



NC STATE UNIVERSITY WOLF WORKS

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Message from Kevin MacNaughton

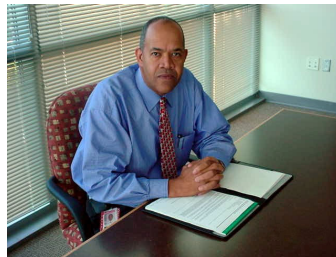
The year of 2007 is winding down. Quite likely it has been the busiest year for construction in the history of our University. Everywhere you looked this past summer, you could see construction underway. Now the dust is beginning to settle here on campus. We still have great interest in growing both our enrollment and research activities as we look into the future. Our staff in Facilities is turning attention toward planning out what will likely be the next wave of construction for NC State to satisfy those demands. Likewise, while things



Kevin MacNaughton

slow down, I hope many of you will use the opportunity to prepare your firms to meet the challenge of future work. Our hope is not to just have a lot of HUB firms participating in our work, but we hope to see these firms grow as a result of the opportunities presented by this work. The mentor protégée program as well as the HUB Academy II training opportunity are outward manifestations of that goal. As the year winds down, I hope you will have a chance to have some time to enjoy your families and reflect on where we have been and where we will go in 2008.

Message from Marvin Williams



Marvin Williams
NCSU HUB Program Manager

Fall colors are beginning to appear on the landscape of North Carolina State University. I invite you to take the time to visit campus and to take pride in the new and renovated buildings constructed during the bond program. Minority firms were instrumental in the design and construction of these buildings. Even though the bond program is beginning to wind down, overall campus

construction is remaining steady and, as such, provides excellent opportunities for construction firms. The building landscape once again will be transformed over the next several years, with the addition of a third Engineering Building on Centennial Campus and the Randall Terry Building at the Veterinarian School Campus.

Several projects are either in process of designer selection or on the drawing board, including James B. Hunt Jr. Library, Greek Village Redevelopment, Avent Ferry Administration Center renovation, and several parking decks.

HUB Academy II (Graduate Program) is rapidly developing, with the first class scheduled for January 8, 2008. If you received information for applying and you qualify, do not hesitate to submit your application. This class is limited to the first 25 applicants and the class is filling fast. This is a rare opportunity to advance your knowledge and your business at no cost to you. If you had to pay for these sessions, the cost would be \$1,400. If you have any questions, do not hesitate to contact us.

This edition of "Wolf Works" again highlights a mentor/protégé relationship. Please make note of a pilot program in which North Carolina State University is participating, called RFQ Hosting Electronic Bidding.

As always, please enjoy this edition of "Wolf Works."

Construction Project Statistics

CM at Risk, Bond, Non-Bond

Dollar Amounts and Percentages of Contracts Performed by HUB firms

25.8 % of contracts awarded for Non-Bond NCSU projects were performed by HUB minority firms (To July, 2007).

	Black	Hispanic	Asian-American	American Indian	Non_Minority Female	Socially and Economically Disadvantaged	Total HUB	Project Total
CM at Risk	\$27,988,434 7.4%	\$18,140,989 4.8%	\$282,095 0.1%	\$1,207,393 0.3%	\$33,725,541 9.0%	\$934,317 0.3%	\$82,278,769 21.9%	\$376,511,868
Bond	\$20,102,349 4.3%	\$8,977,126 1.9%	\$1,854,707 0.4%	\$1,253,843 0.3%	\$44,187,347 9.5%	\$418,028 0.1%	\$76,793,400 16.5%	\$464,999,019
Non-Bond	\$21,707,179 7.7%	\$12,141,986 4.3%	\$1,240,301 0.2%	\$41,728 < 0.0%	\$37,067,703 13.1%	\$666,224 0.2%	\$72,783,065 25.8%	\$282,480,667

Design Project Statistics

Michael Harwood University Architect (919) 515-6259

12.6 % of Design contracts were performed by HUB minority firms (To July, 2007).

