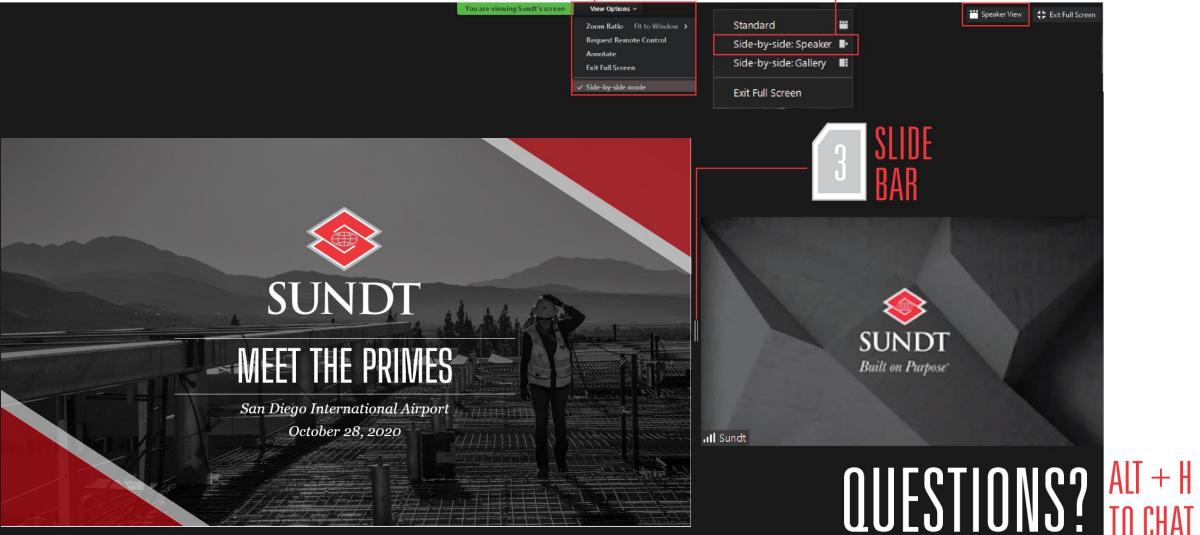


BEFORE WE GET STARTED

MODE

SIDE-BY-SIDE __SIDE-BY-SIDE **SPEAKER**

SPEAKER



TODAY'S AGENDA



Introduction to Presenters

Safety By Choice

Opportunities & Pursuits

Pre-Construction Process

Prequalification & Registration

Sundt & XBE Participation

PRESENTING TODAY



Brad Kirsch
Project Director



Prequalification Manager

Lisa Best



Brian Parker
Preconstruction



DeAnna Andrews

XBE Coordinator



Reese Fortin
Safety Manager



SUNDT HIGHLIGHTS

1890 Year Founded

100% Employee-Owned

#1 AGC National Grand Award for Safety (only contractor in U.S. to win **twice**)

- Years in a Row Best Places to Work, #4 San Diego Business Journal (2020) and #11 Los Angeles Business Journal (2020)
- Southern California Project Results
 Local Participation = \$600M to 2200 firms
 XBE Participation = \$550M to 1750 firms
- 9.1/10 Average client satisfaction score, last 5 years



SUNDT CALIFORNIA OFFICES



San Diego Office



Irvine Office



Sacramento Office





- Sacramento
- Irvine
- San Diego

THANK YOU SAN DIEGO AIRPORT



- Airport Development Plan: Envisioning a new Terminal 1
- Sundt wants to keep money local
 - Local Companies
 - Local employees
- Support LBEs and XBEs

CALOSHA VOLUNTARY PREVENTION PROGRAM





San Diego International Airport Support Facilities 2020

CONGRATULATIONS!!





