

Meet the Contractor



Thank you for joining us.

Please be sure to mute your microphone.

We will begin shortly!



Bridging North America

Detroit Vendor Summit – October 28, 2020

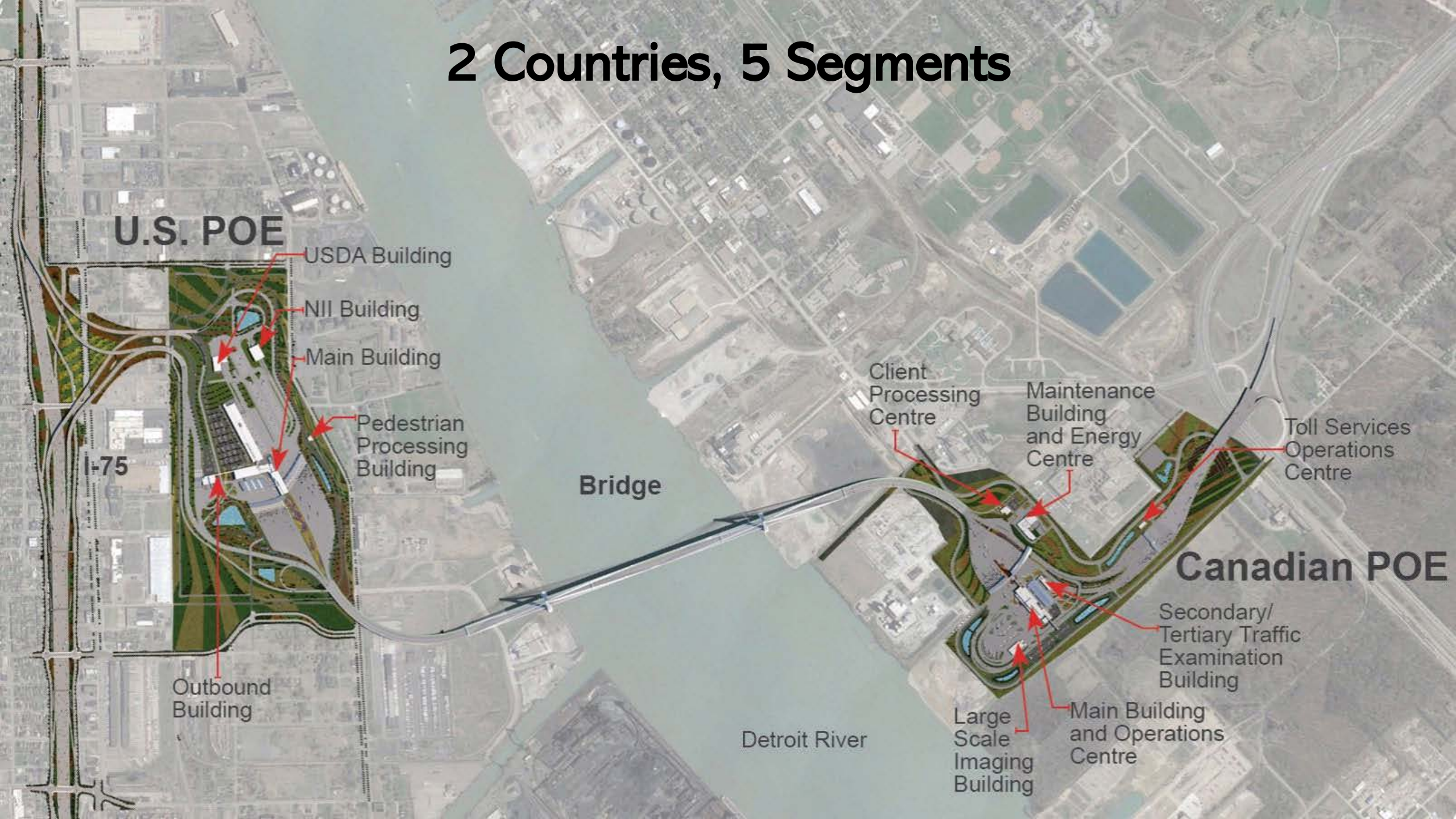


An aerial photograph of a large cable-stayed bridge with two prominent white pylons, spanning a wide river. The bridge is surrounded by extensive parking lots, roads, and some green spaces. The scene is captured in a slightly desaturated, blue-tinted style.

