



A/E/C Committee Meeting

RHCA . . . the leader in Diversity Inclusion
Networking and building business relationships and opportunities

September 13, 2023

Disclaimer: This webinar is not intended for press purposes. If you are part the press, please disconnect.

Join us on Social Media #DFWRHCA @DFWRHCA



Housekeeping Rules

- Keep yourself muted throughout the meeting
- Please make sure to stay for the whole meeting
- Presentation will be emailed
- Q&A will be after each presentation
- Ask questions in the chat
- Please make sure to keep your camera on, at all times
- If you get logged out, please re-login using the same link

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Welcome

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Committee Introductions

Join us on Social Media #DFWRHCA @DFWRHCA





JOIN US AT THE

10TH ANNUAL DART SMALL BUSINESS ACADEMY

WHEN: Thursday, Sept. 14, 2023
7 a.m. - 8 a.m. Check-in and breakfast
8 a.m. - 5 p.m. Small Business Academy

WHERE: Dallas College Bill J. Priest Institute
Hoblitzelle Auditorium
1402 Corinth St., Dallas, TX 75215

COST: \$20 registration fee per person.

For registration information, contact
Justin Chatman at JChatman@dart.org

The 10th Annual DART Small Business Academy will provide valuable tips and insights to help you effectively participate in the public procurement process, market your capabilities, and gain access to the capital you need to grow your business. You will also have the opportunity to meet some of DART's prime contractors.



WHAT YOU WILL LEARN:

DART Procurement Overview and Engagement

From ongoing operations to capital projects, DART is a major consumer of goods and services. Learn how to successfully compete for contracts by ensuring your bid or proposal leaves a good impression.

Marketing and Branding Your Business

Marketing and branding are just as important for small businesses as for large corporations. You do great work, and we'll teach you how to get the word out.

The Path to Business Assistance

Finding a source of funding can be a challenge for many small business owners. Hear from small business support experts and learn about the D/M/WBE certification process, educational and assistance programs, the importance of credit, and the difference between loans and investments in your company.

DART is committed to creating economic opportunities through our D/M/WBE Program, and the Small Business Academy is one way we work to increase supplier participation.

315-2867-6023

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LUNA AWARDS

2023 ARCHITECTURE, ENGINEERING, AND CONSTRUCTION

Austin, Corpus Christi, Dallas/Fort Worth, El Paso, Houston, and San Antonio



The Luna Awards celebrates the achievements of women, women-owned businesses and advocates who promote and develop women at all levels in Architecture, Engineering and Construction.



Corpus Christi
Luna Awards Luncheon
Thursday, September 7, 2023
11:30 AM - 1:30 PM
American Bank Center
Henry Garrett Ballroom C
1901 N. Shoreline Blvd. Corpus Christi, TX 78401



Houston
Luna Awards Luncheon
Friday, September 8, 2023
11:30 AM - 1:30 PM
The Junior League of Houston
The Tea Room
1811 Briar Oaks, Houston, TX 77027



San Antonio
Luna Awards Luncheon
Thursday, October 5, 2023
11:30 AM - 1:30 PM
Marriott Rivercenter
Pearl 1-3
101 Bowie Street, San Antonio, TX 78205-3901



Austin, Texas
Luna Awards Luncheon
Friday, October 6, 2023
11:30 AM - 1:30 PM
Austin Marriott South
Lone Star Ballroom A
4415 S I-35 Frontage Rd., Austin, TX 78744



El Paso
Luna Awards Luncheon
Friday, October 27, 2023
11:30 AM - 1:30 PM
The Plaza Hotel Pioneer Park
Trost Ballroom & Mezanine
106 W Mills Ave, El Paso, TX 79901



Dallas/Fort Worth
Luna Awards Luncheon
Thursday, November 9, 2023
11:30 AM - 1:30 PM
Sheraton Dallas Hotel
Dallas Ballroom
400 N Olive Street, Dallas, TX 75201



#IAMLUNA

#LUNASTATEWIDE

Registration: <https://form.jotform.com/230085618271151>

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SAFETY FIRST
Coronavirus
COVID-19
Precautions Followed
RHCA

HEAVY HIGHWAY & TRANSPORTATION FORUMS

The RHCA invites consultants, engineers, contractors, and any professional services or construction services companies interested in or currently working in the Heavy Highway and Transportation industry to participate in these upcoming Forums.

Join us to hear from key decision makers, including TxDOT leadership from various TxDOT Districts and technical experts, as they speak about the State of the Industry and upcoming opportunities.