	Black	Hispanic	Asian-American	American Indian	Non_Minority Female	Socially and Economically Disadvantaged	Total HUB	Design Total
2002	\$23,416	\$72,468	\$3,900	\$0	\$102,658	\$0	\$202,442 2.3%	\$8,713,325
2003	\$1,812,840	\$741,125	\$375	\$0	\$298,887	\$0	\$2,853,227 24.1%	\$11,829,234
2004	\$42,388	\$5,820	\$159,000	\$0	\$183,300	\$0	\$390,508 14.9%	\$2,627,803
2005	\$80,527	\$0	\$0	\$0	\$43,223	\$0	\$123,750 4.2%	\$2,924,879
2006	\$0	\$0	\$0	\$0	\$652,595	\$0	\$652,595 10.4%	\$6,295,310
2007 till July	\$0	\$152,540	\$0	\$0	\$0	\$0	\$152,540 15.4%	\$991,480
Total	\$1,959,171	\$971,953	\$163,275	\$0	\$1,280,663	\$0	\$4,222,522 12.6%	\$33,382,031

Current Project Advertisements

North Carolina State University

www.ncsu.edu/facilities/advertisements/index.htm#systems

The University of North Carolina System

www.northcarolina.edu/content.php/vendors/index.htm

NCSU Mentor/Protégé Construction Program



Photo: Patrice Gilmore of Bovis Lend Lease, and Henry Richardson of H. Richardson & Co. Inc.

Randall B. Terry Veterinary Medical Center

For the NCSU Randall B. Terry Veterinary Medical Center project, Bovis Lend Lease will be partnering with H. Richardson & Company, a Durham-based construction surveying and licensed civil contracting company established in 1982. Led by Mr. Henry Richardson, H. Richardson & Company is seeking opportunities to learn from Bovis Lend Lease and strategically grow its business. Likewise, Bovis Lend Lease is seeking to learn valuable lessons on how to foster the growth of promising, small and minority businesses in the Triangle.

The Randall B. Terry Veterinary Medical Center project encompasses a Medical Facility which includes a two-story structural steel building that totals 116,000 square feet, a Parking Deck which includes a four-story, 500 plus space, precast deck, and an Infrastructure upgrade, which includes the addition of a new Chiller, two Cooling Towers, and new Electrical Switchgear.

The Bovis Lend Lease/H. Richardson & Company team believes that every mentor-protégé program is unique. Each team member has very specific expectations and ideas of success based on the demands of time, and their internal business needs. An understanding of project, mentor, protégé and client requirements in detail is critical to a successful team-based approach to mentor-protégé programs.

Much like opening a new business, this new partnership brings both companies and the University together for a common purpose. Each entity has a stake in the outcome of that venture. It is for this reason that Bovis Lend Lease has designed its Mentor-Protégé Program around stakeholder groups which include the owner, the mentor, the protégé, and members of the local community. As we come together, it is important that we all understand the goals and expectations of each stakeholder. This is of paramount importance in order to maximize the contribution of each stakeholder to the program's overall success.

Bovis Lend Lease has developed a process to ensure that the mentor-protégé team has the skills to work through program development and implementation issues in a productive environment to establish a culture based on trust, teamwork and growth. Maintaining open, effective communication is vital. The process provides a structured framework to ensure program success, protégé success, team success, and client satisfaction.

The Mentor-Protégé Program integrates traditional mentor-protégé partnering with the ongoing construction activities to ensure that a team approach is successfully implemented. The key benefit to the team is developing a living, breathing mentor-protégé work plan that clearly defines and incorporates all stakeholder goals, objectives, and expectations.

Did you know...

- No bonding is required on CM at Risk Projects for bid packages less than \$300,000.
- You must submit a new prequalification application for each CM at Risk Project.
- You are required to renew certification with the DOA/HUB office every two years.
- General Conditions items on Construction Manager at Risk projects provide excellent opportunities for HUB contractors.