Welcome and Introduction



2 Countries, 5 Segments



U.S. POE

USDA Building

NII Building

Main Building

Pedestrian Processing Building

I-75

Outbound Building

Bridge

Detroit River

Client Processing Centre

Maintenance Building and Energy Centre

Toll Services Operations Centre

Canadian POE

Secondary/Tertiary Traffic Examination Building

Large Scale Imaging Building

Main Building and Operations Centre



Project Update



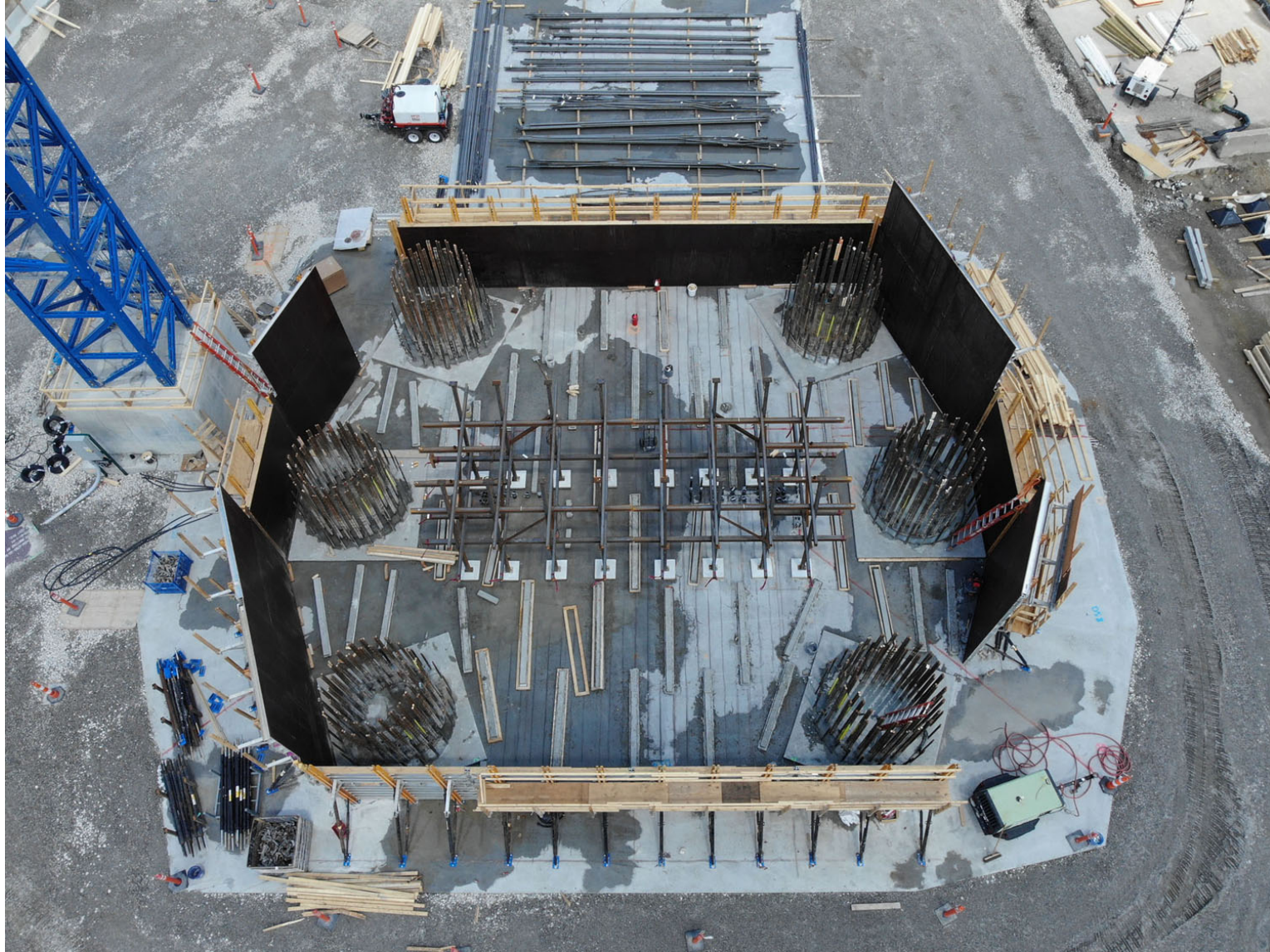


US Bridge Site



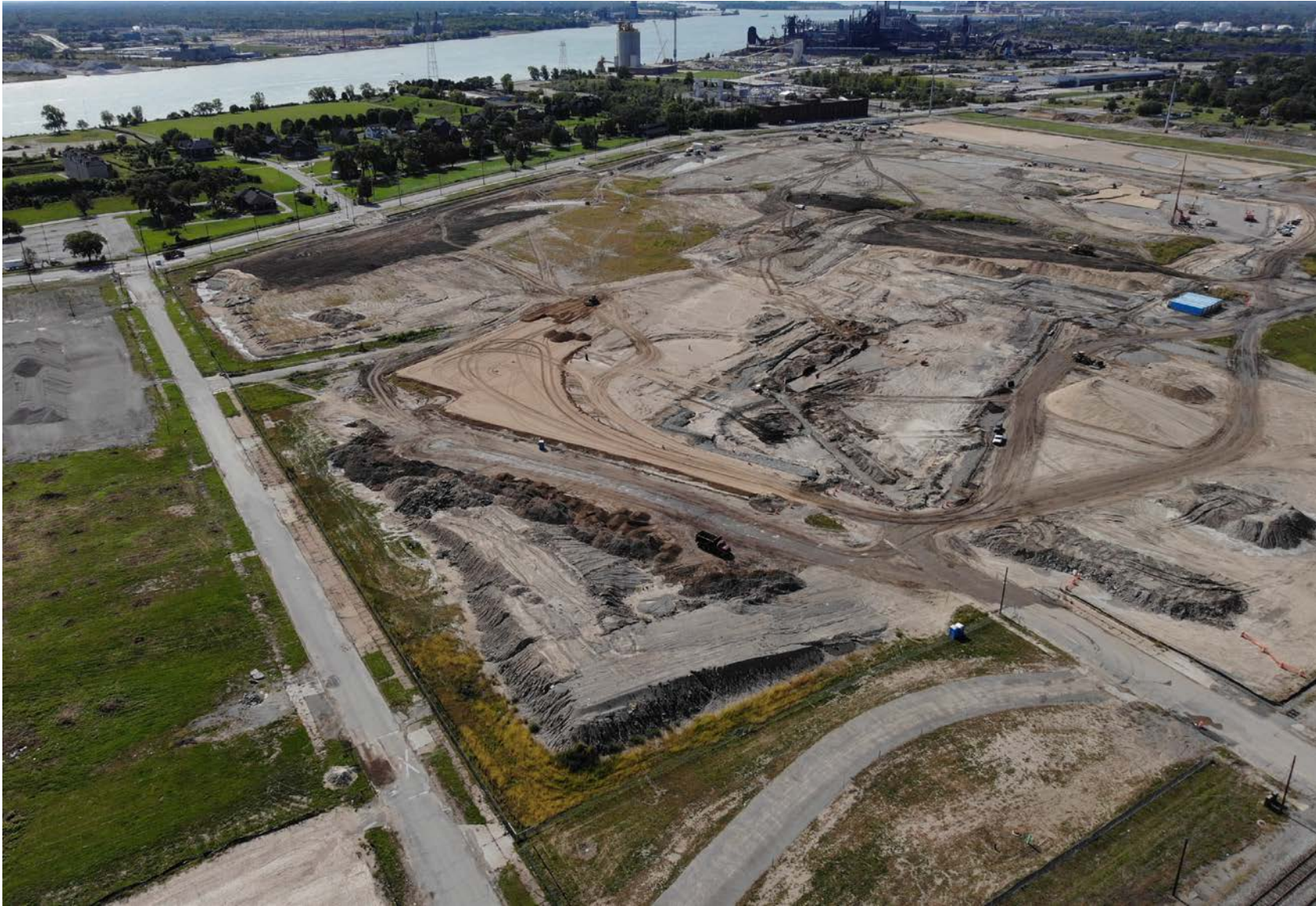


US Bridge Site





US Port of Entry





US Port of Entry





I-75 at Livernois





BNA Procurement





BNA Procurement

Current Work Packages can be found at:

<https://www.gordiehoweinternationalbridge.com/en/procurement-opportunities>

To request a package and NDA, contact:
procurement@bnausjv.com



Disadvantaged Business Enterprise (DBE)





Disadvantaged Business Enterprise

Established DBE Goal on the Project:

2.15% of the cost to design and construct the Michigan Interchange with I-75 and the portion of the Bridge that is in Michigan



DBE Progress

- ▶ Committed to deliver DBE Participation Goal
- ▶ Delivered during the Design and Build Phases
- ▶ Operational & Maintenance Obligation