SAVE THE DATE

CENTRAL TEXAS

Austin & San Antonio



Friday, September 22, 2023

HOUSTON & BEAUMONT



Friday, October 20, 2023

DALLAS & FORT WORTH



Friday, December 1, 2023

<https://regionalhca.org/calenda/heavy-highway-forums/>

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SAFETY FIRST
 Coronavirus
COVID-19
 Precautions Followed
 RHCA

Heavy Highway Forum 2023 – Statewide

- Friday, September 22 - Austin & San Antonio Districts:
<https://form.jotform.com/231417700789157>
- Friday, October 20 - Houston & Beaumont District:
<https://form.jotform.com/231417216576153>
- Friday, December 1 - Dallas and Fort Worth Districts:
<https://form.jotform.com/231416413650144>

Note: These dates do not fall on a “letting date”

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Heavy Highway Forum 2023 – Central Texas Austin & San Antonio Districts



**REGIONAL
HEAVY HIGHWAY
CONTRACTORS
ASSOCIATION** **RHCA**

**HEAVY HIGHWAY & TRANSPORTATION FORUM
CENTRAL TEXAS**

**Friday, September 22, 2023
8:30 AM – 2:00 PM**
Austin Community College: Northridge Campus
1528 Stonehollow Dr., Lecture Hall #6136
Austin, TX 78758

RSVP!
Lunch will be provided.

The RHCA invites consultants, engineers, contractors, and all professional services and construction services companies interested in or currently working in the Heavy Highway and Transportation industry to participate in this upcoming Forum. Join us to hear from key decision makers, including TxDOT leadership and technical experts, as they discuss the state of the industry and upcoming opportunities.

Speakers

 Tucker Ferguson, P.E. Austin District Engineer Texas Department of Transportation	 Charles Benavidez, P.E. San Antonio District Engineer Texas Department of Transportation	 Martin Rodin, P.E. PEPS Division Director Texas Department of Transportation	 Greg Snelzer, P.E. Alternative Delivery Division Director Texas Department of Transportation
 Ben Engelhardt Austin District Director of Construction Texas Department of Transportation	 Enrique Gonzalez San Antonio District Construction Engineer Texas Department of Transportation	 Clara Carbajal-Sanchez, P.E. San Antonio San-Val Center PEPS Section Director Texas Department of Transportation	

Sponsors


Partnering Organizations

For More Information: call 972-786-0909 or email: julio@regionathca.org

Friday, September 22 - Austin & San Antonio Districts: <https://form.jotform.com/231417700789157>

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Heavy Highway Forum 2023 – Houston & Beaumont Districts



**HEAVY HIGHWAY & TRANSPORTATION FORUM
HOUSTON & BEAUMONT**

**Friday, October 20, 2023
8:30 AM – 2:00 PM**

Steve Radack Community Center
Harris County Precinct 4, 18650 Clay Road
Houston, TX 77084



RSVP!
Lunch will be provided



The RHCA and ASHE Houston invite consultants, engineers, and contractors, in addition to any professional services or construction services companies interested in or currently working in the Heavy Highway and Transportation industry, to participate in this upcoming Forum. Join us to hear from key decision makers, including TxDOT and Harris County Toll Road Authority (HCTRA) leadership as well as technical experts, as they speak about the State of the Industry and upcoming opportunities.

Speakers



Eliza Paul, P.E.
Houston District Engineer
Texas Department of Transportation



Martin Rodin, P.E.
Professional Engineering Procurement Services
Division Director
Texas Department of Transportation



Adam Galland, P.E.
Director of Construction - Houston District
Texas Department of Transportation



Martin Gonzalez, P.E.
Beaumont District Engineer
Texas Department of Transportation

Sponsor

webber

Partnering Organizations



For More Information: call 972-786-0909 or email: julio@regionalhca.org

Friday, October 20 - Houston & Beaumont District: <https://form.jotform.com/231417216576153>

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Heavy Highway Forum 2023 – Dallas & Fort Worth Districts



RHCA

**HEAVY HIGHWAY & TRANSPORTATION FORUM
DALLAS & FORT WORTH**

**Friday, December 1, 2023
8:30 AM – 2:00 PM**



RSVP!
Lunch will be provided

The RHCA invites consultants, engineers, and contractors, in addition to any professional services or construction services companies interested in or currently working in the Heavy Highway and Transportation industry, to participate in this upcoming Forum. Join us to hear from key decision makers, including TxDOT and NTTA leadership as well as technical experts, as they speak about the State of the Industry and upcoming opportunities.

