



# **HOW TO DO BUSINESS WITH BARTLETT COCKE GENERAL CONTRACTORS**

**Presented to  
Alamo Veteran Conference  
October 27 – 28, 2010**



- 1. PRIMES- ensure your are doing a Good Faith Effort to include SMWVBES/HUBs.**
- 2. COMPLETE THE SUBCONTRACTOR QUALIFICATION FORM.**
  - Your company will be placed on our qualified vendors list and you will receive Invitation to Bids (ITB's) via e-mail.
- 3. INFORM BARTLETT COCKE IF YOU ARE A SECOND OR THIRD TIER SUBCONTRACTOR OR SUPPLIER.**
- 4. OBTAIN AND REVIEW PROJECT INFORMATION (i.e. plans, specifications, insurance, bonding requirements and etc.) TO IDENTIFY THE SERVICES AND/OR SCOPE(S) OF WORK YOU PLAN TO PROPOSE ON.**
- 5. COMMUNICATE WITH BARTLETT COCKE TO ADDRESS ANY QUESTIONS CONCERNING THE PROJECT.**
- 6. ATTEND FUTURE OUTREACH EVENTS FOR ALL PROJECTS.**



## **DOING BUSINESS WITH US**

- **PROFESSIONAL DEVELOPMENT**
  - TRAINING TO ASSIST WITH DEVELOPING YOUR BUSINESS
- **PROACTIVE OUTREACH**
  - MULTIPLE AVENUES TO CONNECT AND LEARN
- **MATCHMAKING**
  - CONNECTING THE SMALL BUSINESS WITH THE LARGER SUBCONTRACTORS

# Subcontractor Qualification Form

Find form on website  
<http://www.bartlettcocke.com/estimating.html>



**Bartlett Cocke General Contractors**  
**Subcontractor Qualification Form**

8706 Lockway  
 San Antonio, Texas 78217-4837  
 210-655-1031

Company Name:		Date:	
Type of work or service/Trade(s):			
Billing Address		PO Box:	
Address:		City:	
City:		State:	
State:		Zip:	
Point of Contact:		Phone:	
Email Address:		FAX:	
Does your company qualify as: (check all that apply):			
SBE: <input type="checkbox"/> MBE: <input type="checkbox"/> WBE: <input type="checkbox"/> State of Texas Historical Underutilized Business(HUB): <input type="checkbox"/>			
Certification #'s			
Veteran Owned: <input type="checkbox"/> Service Disabled Veteran: <input type="checkbox"/> 8a: <input type="checkbox"/> HubZone-Federal: <input type="checkbox"/>			
List your Company's Experience Modification Rate (EMR) for the past three years.			
Year:	EMR:	Year:	EMR:
Year:	EMR:	Year:	EMR:
Has your Company received any OSHA citations in the last three years?			
Date and location of OSHA Citations:			
Has your Company performed work for Bartlett Cocke in the past? If yes, please complete:			
Project Name	Superintendent	Project Manager	Final Contract Amount
Three largest projects performed in the past three years:			
Customer/Location	Your Contract Amount	Contact	Contact Phone #
Annual Dollar Volume for the past three years:			
Year			
Annual Dollar Volume			
Surety Company:		Agent Name & Phone #:	
Bonding Capacity:			
Bonding Rating:	D&B Rating:	Dunn's #:	Tax ID:
Include a current copy of Certificate of Insurance			
Insurance	Carrier Name	Limits of Coverage	Date Expires
Worker Compensation			
General Liability			
Excess/Umbrella			
Automobile Liability			
Professional Errors & Omissions			
Name of Bank:			
Address:		PO Box:	
City:		City:	
State:		State:	
Zip:		Zip:	
Point of Contact:		Phone:	
Please email form to <a href="mailto:rlujan@bartlettcocke.com">rlujan@bartlettcocke.com</a> or fax to 210-655-1327 with copy of Audited Financial Statement.			

# CERTIFICATION 101

- **City (SBEDA Program)**
  - South Central Texas Regional Certification Agency
  - Small, Minority, Women-owned, African American, Disable and Disadvantaged Business Enterprises
- **County (SMWBE Program)**
  - South Central Texas Regional Certification Agency
  - Small, Minority, Women-owned, African American, Disable, Veteran and Disadvantaged Business Enterprises
- **State (HUB Program)**
  - Historically Underutilized Business (HUB)
- **Federal**
  - HUBZone
  - 8 A Business Development
  - (self certification: SBE, Vet., Service Disabled Vet.)