- ▶ Over 41% of the target awarded (Q3 2020)
- ▶ Path to achieve Goal by the Target Date
- ▶ Partner and Stakeholder participation
- ▶ Specialist support to deliver Participation Goal



DBE Opportunities

Tier 1 (Direct Agreement to BNA)

- ◆ Landscaping
- ◆ Architectural Metals
- ◆ Signage
- ◆ Utilities
- ◆ Fencing

Tier 2 (Agreement with BNA Subcontractor)

- ◆ Buildings
- ◆ Concrete Works
- ◆ ITS
- ◆ Trucking
- ◆ Services
- ◆ Supply



DBE Opportunities

Vendor Registration

Go to:

<https://www.gordiehoweinternationalbridge.com/en/opportunities-with-bridging-north-america?loc=usa#form>

Identify DBE certification status and NAICS codes in the Type of Business section.

DBE Certification

To learn about the program and eligibility requirements, go to:

<https://mdotjboss.state.mi.us/MUCPWeb/welcome.htm>

To apply for certification, go to:

<https://mdotjboss.state.mi.us/MUCPWeb/forms.htm> and download the DBE Certification Application and related forms.



DBE Opportunities

DBE Certification (continued)

To add NAICS codes, go to:

<https://mdotjboss.state.mi.us/MUCPWeb/forms.htm> and click on Additional Work Request Form.

To search for NAICS codes, go to: <https://www.naics.com/search/>

DBE Program Administration

DBE Program Administrator: Craig Troup • ctroup@bnausjv.com

DBE Consultant: Ron M. Evans • Rmebiconsulting@gmail.com



US Port of Entry Buildings Subcontractor

Tier 1: Walbridge






Walbridge – US POE Scope of Work Outline

- ▶ Walbridge's scope includes the US POE buildings and canopies that will serve the Customs and Border Patrol.
- ▶ Construction timing is tentatively set to begin June 2021 and be complete May 2024.
- ▶ Initial subcontracts are being awarded for long lead equipment, concrete, steel, building enclosure, etc.

Walbridge – Core Values - Diversity




CORE VALUES

- Think, demand and deliver safety in all aspects of our business.
- Serve our customers by listening, understanding and producing added value.
- Embrace change through constant learning, feedback and continuous improvement.
- Relentlessly pursue success through commitment to teamwork and innovation.
- Build trust and loyalty through uncompromising honesty and integrity.
- Provide opportunities for our employees to achieve their goals and improve the quality of life.
- Recognize that we have a responsibility to the environment, the community and other stakeholders.

CORE PURPOSE

Deliver world class facility and related services for our customers' success.