AWARDS & RECOGNITION



AGC GRAND AWARD

Two-Time Winner of "Best of the Best" in Safety Programs

Recent & Select Honors

Outstanding Safety Improvement Award

American Society of Concrete Contractors

2018

Safety Excellence Award

AGC Willis Towers Watson Construction

Highway & Transportation Over \$1M

2017

"Best of the Best" Grand Award

AGC

2016

Safety Excellence Awards, Category II

AGC San Antonio Construction

2016

W. Burr Bennett SAFETY Excellence Award

American Society of Contractors

2016

Construction SAFETY Excellence Award

AGC

Highway Division

2016, 2019

SAFETY SHARE





COVID-19 RESPONSE



General Safety Policies and Rules

- Any employee, subcontractor, trade partner, worker or visitor showing symptoms of COVID-19 will be asked to leave the jobsite and return home.
- Face Coverings are required 100% while onsite
- Employees, subcontractors, trade partners, workers and visitors must avoid physical contact with others.
 - All must increase personal space to at least six (6) feet, where possible.
 - All in-person meetings will be limited to ten (10) people.
 - To the extent possible, meetings should be conducted by telephone
- Additional Jobsite cleanings are conducted daily.

SAFETY SHARE: COVID-19 RESPONSE



Sundt COVID-19 Screening Program

- Individuals will be designated by Sundt and subcontractors to conduct temperature scanning for all personnel coming on site at the gate/entry point(s) at the start of each shift.
- Individuals will not be allowed on site, if an elevated temperature 99.6 F or greater, followed by a second confirmed elevated temperature after 15 minutes waiting period.





HOW WE TREAT OUR SUBS

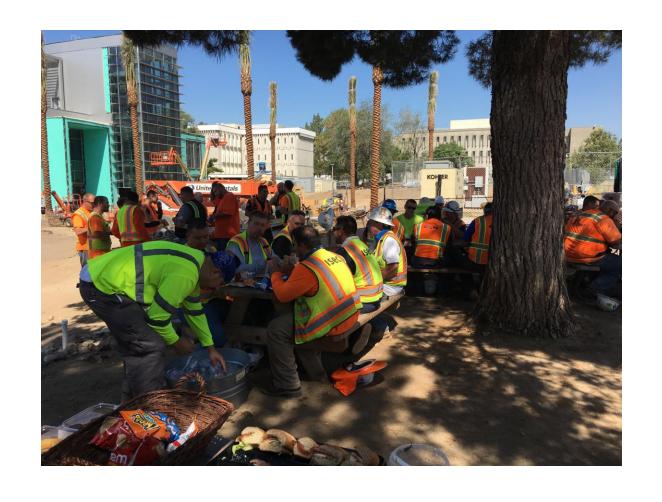


We cannot do this without you.

Reputation for treating our owners, employees and subcontractors fairly

Our purpose:

To build environments where our clients, employee-owners and communities prosper







Reese Fortin

CONSTRUCTION SITE SAFETY













POLL QUESTION #1



Please answer in the Zoom Poll:

Has your company worked with San Diego Airport before?