# UPCOMING PROJECTS



# Bartlett Cocke Website

- Visit [www.BartlettCocke.com](http://www.BartlettCocke.com)
- Estimating Tab
- Diversity Tab



Bartlett Cocke, L.P.				
Estimating Schedule				
Project	Sub Bids Due	Lead Estimator	Office	Approximate Value
<b>CURRENTLY BIDDING PROJECTS:</b>				
City of San Antonio Public Safety Headquarters	Tuesday, October 19, 2010	Jeff Bryant	San Antonio	80,000,000
Carroll ISD SHS Addition/Renovations	Thursday, October 21, 2010	Wright Wood	Austin/Dallas	11,300,000
AHISD - Plant Services	Wednesday, November 03, 2010	Jeff Bryant	San Antonio	1,000,000
UHCD Downtown Clinical Services Bldg Pkg 2.1 Sitework and Deep Foundations	Thursday, November 04, 2010	John Culver	San Antonio	TBD
TxDot Renovations to DC Greer Building	Friday, November 05, 2010	Wright Wood	Austin	10,100,000
St. Mary's Hall	Wednesday, November 17, 2010	Brent Dawson	San Antonio	3,500,000
AHISD - Roof Replacement/Repair @ Balances of Campuses	Thursday, November 18, 2010	Jeff Bryant	San Antonio	TBD
NEISD Knights Crossing Elem School	Thursday, November 18, 2010	Chris Johnson/ Russell Asher	San Antonio	26,875,000
NEISD Vinyard Ranch Elementary School	Thursday, November 18, 2010	Chris Johnson/ Russell Asher	San Antonio	24,000,000
AISD-New Early Childhood Center	Thursday, December 02, 2010	Wright Wood	Austin	14,276,000
Edwards Aquifer Head Quarters Site Package	Friday, December 10, 2010	Chris Johnson	San Antonio	TBD
UTSA Parking Garage Pkg 1 Civil, Foundation, Structural	Tuesday, December 14, 2010	Chris Johnson/ Russell Asher	San Antonio	5,000,000
New Braunfels ISD New Junior HS	December 2010	Russell Asher	San Antonio	32,000,000
UHCD Downtown Clinical Services Bldg Pkg 2.2 Bldg Superstructure	Tuesday, January 04, 2011	John Culver	San Antonio	TBD
AHISD - HS & Woodridge Renovations	Wednesday, February 09, 2011	Jeff Bryant Russell Asher/Chris Johnson	San Antonio	TBD
UTSA Parking Garage Pkg 2 Balance of Work	Thursday, February 10, 2011	Chris Johnson	San Antonio	25,000,000
Edwards Aquifer Head Quarters Building Package	Thursday, February 24, 2011	Chris Johnson	San Antonio	TBD
UHCD Downtown Clinical Services Bldg Pkg 2.3 Bldg Enclosure & Finish Out	Wednesday, March 30, 2011	John Culver	San Antonio	TBD
AHISD - Balance of Campuses Renov.	Friday, April 01, 2011	Jeff Bryant	San Antonio	TBD
UHCD Downtown Clinical Services Bldg Pkg 3 Backfill & Permanent Parking	Friday, June 17, 2011	John Culver	San Antonio	TBD
UHCD Downtown Clinical Services Bldg Pkg 4 Crises Care Center	Tuesday, July 19, 2011	John Culver	San Antonio	TBD
<b>UPCOMING PROJECTS:</b>				
Leander Elementary School #25 (Building Package)	Pending	Wright Wood	Austin	19,980,000
Carroll ISD-Rockenbaugh Elementary School Upgrades	Pending	Wright Wood	Austin/Dallas	368,000
Carroll ISD-Old Union Elementary School Expansion	Pending	Wright Wood	Austin/Dallas	2,573,000
Pflugerville ISD MS #6	Pending	Wright Wood	Austin	25,000,000
Mission Bethany	Pending	Wright Wood	Austin	4,000,000



THE FUTURE IS OURS TO BUILD

- HOME
- OUR WORK
- OUR COMPANY
- OUR LEADERS
- OUR SERVICES
- ESTIMATING
- CONTACT US
- BC CENTER



### SUBCONTRACTING DIVERSITY PROGRAM

Developing Small, Minority, Women-owned and Historically Underutilized Businesses (S/M/W/HUB)

#### POLICY STATEMENT

It is the policy of Bartlett Cocke General Contractors to promote and encourage subcontracting opportunities for Small, Minority, Women-owned and Historically Underutilized Businesses (S/M/W/HUBs) on all of our contracts. Bartlett Cocke General Contractors will make a good faith effort to utilize S/M/W/HUBs on all of our contracts, and to meet or exceed subcontracting goals established by the owner. When possible, we expect pre-construction personnel to go beyond the minimum good faith efforts established by the owner, in an effort to meet or exceed subcontracting goals. The purpose of this Diversity Program is to promote full and equal business opportunities for all subcontractors and material suppliers.