CORPORATE VISION

We will be the provider of choice, leveraging our collective talents to meet the needs of our globally diverse customer base.

- We will conduct ourselves with uncompromising commitment to our core values.
- We will inspire and guide with positive leadership.
- We will attract and retain the best talent by providing challenging opportunities, encouraging innovation and rewarding accomplishments.
- We will leverage our resources through value-added alliances, partnerships and acquisitions to effectively provide the best solution.
- We will embrace promising technologies as a means to deliver added value and create competitive advantage.
- Our thinking will be flexible and entrepreneurial.
- Our actions will reflect agility and responsible integrity.
- We value diversity and see it as an advantage.
- We will continuously develop a learning culture that supports the development and growth of our professional, technical and craft teams.



Walbridge – Diverse Subcontractor Relations

BRIDGE PROGRAM

B

Build
Partnerships
& Relationships

R

Reach Out
through
Networking
& Training

I

Inclusion

D

Document
Results/
Successes

G

Guidance

E

Endorsement
(Support)



Walbridge – US POE future opportunities

- ▶ Surveying
- ▶ Job site photos
- ▶ Catering
- ▶ Office supplies
- ▶ Printing
- ▶ Dumpsters
- ▶ Flooring finishes – Carpet, ceramic tile, epoxy floors, polished concrete
- ▶ Painting
- ▶ Building wayfinding signage
- ▶ Wire mesh partitions
- ▶ Supply of toilet accessories/lockers
- ▶ Final cleaning
- ▶ Architectural material supplies
- ▶ Access flooring
- ▶ Mechanical and electrical material supply
- ▶ Lab equipment and fume hoods
- ▶ Roller shades
- ▶ Cattle/Canine equipment
- ▶ Detention equipment
- ▶ Spray applied fire proofing
- ▶ Diesel fuel supply
- ▶ Underground fuel oil distribution
- ▶ Temporary fencing
- ▶ Temporary winter protection
- ▶ Temporary heating equipment
- ▶ Porta-johns / sanitary holding tanks
- ▶ Snow removal service
- ▶ Street sweeping service
- ▶ Drawing reproduction service
- ▶ Supply of trailers/light plants
- ▶ Bird control netting



How to do business with Walbridge

- ▶ A vendor profile can be created using the link below. All vendors must prequalify to be considered for a contract award.
 - ◆ http://www.walbridge.com/subcontractor_portal/
- ▶ Once a vendor profile is created you can contact Dan Wulf for communication on future bid opportunities.
 - ◆ (313) 530-1325
 - ◆ dwulf@Walbridge.com
- ▶ Complete and sign non-disclosure agreement for access to bids documents.

A screenshot of the Walbridge registration form. The form is divided into three columns: Subcontractor, Vendor / Supplier, and Architect / Engineer. Each column contains a definition of the role and a "NEW / EXISTING USER" button. The "NEW / EXISTING USER" button for the Subcontractor role is circled in red. The "Architect / Engineer" column also includes "UNITED STATES" and "CANADA" buttons.

Subcontractor	Vendor / Supplier	Architect / Engineer
<p>A company that will provide or perform labor on a project site with or without material, tools and equipment to perform a specific task as a part of the overall project. This classification also includes Testing and/or Consulting firms that will have onsite sampling, testing and commissioning services.</p> <p>All companies in this classification will perform some type of On-site Labor</p> <p>NEW / EXISTING USER</p>	<p>A Company that provides goods or services without providing any Project onsite labor to perform a specific task as part of the overall project. This includes but is not limited to the following:</p> <p>A manufacturer, distributor, supplier of equipment, parts, raw materials (steel, lumber, concrete, etc.) or businesses that provide services like transportation, packaging, facility maintenance, rental equipment (equipment only, no labor) or commissioning services. This classification includes any other services that don't fit in the other categories.</p> <p>These vendors will not perform any on-site trade labor as part of the overall construction or tooling project. If you do, you must refer to Subcontractor.</p> <p>NEW / EXISTING USER</p>	<p>A firm with registered professional(s) capable of designing and sealing design documents for a discipline(s) and are generally the designer of record for said discipline(s), but do not provide onsite construction labor. This does not include firms whose function is to generate shop or detail fabrication drawings for subcontractors.</p> <p>Download Registration Form</p> <p>UNITED STATES</p> <p>CANADA</p>



I-75 Interchange Concrete Works

Tier 1: lafrate Construction Co.





