

5th Annual Vendor Open House

School District of Lee County
October 18, 2024



PERSONAL | PASSIONATE | PROGRESSIVE

Schedule/Agenda

- 9:30 AM Welcome & Introductions
- District Departments
 - Construction Management Partners

- 9:40 AM Procurement Presentation
- Doing Business with the District
 - Upcoming Project Opportunities

10:20 AM Small Business Program (FGCU)

10:30 AM Meet and Greet until 12:00 PM

- 10:45 AM *Optional:* Breakout sessions
- Navigation for submitting a response for District projects.



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Introductions

Dr. Kenneth Savage
Superintendent of Schools

Larry Stephens
Chief of Operations

Dr. Ami Desamours
Chief Financial Officer

Fredrick Ross
Executive Director of Operations

Sarah Cox
Executive Director of Business Services



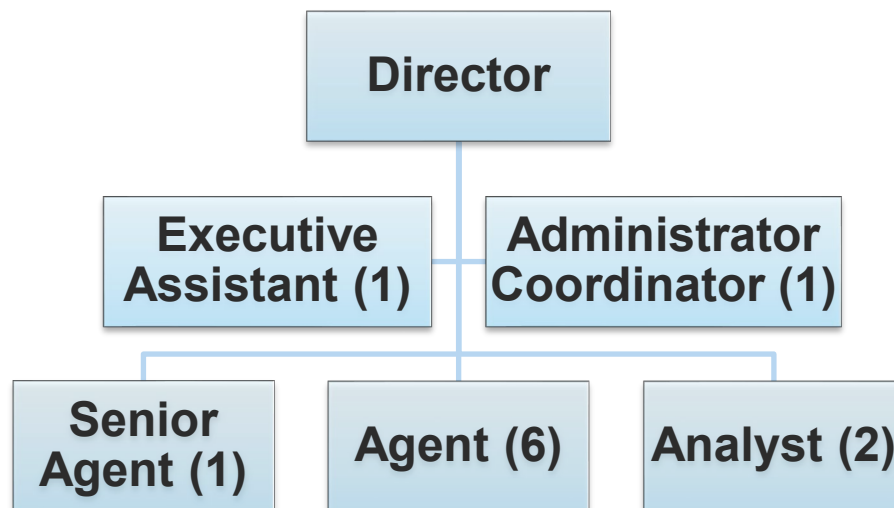


Procurement Services Purpose, Mission & Staff

Purpose: Purchase the highest quality of goods and services at the best value while protecting the integrity of District funds and adhering to policies and procedures.

Mission: Purchase the highest quality goods and services at the best value while protecting the integrity of District funds and adhering to policies and procedures. We will maintain fair and equitable relationships with all business partners, provide quality customer service, and contribute to the district's mission: to ensure that each student achieves his/her highest personal potential.

A highly productive group of 12 talented professionals



We support every student, teacher, staff member, and administrator!





Construction Staff

Scott Reichenbacher – Director, Construction Project Management

Tina Silcox – Assistant Director

Matthew Burbach – Project Manager

Robert Staufenberger – Project Manager

Stephen Hanna – Project Manager

Debbie Kirchen– Project Manager

Donald McCoy – Project Manager

Erika Reyes– Project Manager



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Request for Qualifications Actions (for Projects over \$7.5 Million)

After the Request for Qualifications solicitation is complete, the Board awards the following: Designer (Architect or Mechanical, Electrical & Plumbing (MEP)); Construction Management Firm; and Building Official to complete the following tasks:

- Architect or MEP – Designs the project and submits specifications and plans to the District and Construction Management Firm
- **Construction Management Firm – Advertise for trades using the specifications and plans provided by the Architect. Subcontractors must bid directly with the Construction Management Firm. After bids are awarded, the construction of the project will begin.**
- Building Official – Design Participation, Testing, Inspection, Permits

How to become a Subcontractor

1. Visit the Procurement Construction website frequently
2. Look at the [Awarded Construction Solicitations](#) website to see who is awarded
3. Register with Construction Management Firms to be notified of future solicitations (keep information updated)
4. Mark calendars and attend any pre-bid meetings

NOTE: Multiple Construction Management Firms are awarded for the Continuing Contracts.