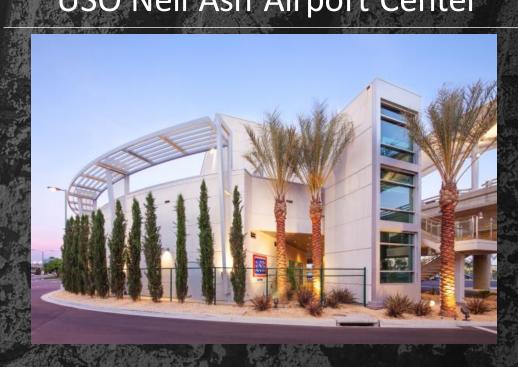
SUMDT SAN DIEGO INTERNATIONAL AIRPORT PROJECTS



The Greenbuild Landside Improvements
Elevated Departure Roadway

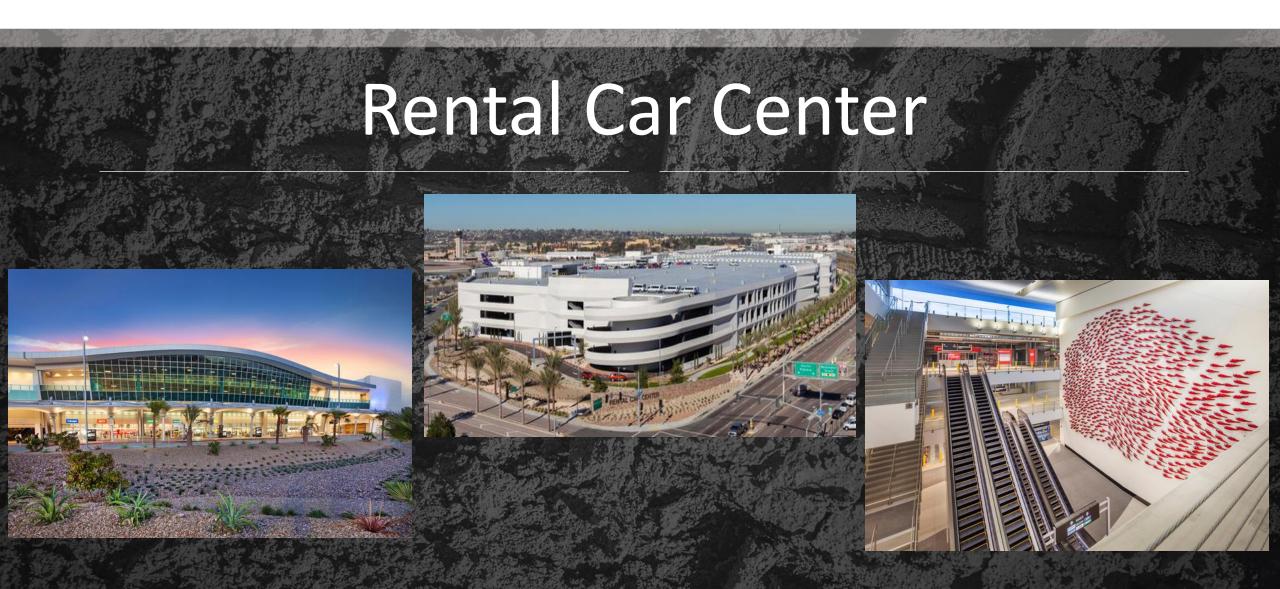
The Greenbuild Landside Improvements
USO Neil Ash Airport Center





SUMDT SAN DIEGO INTERNATIONAL AIRPORT PROJECTS







SUNDT & SAN DIEGO AIRPORT

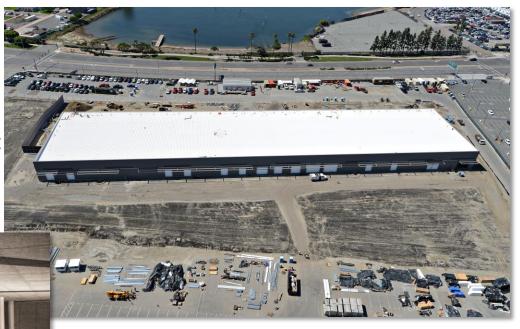


Facilities Management Department



Local + XBE Participation: \$134M to 353 firms

Airport Support Building



Cistern

3.2 Million Volume

35' Deep

7,128 CY Concrete

XBE UTILIZATION RESULTS

Painting

Rebar

Security

Sheet Metal

Specialties

Storage Units

Steel

Paving/Trenching

Permitting / Discharge
PreEng Metal Bldgs

Roofing & Waterproofing

Small Tools & Supplies

Spoils, Pile Chipping, Guide Wall

Specification Writer

Storm Drain Camera

Survey, Utility Mark-out

Street Sweeping



XBE 1st & 2nd Tier Trades / Scope

Acoustical Engineers

Engineering Svcs

_	·
Air Barrier	Equipment Rental
Asphalt Paving	Excavation
Audio Visual	Final Cleaning
Backhoe Services	Fire & Sound Caulking
Casework	Fire Sprinklers
Cast-In-Place Structures	Flooring
Caulking	Fuel
Concrete	Furniture Relocation
Concrete Cutting	Gate Automation
Concrete Pump & Washout	Glazing
Concrete Pumping	Guard Booths
Crane & Car Lift	High Voltage
Crane Service	Insulation
Dewatering	Lighting Contractor
Doors, Frames & Hardware	Low-Voltage
Drilling	Masonry
Dump Trucks	MEP ENG
Dust Collection System	Misc. Materials
Electrical	Mulch & Composite
	- 66. —