#### EXPERIENCE

Through our over 50 years in business, we have strived to meet the Small, Minority, Women-owned and Historically Underutilized Business (S/M/W/HUB) program requirements and have many times exceeded the established goals. The table below provides a snapshot of our public small disadvantage business utilization experience with meeting or exceeding the established program goals.

#### COMMITMENT TO INCLUSION

Bartlett Cocke General Contractors is committed to the inclusion of S/M/W/HUB firms. This commitment is reflected in the attention to detail we give to our customers. Bartlett Cocke General Contractors has provided business outreach services to city, county, state and federal projects. We have a track record of assisting clients achieve goals rather than relying on good faith efforts.

Bartlett Cocke General Contractors is committed to and affirmatively embraces the concept of inclusion. In 2010, we created a Diversity Development Director position to further enhance our commitment to HUB, small, women, minority, and veteran enterprises. This individual champions our diversity and inclusion efforts through the promotion and education of these enterprises. Bartlett Cocke General Contractors believes in diversity and will work diligently to include a diverse mix of subcontractors and material suppliers in the construction of projects.

Doing Business with Bartlett Cocke General Contractors

1. Complete [Subcontractor Qualification Form](#)
2. Obtain and review project information (i.e. plans, specification, insurance, etc.) to identify the services and/or scope(s) of work you plan to propose
3. Communicate with us to address any questions concerning the project
4. Inform us if you are a second or third tier subcontractor or supplier
5. Attend future proposal meetings/ outreach events for all projects

For more information:

Anita Uribe Martin  
Diversity Development Director  
Bartlett Cocke General Contractors  
8706 Lockway  
San Antonio, Texas 78217  
(210) 655-1031 office  
(210) 655-1327 fax  
[amartin@bartlettcocke.com](mailto:amartin@bartlettcocke.com)

