



ABCA NEWSPPOINTS

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HENSEL PHELPS SERVING THE COMMUNITY *sharing their expertise*

On September 24, the Austin Area Black Contractors Association (ABCA) hosted an *"Estimating and Bidding"* training session for City certified minority contractors.

Mark Clarke, Chief Estimator and Les Morgan, Senior Estimator of Hensel Phelps (HP) provided the training instructions. *They were, simply — AWE-SOME.*

The HP team covered a broad range of topics including an overview of their organization's structure to familiarize the participants with their mission, capacity and capability.

Mark and Les did not miss a beat covering the important topics on • *estimating basics* • *contract documents* • *types of projects and their differences* • *targeting your efforts* • *developing subcontractor relationships and the specifics of the estimating process, which included —*

a review all contract document requirements•does the project fit your company•understand scope of work•understand bid form, general conditions, special conditions-schedules, taxes, permits, insurance, bonds•divide project scopes into manageable sizes•make team assignments with due dates•solicit material and sub-trade quotes•comply with good faith efforts requirements•conduct site visit to determine conditions•set aside quite time to focus•perform macro checks•be organized•stay on track•focus on accuracy (no speed and short cuts)•can use excel spread sheet formats or ones purchased on-line to prepare quantity•submit questions to owners review pricing received from vendors and subs if you have 2nd and 3rd tier•identify and understand their exclusions an inclusions•pricing and assembly the estimate•tools for the estimator-estimating software; spreadsheets; RS Means; historical cost database and forms; build the job on paper; understand relationship of trades/schedule; solicit input from the company's team; watch for scope holes and overlaps; verify all amendments received and reviewed; review estimate; complete bid forms and documents; ready to submit bid by e-mail, mail, fax or hand deliver.

**MARK AND LES,
THANKS FOR A JOB WELL DONE !**

PARTICIPATING MBE/WBE FIRMS:

JHarper Construction Company, Inc.

James Harper

All Points Inspection Services, Inc.

Alayne Johnson

Herman Johnson

Joe Almdarez

Courtney Lindley

Helided Papia

Haynes Eaglin Waters, LLC

Cloteal Davis Haynes

JusCare Support Services, Inc.

Felecia Dee

Unism Development Company

Ben Warmate

Washington Trucking Company

Alvin Washington

ZLynx Enterprise, Inc.

Ronda Houston

Calvin Williams

Clarence Williams

RW Trucking

Ralph Anthony Wright

Johnson's Hauling Company

Ulysses Johnson

Mark's AC & Heating

Tony Flowers

Trini Construction Builder, LLC

Larry Cross

Asian Contractor Association

Aletta Banks

Business Resource Consultants

Carol S. Hadnot

Apology to those whose photos were not captured.



Seated Left: Mark Clarke, Chief Estimator, Hensel Phelps; **Standing:** Les Morgan, Senior Estimator, Hensel Phelps; Ben Warmate, Unism Development. **Seated Right:** Herman Johnson; and Joe Almdarez, All Points Inspection Services; Tony Flowers, Mark's Air Conditioning and Heating



Seated Left: Alvin Washington, AWC Trucking Company; Ralph Wright, RAW Trucking; Larry Cross, Trini Construction Builder; Ulysses Johnson, Johnson's Hauling Company. **Seated Right:** Cloteal Davis Haynes, Haynes•Eaglin•Waters, GC & CM; Courtney Lindley, All Points Inspection Services



Seated Left: Mark Clarke, Chief Estimator, Hensel Phelps; **Standing:** Les Morgan, Senior Estimator, Hensel Phelps; Ben Warmate, Unism Development. **Seated Right:** Helided Papia, AllPoints Inspection Services and Felecia Dee, Juskare Support Services

WHEN TO BID OR NOT BID A PROJECT?

The decision to bid or not bid a project is often times one of the greatest dilemmas a contractor faces following an inquiry to bid. Often times, the immediate temptation is to bid on most projects that become available in order to keep work coming in and avoid idle production. Yet the decision to bid on a construction project which is not suitable for a particular company can have costly ramifications not only financially, but could just as well damage the future credibility of the company. Often times, passing up on the opportunity to bid on a project is the best decision a builder can make. How then, does a contractor faced with this dilemma make an informed decision whether to bid the job?