Office Trailer

Environmental Laboratory

Airport Support Facilities

FMD - Facilities Management Department Cistern ASB - Airline Support Building

SWPPP Temp Fence, Toilets, Conex Temp Power Tenant Relocation **Testing & Inspection Testing Services** Time Laps & Surveillance Cam Traffic Control Trailers Trucking **Utility Locator** Water Tender Window Coverings

Brad Kirsch

AVIATION PROJECTS



1942 Sundt's rich history in aviation begins

The M. A. and Indicated addition

78 Years experience in Aviation

\$1.1B+ Value of Aviation Projects

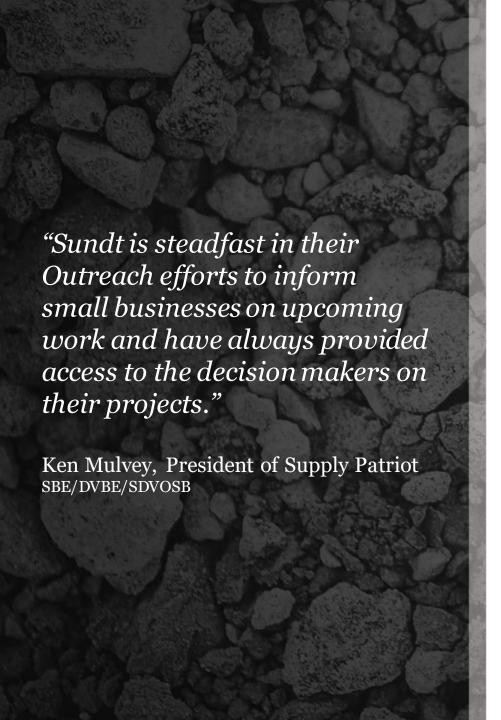
35 Aviation Projects in the last 15 years



POLL QUESTION #2









Brian Parker

WHY WORK WITH SUNDT?

- SLIP Subcontractor Liability Insurance
- General Liability Covered
- Greater & Longer Coverage
- SDI Subdefault Insurance (in lieu of individual Bonding)
- Level Playing Field
- *High level training opportunities*
- Labor Compliance, CPR/OSHA, Change Management, Contract Acumen
- Provide opportunities for SUCCESS

CURRENT OPPORTUNITIES IN SOCAL



CSU Fullerton Student Housing

- Bidding Phase Fall 2020
- Approx. \$140M (DB)
- Finish Trades bidding out ONLY
- State Prevailing Wage
- DVBE Requirements

County of LA Rancho Los Amigos South Campus ISD & Probation HQ

- Contract Award Pending: Winter Spring 2021
- Approx. \$320M (DB)
- Project Labor Agreement and Local Hire Requirements In place
- SBE, DVBE & CBE (DBE, MBE, WBE) Goals

SDUSD Morse High School PH III

- Bidding Phase Winter 2021
- Approx. \$45M (LLB)
- SDUSD Prequalification Required
- PLA In place
- DVBE and EBE Goals

Golden West Community College Language Arts Complex,

- Bidding Phase NOW
- Approx. \$43M (Multi Prime)
- State Prevailing Wage
- Previous Prequal with Golden West was Required to Bid

Southwestern Community College IT Building & Data Center

- Bidding Phase Spring 2021
- Approx. \$15M (CM@Risk)
- Southwestern Prequalification Requirement
- CBA & State Prevailing Wage
- Local Participation

Elegance at San Gabriel

- Bidding Phase Winter 2020-2021
- Approx. \$60M (CM@Risk)
- Selective Packages available

CURRENT PURSUITS IN SOCAL



San Diego Airport – Administration Building

- RFP to be issued in Late Fall 2020 (DB)
- Approx. \$80M
- State Prevailing Wage, Project Labor Agreement
- Goals for Local, Small and Veteran Participation

San Diego Unified School District Various Projects

- Proposals to Release: Fall Winter 2021
- Lease/Leaseback Approx. \$30 \$70M
- SDUSD + Sundt Prequalification Requirements
- Project Labor Agreements
- Local, Small, EBE & DVBE Goals

Southwestern Community College District

- RFP Release Dates: Spring-Summer 2020 (CM)
- Prop S & Z passed in 2016
- Approx. Value of <u>total projects</u> = \$400M
- Southwestern + Sundt Prequalification Requirements
- Project Labor Agreement
- Big Push for Local Participation
- Sundt SB, Minority and Veteran Goals