Iafrate Construction



Excellence Innovation Quality



WE COMPLETE OUR PROJECTS ON-TIME AND WITHIN BUDGET

lafrate Construction has established itself as one of the nation's premier construction contractors.

Whether you need complete site preparation or specialized individual services, you can count on us to self-perform an array of your site development and heavy civil construction needs.

With over 50 years of experience building and constructing heavy civil projects in Michigan and throughout the United States, our track record is extensive and proven.

We perform construction services for a variety of customers; focusing on their individual needs, both in the public and private sectors.

WE SERVICE A BROAD RANGE OF CLIENTS THROUGHOUT THE UNITED STATES

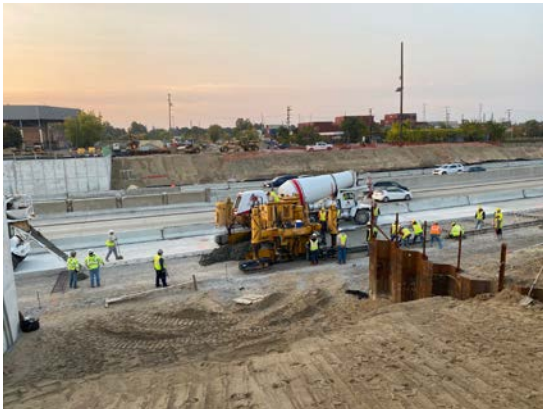
Our construction services include:

- ✓ *Demolition & Removals*
- ✓ *Excavation, Grading & Land Balancing*
- ✓ *Subbase & Base Material Placement*
- ✓ *Underground Utilities & Drainage*
- ✓ *Retention Ponds & Reservoirs*
- ✓ *Site Remediation & Support Systems*
- ✓ *Mainline & Interstate Highways*
- ✓ *Concrete Paving*
- ✓ *Specialty Concrete Paving*
- ✓ *Curb, Gutter & Sidewalk*



Iafrate Construction – US Michigan Interchange I-75 Scope Outline

- ▶ All concrete paving for the I-75 Michigan Interchange. Construction is currently on-going and expected to be complete November 2022.
- ▶ Initial subcontracts have been awarded but additional subcontracts are anticipated to be available based on potential added work scope.
- ▶ Potential future work includes sidewalks and ADA ramps in 2021.
- ▶ Contact Hal Howlett for communication on future bid opportunities.
 - ◆ (313) 530-1325
 - ◆ hhowlett@iafrate.com