Speakers



Ceason Clemens, P.E.
District Engineer
Texas Department of Transportation



David M. Salazar Jr., P.E.
Fort Worth District Engineer
Texas Department of Transportation



Martin Rodin, P.E.
Professional Engineering Procurement Services
District Director
Texas Department of Transportation



Elizabeth Mow, P.E.
Assistant Executive Director of Infrastructure
North Texas Tollway Authority

Partnering Organizations



Sponsors



For More Information: call 972-786-0909 or email: julio@regionalhca.org

Friday, December 1 - Dallas & Fort Worth Districts: <https://form.jotform.com/231416413650144>

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2023 Heavy Highway Forum

Budget Goal All Three Cities

- Revenue 70,000.00

2022 Heavy Highway Forum

- Revenue 38,000.00
- Expenses 2,608.24
- Net Income 35,391.76
- Attendance 150

2021 Heavy Highway Forum

- Revenue 13,050.00
- Expenses 212.39
- Net Income 12,837.61
- Attendance 120

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2023 Heavy Highway Forum Proposed Agenda

- Welcome Remarks – 8:30 am
- TxDOT Statewide Update – 9:00 am
- District Update – 9:45 am
- Breakout Session 10:20 am
 - Construction
 - PEPS
- Lunch Break – 11:30 am
- Alternative Delivery Presentation 11:45 am
- Closing Remarks 12:00 pm



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2023 Heavy Highway Forums Next Steps

- Identify Venues
 - Houston
 - Central Texas (South Austin, North of San Antonio)
 - Dallas / Fort Worth Arlington
- Venue Requirements
 - Main Room Capacity
 - 150 attendees
 - 15-20 exhibitors
 - Food can be allowed
 - Breakout Room Capacity
 - 60 attendees
- Sponsorship Menu
- Identify Partnering Organizations
 - Houston
 - Central Texas
 - Dallas/Fort Worth
- Committee Meeting Schedule



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Highway Forum Action Items

- **Subcommittee Meeting Dates**
- **Secure DFW Venue**
- **Sponsorship List**
- **Partnering Organizations**
 - **Central Texas**
 - **Houston**
 - **DFW**

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R H C A

Clay Shoot Classic

presented by



Friday, September 15, 2023

8:00 AM - 2:00 PM

Elm Fork Shooting Sports
10751 Luna Rd, Dallas, TX 75220

- 8:00 AM** Players Registration | Breakfast Tacos & Coffee
- 9:00 AM** Regulations Overview Tournament
- 12:00 PM** Lunch & Team Awards | Scotch & Cigars



<https://form.jotform.com/230085047889162>

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Q & A

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Guest Speaker



Gregory S. Cleveland, P.E., CCM
Sr. Associate / Sr. Vice President
SAM-CS Director of Construction Services
gcleland@sam-cs.biz

Bio:

Greg is a Sr. Associate and Sr. Vice President with SAM Construction Services. As a former TxDOT employee at the District and Division level, Greg has over 29 years of engineering, construction, and project management experience on traditional, design-build, and public-private partnership (P3) projects on some of the largest projects in Texas. Greg serves as SAM-CS's Director of Construction Services responsible for construction contract execution and administration, field engineering, quality control, and implementation of construction phase software services. He is a licensed Professional Engineer in 10 states and a nationally Certified Construction Manager.

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A photograph of three construction workers walking away from the camera on a dirt path at a construction site. They are wearing white hard hats and high-visibility yellow safety vests with orange reflective stripes. The worker on the left is wearing a vest with 'SAMA CS CONSTRUCTION SERVICES' on the back. The worker in the middle is pointing upwards with his right hand. The worker on the right is wearing a vest with 'SAMA' on the back. The background shows a blurred construction site with buildings and lights.

An Introduction To SAM Companies and SAM-Construction Services (SAM-CS)

RHCA AEC Committee MTG | Gregory Cleveland, PE, CCM
Sept. 13, 2023 Director of Construction Services

About SAM Companies and Our Markets

With over **45 offices** in the nation, SAM is the nation's largest combined geospatial solutions and construction services provider and the leader in our industry.