Current Construction Projects

Possible Subcontracting Opportunities

The following are currently in the Design Phase:

- **Innovation School (East Zone)**
 - Gulfpoint Construction Company, Inc.
- **Edgewood Academy HVAC Replacement**
 - Target Builder Construction Management, Inc.
- **Spring Creek Elementary School HVAC Replacement**
 - Gulfpoint Construction Company, Inc.
- **Bayshore K-8 School Expansion**
 - O-A-K/Florida, Inc. d/b/a Owen-Ames-Kimball Company
- **"L" & "M" Elementary Schools**
 - Gulfpoint Construction Company, Inc.
- **Bonita Springs Elementary School Demo/Rebuild/Reno/Remodel**
 - Gulfpoint Construction Company, Inc.





Maintenance Staff



Barbara Cedeno – Director, Maintenance

TBD – Assistant Director

Andrew Sass - Coordinator

Christopher Steuber – Coordinator

Sean Brady – Coordinator

Jim Spurlock – Project Manager

Roxanne Lanier – Analyst/Accountant

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Continuing Contracts Subcontracting Opportunities

Construction Continuing Contracts (2024-2027)

- Projects less than \$7.5 Million
 - Architectural Services
 - Building Official Services
 - Civil Engineering Services
 - Mechanical, Electrical, and Plumbing (MEP) Engineering Services
 - **Construction Management for project totals less than \$200K**
 - **No Bonding Requirement**
 - **Construction Management for project totals greater than \$200K - \$7.5M**
 - **Bonding requirement**
 - Roof Consultant





Continuing Contract (2024-2027) Construction Management Firms

- ❑ Capital Contractors, LLC
- ❑ Chris-Tel Construction
- ❑ Clayton Contracting of SWFL, LLC
- ❑ DEC Contracting Group, Inc.
- ❑ Enviro-Struct, LLC
- ❑ **Gulfpoint Construction Company, Inc.**
- ❑ **LEGO Construction Co.**
- ❑ Manhattan Construction Co.
- ❑ **O-A-K/Florida Inc. d/b/a Owen-Ames-Kimball Company**
- ❑ OneSource Construction Co. & Builders, Inc.
- ❑ **R.D. Johnson Construction, Inc.**
- ❑ **Rockford Construction**
- ❑ **Seagate Development Group, LLC**
- ❑ Target Builders Construction Management, Inc.
- ❑ Vantage Construction Services, LLC
- ❑ **Wharton-Smith, Inc.**
- ❑ **Wright Construction Group, Inc.**



Small Business Program

- Benefits to the Community
- Board and Community endorsed program
- Cross-divisional collaboration
- Partnership with FGCU **Small Business Development Center**
- Re-certification required every 3 years
- Angel Segura – Florida Gulf Coast University (FGCU)

NEW SMALL BUSINESS BID OPPORTUNITY

Trade Services for Building and Property Maintenance

small
business



BIG
OPPORTUNITIES



First register for the School District of Lee County Small Business Program through the Florida SBDC at FGCU.



Second register on BonFire to be notified of current and future School District of Lee County bids.



Are you eligible?

- Have been in business for at least two years
- Have annual revenues of \$10,000,000 or less
- Have 20 or less employees

We need you

- | | |
|-----------------------|------------------|
| Carpentry | Insulation |
| Drywall | Masonry |
| Fire Safety | Painting |
| Flooring | Plastering |
| Garage / Roll-up Door | Specialty Trades |
| Glazing | Wall Tiling |

FGCU | **AMERICA'S SBDC FLORIDA**

Meet and Greet



- **Break-Out with Procurement** (*IS Training Room 2230*)
 - Register to receive solicitation notifications
 - How to respond to ITB/ITN/RFP
- **FGCU – Small Businesses**
 - Register business and ask questions
- **District Tables** (Procurement, Maintenance & Construction/Operations)
 - Meet District Departmental Staff
 - Learn about upcoming department needs
- **Construction Management Tables**
 - Meet Awarded District Construction Management Firms
 - Learn about their bidding and qualification process

Questions & Answers



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