San Bernardino Community College District

- RFP Release Dates: Winter 2020/2021 and onward
- Measure CC passed in 2018
- Authorized funding for over \$470M to repair, upgrade and build new projects for the San Bernardino community
- Board Policy 6610 Local Business and Hire Participation is Key

Various CalState University Projects

- Los Angeles, Orange County, San Diego, San Bernardino
- RFP Release Dates: Spring/Summer 2021
- DB & CM: \$35M to \$130M
- CalState + Sundt Prequalification Requirements
- SB & DVBE Goals
- Prevailing Wage

Misc. Federal Projects: RFP RLS Dates 2020

- Army Corp of Engineers JSE Edwards Airforce Base (DB) \$50-\$100M
- MACC China Lake, Earthquake Project (D/B)
- NAVFAC Coronado Hanger (D/B) \$50-\$100M
 - All Projects: Davis Bacon Prevailing Wage
 - All Projects: SB, Minority & Veteran Goals



Preconstruction Process

- Building of Sub lists
 - Prequal Max Value
 - EMR (Experience Modification Rating)
 - Sometimes Bonding Capacity = when trying to provide opportunities for Local/XBE firms whose max value doesn't meet estimated package value
 - Lists of names taken from our internal database and invitations to Local/XBE concerns in external databases to get prequalified for bid invite
- Invitation to Bid through our estimating system
 - Plans & Specs, Bid Forms and Exhibits can be downloaded
 - Indicate if you are interested in bidding or not = important
- Establish Local/XBE participation commitments for bid packages

POLL QUESTION #3



Please answer in the Zoom Poll:

Is your company prequalified with Sundt?



Subcontractor Portal & Prequalification WWW.SUNDT.COM

Click on *Partnerships*

 Subcontractors, Vendors, Suppliers, Rental firms, Professional Services





Subcontractors ONLY

- Contractor's License
- EMR
- Financials



Prequalification Information Requested

- Experience Modification Rating (EMR) on a WCIRB form
- Contractor's License(s) (Federal not required)
- Business Certification(s) i.e. SBE, DVBE (upload certs)
- Project History & References
- If prequalifying for more than \$250K per project
 - Financial Statements (externally prepared)
 - Bonding Letter
- If you are not comfortable submitting financials via online portal or email
 - Can share screen via GoToMeeting or Teams
- Prequalification required to be renewed *annually*



Subcontractor Portal & Prequalification WWW.SUNDT.COM

Click on *Partnerships*

 Subcontractors, Vendors, Suppliers, Rental firms, Professional Services



SUBCONTRACTORS All subcontractors must complete the prequalification application to work with Sundt. Prequalified subcontractors are allowed to bid on public projects: private projects are by invitation only. APPLY NOW REGISTER NOW REGISTER NOW CONTACT SUBQUAL CONTACT SUBQUAL

Suppliers, Rentals, Professional Services Firms ONLY



Vendor On-Line Registration

Welcome to Sundt's Registration Portal.

We value the opportunity to support and collaborate with our community to create greater opportunities for growth and posperity.

This Registration is specifically for Vendors, Rental Firms, Architects, Engineers and other Professional Service firms who wish to register with Sundt Construction for Networking and Notifications.

If you are a Subcontractor desiring to bid on projects directly with Sundt, please return to our subcontractor pre-qualification portal.

Please note that only Subcontractors who have completed the online Pre-Qualification form will be eligible to bid direct to Sundt for specific trade packages. Therefore, if you have previously Pre-Qualified with Sundt as a Subcontractor, it is not necessary to complete this Vendor registration.

Exemptions from Completing the On-Line Prequalification process through Subqual:

- Purchase Order Agreement (POA Vendors)
- Professional Service Agreements (POA)
- Barricades
- Concrete Pumpers
- Equipment Rentals
- Final Clean
- Furniture Installers

- Janitorial
- Pest Control
- Scaffolding Suppliers with no
- · construction responsibility
- Sandblasting
- Security Guard Companies
- Window/Power Washing

- Street Sweepers
- · Temporary Fencing
- · Temporary Power
- Traffic Control
- Truckers, Haulers
- · Water Trucks (Dust Control)

If you fall under the above listing or feel your trade is exempt from our pre-qualification process, please proceed to complete the vendor registration only. If you are unsure or have questions, please contact the pre-qualification department at prequal@subqual-llc.com.