While there is no clear cut answer to this question, the builder should consider the following after receiving the bidding documents and reviewing the project:

Competition:

- Who else is likely to bid this job?
- How many bidder will there be?
- Are the bidders equal, or are they smaller contractors with lower overhead?

Nature of the job:

- Is the firm capable of building the project?
- Has the company done any similar work in the past?
- Do the firm's superintendents and project managers have the right kind of experience to handle the job?

Market conditions:

- Is the job extended over a long period?
- Will there be many unknown factors such as labor rates, material prices, or other prevailing economic conditions which may upset the project?

Firm's previous experience with the owner or architect:

- Has the company done any work with them in the past?
- Has the relationship been satisfactory?
- Are they a good client or a good architect?
- Would it be prudent to work for them again?
- Is the company obliged to submit a bid due to this past relationship?

Cost to prepare a proposal:

- Does the probability of getting the job warrant the cost of preparing the proposal?
- What are the chances of winning the job at a reasonable profit?

All of these factors should be considered in a logical way in order to reach a decision to bid or not bid a job. It is also important that the contractor pursue this thinking as early as possible and reach a firm decision in order to allow as much time as possible for the estimating staff to prepare an accurate bid.

Good planning and sound decision making during the bidding process can make the difference between a successful project and an unsuccessful one, but the decision to bid or not bid a project is arguably the most important factor in the success of a business.



Push from City Council looks to cut red tape attached to City Contracts

Austin's Innovation Department may soon be in the spotlight thanks to a new City Council resolution that takes aim at the city's often burdensome bidding process for city contracts. The resolution passed by Council asks city staff to work with stakeholders to find a better way to fill city contracts. The existing process is often based on competitive bidding, which some observers say has too many reporting requirements and other rules that prevent smaller businesses to compete effectively. This project could help to change that, but exact steps that may be taken to reach that goal aren't clear yet. The city plans to work with stakeholders to try to create an alternate procurement

process. The city will then use the new process for issuing a new contract and then evaluate what can be learned from the experience. Council passed the resolution on June 26 and will get a progress report back from staff by Aug. 10. The project will be one of the first involving the city's new Office of Innovation and Council, said Councilman Chris Riley, who sponsored the resolution calling for the project. "Procurement" can be cumbersome and frustrating. There's a lot of paperwork involved and a lot of hoops to jump through," he said. "The idea is to come up with something creative and new that might work for those unfamiliar with the process." The resolution suggests that the city's "Office of Innovation [sic], Purchasing Department and other departments as appropriate," collaborate to come up with the new process. Last year, the city hired Kerry O'Connor as its first chief innovation officer largely to make sure Austin's public sector was keeping pace with the innovation coming from the private sector. O'Connor pulls in about \$130,000 a year and was hired from the U.S. State Department.

Source: Austin Business Journal
Jul 7, 2014

How to Find the Proper Dress for Construction Workers

The clothes that construction workers wear are very important to their safety. Because construction workers are constantly working around materials and machinery, they are always putting themselves in way of danger. The required dress for construction workers includes a lot of accessories that will protect the worker. Here you can find some of the things they wear that help keep them safe and why that item must be part of the dress for construction workers.

Head Protection

Because there is such a risk of things falling on a construction worker's head, it is extremely important. Head protection is essential for the required dress for construction workers. Workers should wear hats at all times when on a construction site in case there is an accident and something falls on their head. The hard hats that are worn by the workers should be checked for dents and cracks regularly. It is important that the hats are kept in good condition in order to protect the workers' heads.

Eye and Face Protection

Eye and face protection are a crucial part to the dress for construction workers. Safety goggles should be worn at all times in order to protect the eyes from getting objects in them. When working with cutting, grinding, welding, nailing, or any concrete or harmful chemicals it is extremely important that a face shield or goggles are worn.

Foot Protection

Often times chemicals or water will be spilled on construction sites. Having proper shoes that will help prevent falling are very important for construction workers. Their shoes should be slip- and puncture-resistant. Having the right and sturdy shoes will keep you from falling, injuring your foot, or any other type of injury that could occur.

Hand Protection

Construction worker's hands are in just as great of danger as all other parts of the body as well. Things can fall, or objects can become extremely hot and cause a lot of damage or injury to the hands. To help keep their hands safe, construction workers wear gloves. Their gloves should fit tightly and be appropriate for the job. For example, if welding, the glove should be insulated with sleeves to protect the arms as well as the hands.

