (DBE) goals on both design and construction
- [Emerging Small Business](#) (ESB) goals and incentives under consideration
- [TERO](#) requirements
 - Tribal Employment Rights Organization
 - A representative from the Southern Ute Indian Tribe will be at the Reverse Trade Fair to provide an overview of TERO requirements on the project.



COLORADO

Department of
Transportation



Reverse Trade Fair

September 12, 2018



Who Should Come?

- Prime contractor pursuit teams
- Small businesses interested in working on the design or construction of US 550/US 160 Connection South
- DBE and ESB certified firms
- Local area professional services consultants and contractors
- Firms able to mobilize to Durango
- Firms looking to get on teams for the RFP
- Partner agencies and tribal representatives





Why Should You Come?

- It's very early in the teaming/RFP process
- Opportunity to make connections with primes and solidify your spot teams
- Gain an understanding of how to work with primes you haven't worked with before
- Meet the CDOT project team
- Showcase your capabilities as a small business consultant or contractor
- Learn about special requirements such as TERO
- Find out how the design-build process works and how to put together a sub bid/proposal
- Perfect time to be in Durango for a free lunch!





When & Where

Wednesday, September 12, 2018

9am – 10am: Contractor table set up

10am – 12pm: Small Business Workshop

- Understanding the Design-Build Process presented by CDOT Alternative Contract Delivery
- Bidding/teaming on Design-Build Projects presented by Graham Contracting & Atkins

12pm – 1pm: Lunch provided by Connect2dot

1pm – 3:30pm: Reverse trade fair and one-on-one networking

DoubleTree by Hilton
501 Camino Del Rio
Durango, CO 81301

- Approx. 30 minutes from airport
- Flights arrive at 9am and leave at 4pm or 6pm
- Banquet room holds up to 40 exhibitor tables
- Parking in adjacent hotel lot
- Enter through south lobby door



What's the Setup?

What's Available:

- Round table seating for workshop
- 6 ft and 8ft exhibitor tables with two chairs
- Black tablecloth with tent card
- Name tags
- Free WiFi
- Coffee, lunch and beverages
- 75-100 attendees



What's Not Available:

- No breakfast
- No electrical hookups for exhibitor tables



What Should You Bring

- Your shining personality!
- Table top sign or stand up banner (do not bring hanging signs)
- Business cards
- Capabilities statement, SOQ or other brochure/marketing materials
 - What can you do specifically for the US 550/US 160 project?
 - What other primes and projects have you worked on that are similar?
- Logo/promotional items
- Quantities for 20-25





What to Expect

- Tables will be grouped by disciplines - engineering and construction
- Approximately 8 prime contractors with multiple staff
- CDOT staff and primes will visit with you at your table
- Maximize your time and have substantive conversations
- Network with other subs for teaming opportunities
- Solidify relationships





Marketing to Primes

Briefly introduce yourself and your company

- 30 second “elevator pitch”
- Practice, practice, practice and then make it shorter
- Pause at the end to leave an opening for the other person to talk
- Ask a question to turn it into a conversation
- Try it out on a real person, not just your dog/cat

Find out what type of work the prime is looking for

- Ask questions relevant to the project scope
- Find out who the major players are on the team
- Ask if there are plans or an approach that they can share





Marketing to Primes

Discuss how your services fit on their team

- Why are you the best (value proposition)
- What relevant experience do you have (expertise)
- What you can bring to their team (benefits)
- Why you instead of the other people in the room (differentiators)
- Any certifications, including DBE, that may benefit their team (extras)

Ask what you need to provide for their proposal

- How can you help with their proposal efforts
- When is information due (date/time)
- What format do they need it in (Word doc, PDF)
- How should you send the information (website, email)





Marketing to Primes

Ask about their subcontractor requirements

- General terms and conditions of contracts
- Prequalification, bonding, insurance
- Do not feel pressured to do an exclusive agreement
- The more teams you are on the better your chances are of getting work

Leave them with something to remember you

- Give them a business card and take away (capabilities statement)
- Find out how and when you should follow up
- Follow up and follow up again - the selection process is year long!

Make sure to reserve your exhibit table for the Reverse Trade Fair as soon as possible!

<http://www.connect2dot.org/BookingRetrieve.aspx?ID=285426>

TO DO LIST

Follow Up
Follow Up
Follow Up . . .



Questions?

Reverse Trade Fair Registration:

<http://www.connect2dot.org/BookingRetrieve.aspx?ID=285426>

Project Website:

<https://www.codot.gov/projects/us-550-us-160-Connection-design-build>



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