Upcoming Events:

- HUB Academy II Graduate Program Starts January 2008

Roanoke Online, LLC establishes pilot initiative with State HUB Office

NCSU is currently working with Roanoke Online, LLC as a part of a pilot initiative with the State HUB Office to test the practical use of online sealed bidding for obtaining, evaluating, storing and easily retrieving bid information on state funded projects. The pilot project is being conducted on at least fifteen (15) informal projects (less than \$500,000) provided by agencies such as NCSU, NCDOT and others. The agencies will provide a variety of projects ranging in size, type, complexity and scope. At the end of the pilot, meaningful information will be available detailing the results, lessons learned, benefits and challenges of utilizing an Internet-based system to manage informal projects.

Roanoke Online, LLC, a North Carolina based technology solutions company, provides turnkey online bidding/e-procurement services via RFQHOSTING (www.rfqhosting.com). Their services also include minority business recruitment and pre-screening support to insure that minority contractors and suppliers are included in their clients' procurement process. To compliment the RFQHOSTING system, they deploy a web-based contractor profile system called "Who's Who in Construction" that contains accurate and comprehensive data on diverse construction and construction related companies. The Who's Who in Construction and RFQHOSTING systems, available to corporations, public agencies, and major prime contractors, provide an efficient and cost effective method of finding diverse construction companies, determining their capabilities and capturing their quotations for the commodities or services needed.

Changes in Design and Construction Services

NCSU Design and Construction Services, DCS, is the branch of the Facilities Division responsible for a large part of the contracted improvements to the campus.

Traditionally, these improvements have been carried out as informal projects (those with a construction budget under \$300K). However, recently there have been some rules changes that have resulted in some interesting updates in the DCS business model. Below are the most notable of these changes.

- The informal construction budget limit has risen from \$300K to \$500K. However, just as before, all projects with budgets \$300K and greater must be bonded.
- DCS is now contracting some formal projects (those with construction budgets over \$500K).

Why does this matter? DCS qualifies contractors yearly and invites these contractors to bid on appropriate projects. This past year we have made a concerted effort to increase the number of HUBs in the qualified group. We hope this will result in increased opportunities for HUBs to bid on and win projects.

We seek to form long-lasting relationships with our contractors and appreciate those who are the most responsive and competitive. Furthermore, a successful track record on informal projects is a consideration when selecting firms to bid formal work.

As we look to the future we see that, although DCS has forged many successful partnerships with our HUBs, we have opportunities to do even better. We would like to see increased minority participation in all trades, but particularly in the area of mechanical contracting. We do a significant number of mechanical projects and see a need for well-qualified firms.

For more information on preparing and submitting a qualification proposal, please visit the NCSU Facilities Division website at: http://www.ncsu.edu/facilities/bid_procedures/index.htm



NCSU Capital Project Management

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If you are interested in strengthening your business, listed below is information about companies interested in helping minority, women and small businesses to grow their business.

Self-Help
301 West Main Street
Durham, NC 27701
(919) 956-4683
www.self-help.org

Raleigh Business & Technology Center
900 South Wilmington Street
Raleigh, NC 27601
(919) 836-8618
www.raleighbtc.com/

**The North Carolina Institute of
Minority Economic Development**
114 W. Parrish St.
Durham, NC 27701
(919) 956-8889

United Minority Contractors of NC
5 West Hargett Street, Suite 311
Raleigh, NC 27601
(919) 834-1211
www.umcnc.com

**Hispanic Contractors Association of
the Carolinas**
3700 Avenue of the Americas
Fort Mill, SC 29715
(704) 965-2295
www.hcacarolinas.org

**NC Indian Economic Development
Initiative, Inc.**
2715 Breezewood Drive, Ste. D
Fayetteville NC 28304
(910) 486-6555
www.ncindian.com