SOURCE: OSHA TOOL-BOX TALKS

4 TECHNOLOGY TRENDS IN CONSTRUCTION FOR 2014

Information technology has been shaping the construction industry for decades. But there have been a few breakthroughs and refreshing innovations on old processes that are taking a particular hold for technology trends in construction 2014. New buzzwords like 'Big Data', 'data-driven design' and 'crowdsourced placemaking' are on the lips of construction and manufacturing innovators. The industry has placed high value in integrating and utilizing information technology. But only 10 percent of companies indicate that they are industry torchbearers, willing to adopt new technology before others do. Are you a torchbearer? **Here are a few technology trends in construction for 2014 that give you competitive edge above your competition.**

Full-force Mobile Computing

Mobile devices on the job have been trending in construction industry technology for some time. "70% of construction professionals already view mobile technology as important to their businesses, planning to use it to access and share information such as customer and job data, drawings, schedules, photos, and plans" says Sage Construction Industry Technology Trends survey. But there is a new face in the mobile computing arena: cloud computing. Long ago mobile devices replaced the paper information exchange with a simpler digital version via smart phones, tablets and laptops. But cloud computing takes it a bit further than simple information exchange. With the power of the cloud you can bypass small-scale functionality for limitless computing power giving way to full force functioning software of a desktop application in your pocket. The future effects of this trend point to a higher level of company-wide connection and overall better onsite efficiency.

Data-Driven Design

In 2013, the world learned a lot about how to use the Big Data infrastructure that was new to the market. This coming year, those lessons will be applied toward analyzing and utilizing the data. This will be the year of: 'What can I do with Big Data?' The construction industries answer: data-driven design. "Using data in the AEC industry is not new. The built environment has long been an abundant source of data," says Randy Deutsch, architectural professor at the University of Illinois. "What is new is the amount of data that is available to us, our capacity to measure and ability to capture, process, and act on that data, and, frankly, our industry's urgent need to do so." The use of Big Data trend in construction offers an opportunity to completely change how firms design, construct, and operate buildings. But getting to that point means overcoming some significant barriers, specifically data reliability, privacy, and security. Despite these setbacks data-driven design will take hold this year and continue to grow in the future.

Crowdsourced Placemaking

The drafting table is about to get overcrowded. We are talking hundreds, even thousands of opinions, all providing invaluable input on your next project. These, of course, are the future occupants and end users of the spaces you create. For the first time, the masses can have an effect in how the constructed environment around them is formed. For instance, using mobile apps, social media, and security camera footage, architects can learn how groups of people move through a space. They can then create hypothetical circumstances ("If we added a collegiate gear shop in the student union, would you choose to buy there instead of off campus?") and ask for feedback on early design ideas through social media polls or large-scale surveys. Like it or not, the mass participation of construction design is on its way. Current buzzwords like "crowdsourced placemaking" and "data-driven design" will soon become commonplace.

Real-time Energy Performance Modeling

Energy modeling has been around for many years, but the process remains time-consuming and costly. As you may know, energy performance modeling is one of the most time consuming processes in the planning development. Single-purpose models, such as airflow or daylighting models, can take days and sometimes even weeks to generate. With new software tools, required analysis can be performed during conceptual design. Applications allow designers to model energy performance in early concepts in real time. By condensing the time it takes to analyze energy performance data from days to hours, it is now practical for design teams to adjust their designs with out workflow disruptions based on the data at hand. There are other digital tools revolutionizing conceptual design with real-time building performance data. This software comes with energy simulation features that enable users to gather instant energy-performance feedback on early design decisions based on proposed building orientation, thermal performance, and massing. Energy efficiency is on everyone's mind and now the modeling itself will be efficient as your buildings. While traditional process will not be halted and replaced tomorrow; the mere existence of these trends will push the construction industry further and further into the digital age. Information technology is improving efficiency in many sectors and will continue to do so. Will you be in the 10 percent of early adopters? If so, you may want to consider a technology partner. More than 47% of firms surveyed admit to not having any IT management. *The current and future tech influences make it all the more important for construction companies to be strategic in their IT planning and investments.*

Source: Entech, Business IT Solutions

TECHNOLOGY! LIVESCRIBE SMARTPEN

converts written or verbal notes to digital recordings

Whenever ENR editors find a tool we want for ourselves that also has crossover appeal for architects, engineers or construction managers, we like to show it off.