US Port of Entry Earthworks



Tier 1: Blaze Contracting Inc

Meet the Contractor – Blaze Contracting

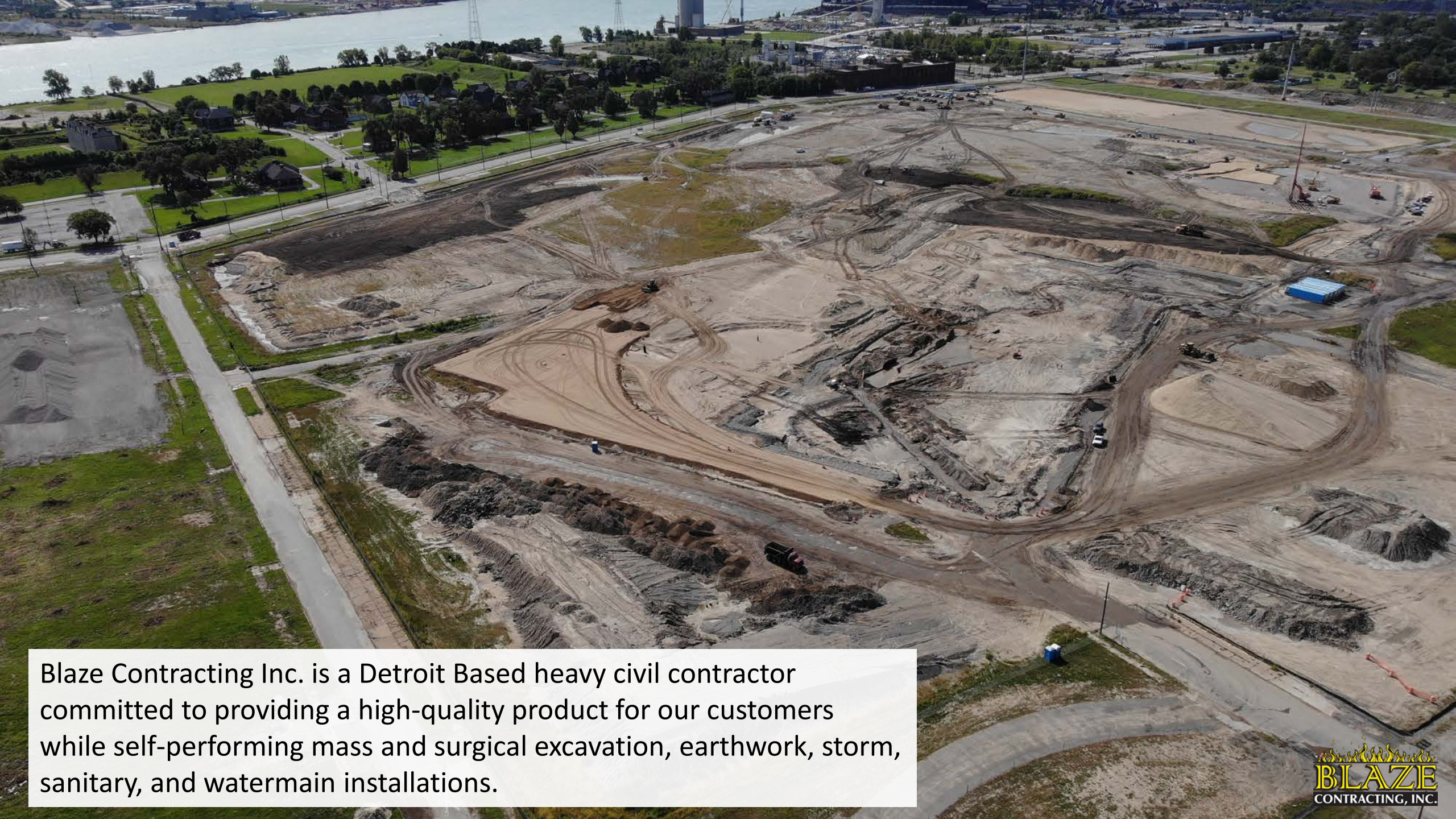


Corporate Highlights

- Founded in 2000
- Full service heavy civil contractor
- Safety #1 core value | 2020 EMR 0.71
- Certified Minority Business Enterprise (MBE)
- Detroit Headquartered / Based Business
- Strong local DETROIT workforce
- Union skilled craft labor

Specialize in
LARGE
Earthwork
and Utility
Projects





Blaze Contracting Inc. is a Detroit Based heavy civil contractor committed to providing a high-quality product for our customers while self-performing mass and surgical excavation, earthwork, storm, sanitary, and watermain installations.



Blaze Contracting is currently under contract to complete the required site preparation and earthwork activities now underway for the US Port of Entry Project.

Opportunities to work with Blaze

- asphalt and concrete removal
- import of sand and aggregates
- hourly trucking
- trucking broken concrete and asphalt to designated dump

Contact

Mike Sposita, Senior Project Manager - Blaze Contracting, Inc.

Phone Number: 313-300-1260

Email: msposita@blazecontracting.net



Thank you!



We will end this main session, and you can proceed to your breakout rooms.