BEGIN VENDOR REGISTRATION



Vendor Registration Information Requested

- Different than the On-Line Prequalification
 - No Financials <u>REQUIRED</u>
 - No EMR <u>REQUIRED</u> (only if applicable to your trade)
- CSI Codes (Construction Specifications Institute)
- Note what you Self-Perform (20 words max.)
- Note and Upload Small / Diverse / Veteran Certifications (ALL)
- Project and Contact Name (if applicable)

LOCAL PARTNERSHIPS AND HIRING



Becoming Part of Our Team

- Complete prequal for subcontractors ONLY OR register as a vendor (difference)
- Local Business Partnerships
 - Goals: establish at 1st tier Sub-Level based on trade assessments
 - Networking: A filtered report of Local & XBE firms by CSI code sent to bidders
 - Notifications: Teaming opportunity and virtual event
 - NDAs: Non-Disclosure Agreements Executed from non-1st tier bidder firms
 - Bidders List: Provided to non-1st tier bidders for Public Works Projects ONLY
 - Indirect misc. Outreach: Items needed that are non-trade specific (MOB)

www.sundtsdairportprojects.com



Home

Potential Opportunities

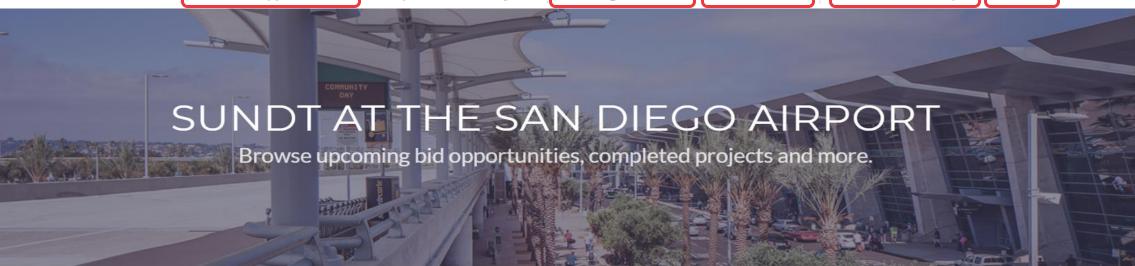
Completed SDIA Projects

Working with Sundt

Team Partners

Events & Workshops

Contact



UPCOMING PROJECTS AND PURSUITS

Air Cargo Facilities

Sundt will be building the new Facilities Management Department campus (to include offices, warehouse, shops, and parking of equipment, fleet vehicles, and staff vehicles), Aircraft fueling operators offices, maintenance facility, and parking facilities for aircraft refueling trucks, Rental Car Center Bus Parking Facility Modifications, and a Consolidated Belly Cargo/Provisioning/Ground Support Equipment Maintenance operations facility.

The project is targeting LEED Gold certification from the United

Administrative Office Buildings

This is an opportunity Sundt is currently pursuing with the San Diego Airport.

Design-Build Delivery Method: A component of the ADP implementation is replacement of the Authority's existing administration building. The location of the existing Airport administration building is in conflict with the proposed Terminal and Roadways and Airside Improvements projects such that these projects cannot be completed until the Authority is moved into the

Airfield pavement

This is an opportunity Sundt is currently pursuing with the San Diego Airport.

The San Diego Airport's capacity for carrying passengers is limited by its single runway. However, the new Taxiway A and other airfield upgrades would improve efficiency and help reduce aircraft taxing times.

For overall Terminal 1 Airport Development Plan view the <u>ADP</u> Airport Development Plan Summary.