Livescribe's Smartpen is one of those tools. At first glance, it just

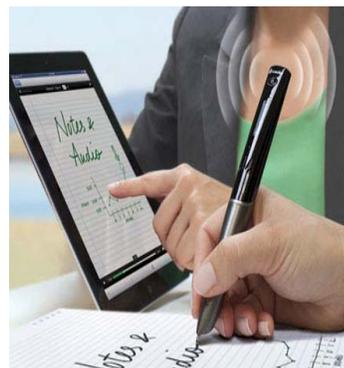
looks like a stocky pen, but the technology inside allows users to record audio and, at the same time, turn any written notes into digital files that users can save or upload to cloud computers. One user, Donna Ou, senior engineering project manager at Epocrates Inc., San Mateo, Calif., reports that she uses the pen to deal with managing the hundreds of deliverables in software development. She says this is where the Livescribe pen comes in really

handy. The pen operates on a printed-dot paper. An infrared camera inside the tip reads Livescribe's unique 3-sq-mm-dot pattern 70 times a second, says Bryan Rodrigues, senior director of marketing for the Oakland, Calif.-based Livescribe. Anything written with the pen or recorded with the pen's microphone can be transferred to a computer or to an application called Evernote via WiFi or the micro-USB port on the back of the pen. Evernote is an app that lets users save notes to its cloud system. It's free and offers 500 GB of extended storage space to any Livescribe user. When ENR's editors uploaded notes to Evernote, handwritten text appeared black and text that was written during an audio recording appeared green and linked to the recording. Livescribe offers users four different versions

of 25-page printable dot-paper notebooks. We printed the paper and had to update the pen's software to get it to read our paper. Livescribe offers various pre-printed notebooks. *The Sky Smartpen comes in three versions with 2, 4 or 8Gb of storage at \$169 to \$249.*

Features of The Sky WiFi SMARTPEN

Built-in WiFi makes it easy for your words and ideas to be available any time, anywhere, on nearly any device. The ergonomic design and soft touch grip provide comfort while writing. Holds approximately 200, 400, or 800 hours of recorded audio (available in 2GB, 4GB or 8GB models). Capture your meetings or lectures with crisp, clear sound. Your notes and audio are wirelessly sent to your personal Evernote® account. Recharge you smartpen using a standard micro-USB cable. Simply remove the ink cartridge by pulling it out with your fingertips. Insert a new cartridge until it clicks into place. Built-in speaker produces rich, full sound to play back your recorded audio.





Austin Area Black Contractors Association
 c/o Business Resource Consultants
 6448 Highway 290 East, Suite E-107
 Austin, Texas 78723

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Get certified with the City of Austin as a MBE, WBE or DBE, Call the — Small & Minority Business Resources Dept (SMBR) Certification Division at **512-974-7645**



Check-out ABCA's New Website

www.abcatx.com

View the *Bid Briefs'* link for a current listing of *Construction Procurement Opportunities!*



The Austin Area Black Contractors Association is reaching out to all

African American Construction Contractors located in Travis, Hays, Williamson, Bastrop and Caldwell Counties to get MBE/WBE/DBE Certified with the City of Austin.



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For More Information, Call 512-467-6894

Check-out ABCA's updated website at www.abcatx.com.

View online video training, upcoming construction opportunities, calendar of events, and tool box tips that are advertised in the weekly online Bid Briefs!



SMBR's Plan Room



The City of Austin's Small & Minority Business Resources (SMBR) Plan Room is open for business

weekdays from 8:30 a.m. – 4:30 p.m.

SMBR's Plan Room provides free electronic access to the McGraw-Hill Dodge system of drawings and construction specifications for projects in 100 counties in South and Central Texas as well as hard copy plans and specifications from local, private, and public sector jobs that can be viewed onsite or copied for a minimal fee. For a list of the current available Plans and Specifications, you can access it on our website at www.austintexas.gov/smbr or visit this link <https://data.austintexas.gov/Business/Construction-Plans-in-SMBR-s-Plan-Room/x442-h34c> or for questions or to schedule a training as a first time user, please call (512) 974-7799.

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512-467-6894, office | 512-467-9808, fax
 E-mail: brc-pro@att.net

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