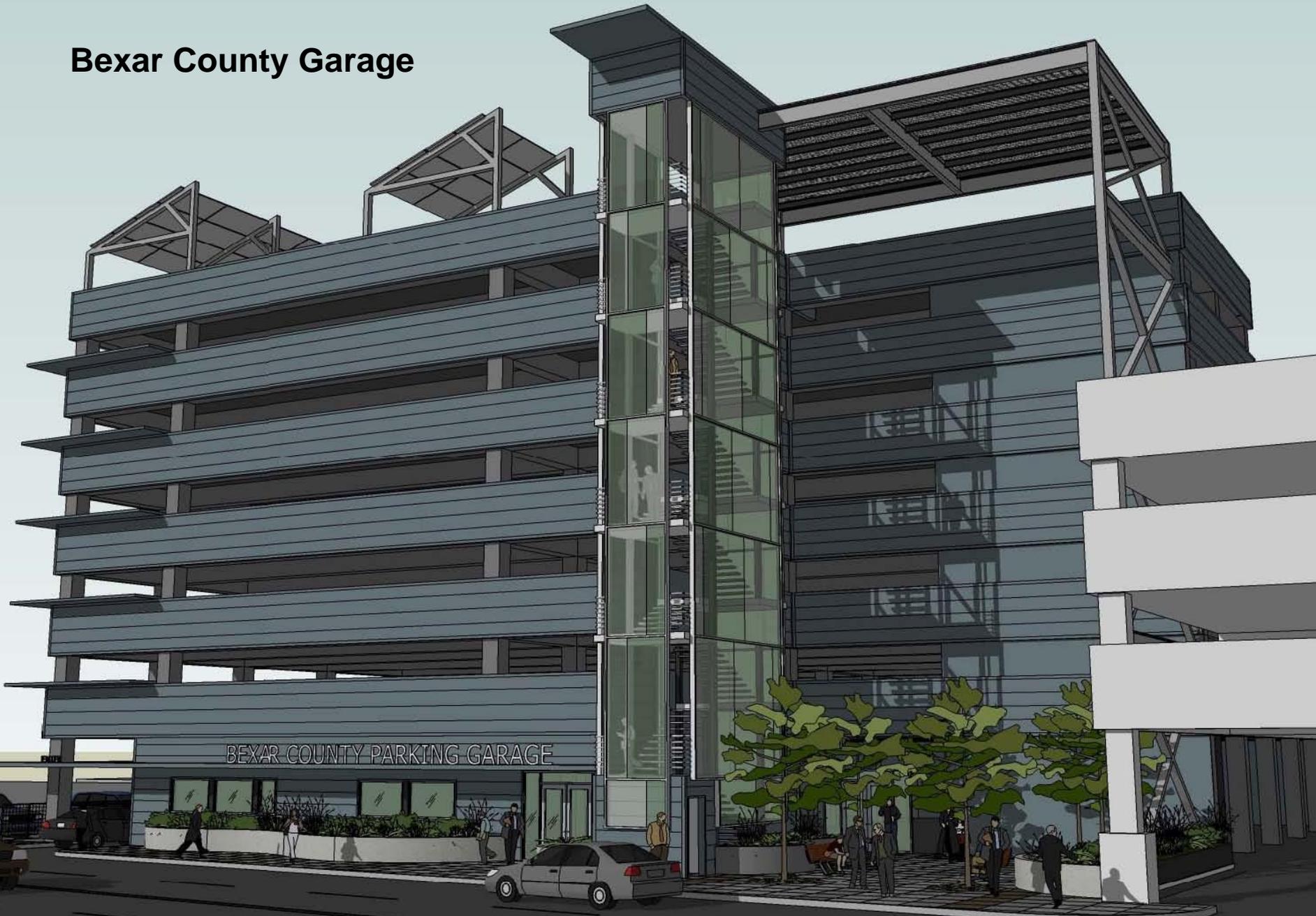
# University Health System DT Campus



# Texas A&M San Antonio



# Bexar County Garage



# Edwards Aquifer Authority



# UTSA E. PARKING GARAGE





## **DIVERSITY DEVELOPMENT**

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Bartlett Cocke General Contractors believes in diversity and will work diligently to include a diverse mix of subcontractors and material suppliers in the construction of this project.

**Bartlett Cocke is committed to making a Good Faith Effort and mentoring small, minority, women and VET-OWNED Businesses.**



**Protégé of Bartlett Cocke General  
Contractors**

# Mentor Protégé Relationship

- Bartlett Cocke General Contractors - 50+ Years of Award Winning Commercial Construction Experience
- Frontline Support Solutions Principal – 13+ Year Federal Contracting Experience
- Federal Market Opportunities
- Like Minded Business Philosophies
- Focused Leadership and Progressive Thinking



# Service Mix

- Sustainable Energy Building Construction & Renovation Services
  - ✓ Lighting Replacement/ Reconfiguration
  - ✓ Window Replacement & Filming
  - ✓ Solar-Thermal Water Heating
  - ✓ Wind/Solar Energy Generating Equipment
  - ✓ Energy Management Systems
  - ✓ Caulking/Re-caulking
  - ✓ Landscape Renovation & D/B
  - ✓ Irrigation System Central Control
- ✓ Irrigation System Effluent
- General Carpentry
- Facility Support Services
- Commissioning
- LEED Implementation





**University Health Systems- Downtown Campus  
CSP Schedule Information\***

<b>Sub/Supplier Estimating &amp; Procurement Schedule</b>	<b>CSP Date</b>	<b>Outreach Dates</b>
MEP Design Assist	Completed	Completed
Package 1: W. Annex, MRI & Milagros Demo / W. Annex & MRI Parking	Completed	Completed
Package 2: Clinical Services Building		
Package 2.1: Sitework, Piers, Site Utilities and U/G MEP	November 2010	August 2010
Package 2.2: Structural Frame	January 2010	November 2010
Package 2.3: Exterior & Interior Architectural & MEP	March 2011	January 2011
Package 3: Remodeling Bldg A&C, Building B Demo & Ancillary Campus Work	May 2011	April 2011

\*subject to change

Bartlett Cocke General Contractors will make a good faith effort to utilize Small, Minority and Women-owned Businesses (SMWBE), and to meet or exceed all subcontracting goals for this project

Contact Information:

Anita Uribe Martin  
Diversity Development Director  
210.655.1031  
[amartin@BartlettCocke.com](mailto:amartin@BartlettCocke.com)

Doug Dorsey  
Senior Project Manager  
210.655.1031

**Please visit our website for project information and useful resource links.  
[www.BartlettCocke.com](http://www.BartlettCocke.com)**



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## **CONTACT INFORMATION**

- **Anita Uribe Martin**  
**Diversity Development Director**
- **Phone: 210-655-1031**
- **[Email: amartin@bartlettcocke.com](mailto:amartin@bartlettcocke.com)**
- **[www.bartlettcocke.com](http://www.bartlettcocke.com)**