SUNDT & SAN DIEGO AIRPORT



New Administrative Office Building

Design-Build 150,000 sf building near the intersection of McCain Road & Airport Terminal Road

Airfield Pavement

Design-Bid-Build Terminal apron, taxiways, remain overnight (RON) aircraft parking, & associated airside facilities



SUNDT & CAL STATE UNIVERSITY



California State University at San Bernardino



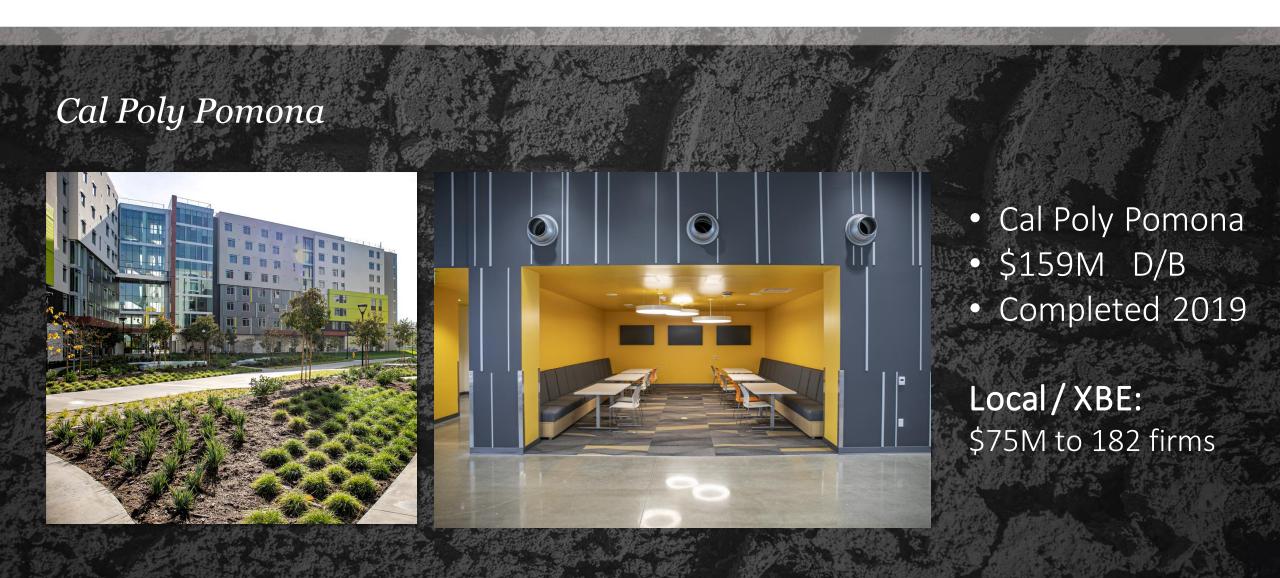


- \$44M D/B
- Completed 2020

Local / XBE: \$18.5M to 114 firms

SUNDT & CAL STATE UNIVERSITY





XBE UTILIZATION EXAMPLE RESULTS



CSU San Bernardino XBE of \$18.5M to 114 firms

1st Tier Award Trades

Concrete	SB,L
Demo	SB
Final Cleaning	SB,MBE,L
Finish Carpentry	SB,WBE,L
Fire Sprinkler	SB,L
Food Equipment	SB,L
Glazing	SB,MBE,L
Painting	SB,DVBE,L
Paving	SB,MBE,L
Plumbing/HVAC	SB,DVBE,L
Roofing	SB,L
Striping	SB,WBE,L
Survey	SB,MBE,L
SWPPP	SB,DVBE
Temp Fencing	SB,DVBE
Window Coverings	SB,L

2nd Tier Trade / Scope

Balancing	SB
Containers	SB,L
Excavation	SB,MBE,L
Firestopping	SB
Grading	SB,DVBE
Insulation	SB,WBE
Material Supplies	SB,MBE,DVBE,L
Printing	SB,L
Rentals	SB,DVBE,L
Shipping	SB,DVBE
- 0	36,0766
Trailers	SB,WBE,L
	·
Trailers	SB,WBE,L

Cal Poly Pomona XBE of \$75M to 182 firms

1st Tier Award Trades

Acoustical Tile	SB,L
Blinds	SB,L
Carpentry	SB,L
Ceramic Tile	SB
Drs,Frames,Hrdw	SB
Earthwork	SB,MBE,L
Electrical	WBE
Final Cleaning	SB,MBE,WBE
Flooring	SB,MBE,L
Glazing	SB,L
HVAC	SB
Painting	SB,DVBE,L
Paving	SB,DVBE
Roofing	SB,L
Sheet Metal	SB,L
Signage	SB,L
Site Concrete	SB,DVBE,L
Structural Steel	SB,WBE,L
SWPPP	SB,DVBE
Temp Fencing	SB,WBE,L
UG Utilities	MBE

2nd Tier Trade / Scope

Access Control	SB,L
Commissioning	SB,DVBE,L
Demo	SB,L
Excavation	SB,WBE,L
Guard Service	SB,MBE,DVBE,L
Insulation	SB,L
Lockers	SB,L
Material Suppliers	SB,DVBE,L
Office Equip	SB,MBE,WBE,DVBE,L
Printing	SB,L
Promotional Items	SB,WBE,L
Rentals	SB,MBE,DVBE,L
Testing	SB,L
Trucking	SB,DVBE,L
Utility Locator	SB,L

SUNDT & SAN DIEGO UNIFIED



Emerson Bandini Elementary School



\$56M – Lease-leaseback

41% Complete

Finish Date: December 2021

Local \$39M (outside of Sundt) + XBE \$30M Participation:

226 firms

Morse High School



\$54M Lease-leaseback Phase II & III

Phase II - \$9M at 89% Complete

Phase III - \$45M Bidding Fall of 2021

Local \$4.5M (outside of Sundt) + XBE \$5.3M Participation:

104 firms

XBE UTILIZATION EXAMPLE RESULTS



Emerson Bandini Local + XBE \$66M with 226 firms

1st Tier Award Trades

Concrete	SB,L
Demo	SB
Final Cleaning	SB,MBE,L
Finish Carpentry	SB,WBE,L
Fire Sprinkler	SB,L
Food Equipment	SB,L
Glazing	SB,MBE,L
Painting	SB,DVBE,L
Paving	SB,MBE,L
Plumbing/HVAC	SB, DVBE, L
Roofing	SB,L
Striping	SB,WBE,L
Survey	SB,MBE,L
SWPPP	SB,DVBE
Temp Fencing	SB,DVBE
Window Coverings	SB,L

2nd Tier Trade / Scope

Balancing	SB
Containers	SB,L
Excavation	SB,MBE,L
Firestopping	SB
Grading	SB,DVBE
Insulation	SB,WBE
Material Supplies	SB,MBE,DVBE,L
Printing	SB,L
Rentals	SB,DVBE,L
Shipping	SB,DVBE
Trailers	SB,WBE,L
Tree Removal	SB,L
Trucking	SB,DVBE,L
Utility Locator	SB,L

Morse High PH II Local + XBE \$10.9M with 104 firms

Acoustical Tile	SB,L
Blinds	SB,L
Carpentry	SB,L
Ceramic Tile	SB
Drs, Frames, Hrdw	SB
Earthwork	SB,MBE,L
Electrical	WBE
Final Cleaning	SB,MBE,WBE
Flooring	SB,MBE,L
Glazing	SB,L
HVAC	SB
Painting	SB,DVBE,L
Paving	SB,DVBE
Roofing	SB,L
Sheet Metal	SB,L
Signage	SB,L
Site Concrete	SB,DVBE,L
Structural Steel	SB,WBE,L
SWPPP	SB,DVBE
Temp Fencing	SB,WBE,L
UG Utilities	MBE

1st Tier Award Trades 2nd Tier Trade/Scope

Access Control	SB,L
Commissioning	SB,DVBE,L
Demo	SB,L
Excavation	SB,WBE,L
Guard Service	SB,MBE,DVBE,L
Insulation	SB,L
Lockers	SB,L
Material Suppliers	SB,DVBE,L
Office Equip	SB,MBE,WBE,DVB E,L
Office Equip Printing	, , ,
	E,L
Printing	E,L SB,L
Printing Promotional Items	E,L SB,L SB,WBE,L
Printing Promotional Items Rentals	E,L SB,L SB,WBE,L SB,MBE,DVBE,L

CHAT QUESTION



Please put in chat:

- Your company name
- Self-perform trade
- Any XBE certifications

QUESTIONS & PRESENTATION





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Project Director

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Reese Fortin
Safety Manager
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Brian Parker

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