We serve clients across a complete range of industries:

- // Transportation
 - Highways
 - Rail
 - Aviation
 - Ports
- // Energy
- // Architecture
- // Land Development

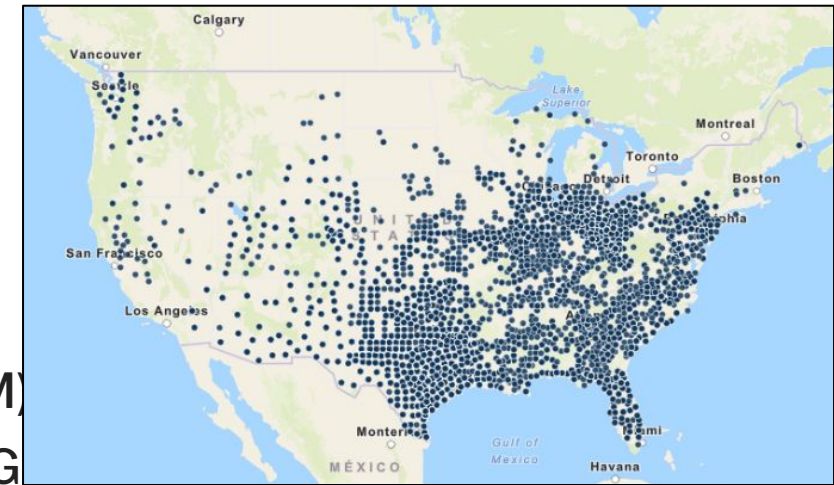
- // Utilities
 - Electric
 - Gas Distribution

SAM Companies Services



SAM's broad scope of services plays a vital role in providing the foundational data, input, insight, and oversight needed for project success. Our services include:

- // Land Surveying
- // Aerial Mapping
- // Construction Services
- // Utility Engineering
- // Building Information Modeling (BIM)
- // Geographic Information Systems (GIS)



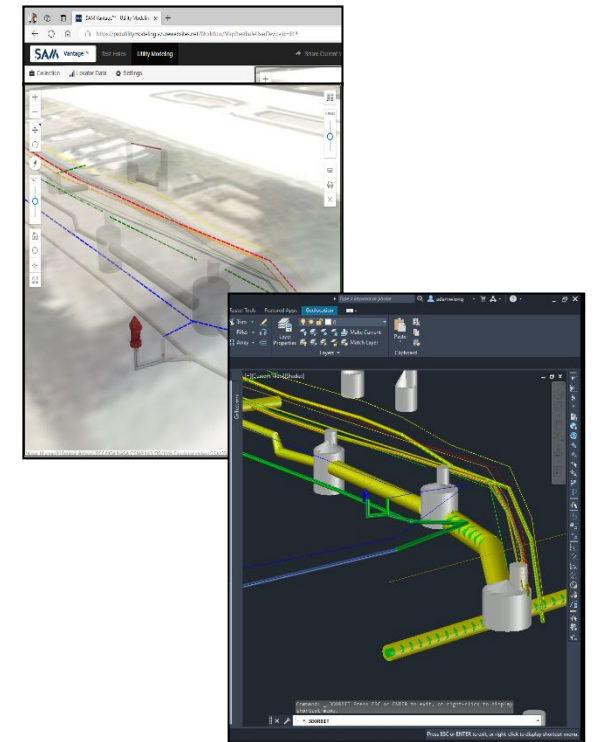
SAM Applied Technology (AT) Group



SAM Applied Technologies (AT) Group consists of Software Programmers, Surveyors, & Engineers.

Key services include:

- // Application Design and Implementation
- // Security and GIS Website Deployment Services
- // Mobile Application Development
- // Custom Programming and Workflow Design



About SAM-Construction Services (SAM-CS)

SAM-CS is a wholly owned subsidiary of SAM specializing in construction-phase services. Comprised on engineers, construction inspectors, record keepers, schedulers

Our service include:

- // Construction Engineering & Inspection (CEI)
- // Program Management
- // Quality Assurance /Quality Control (QA/QC)
- // Contract Compliance

SAM-CSTM
CONSTRUCTION SERVICES

Forefront of Technology Solutions

We develop and deploy cutting technology solutions to enhance construction activities.

Tablet and phone driven solutions to provide insightful business decisions

Some, but not all, technology consists of:

- // SAM Field App
- // Dashboard driven Key Performance Indicators
- // Contract Compliance Electronic Workbook
- // 3D Construction Inspection

Forefront of Technology Solutions



DATE QUANTITY	DESCRIPTION AND LOCATION	REMARKS



Form 1007-2016

Highway: []
Contract ID: []
Installed Item of Work: []
Select Contractor: []
Is this Extra Work? []
Plan Page Number: []
Item Description: []
Item Code: []
Location Information: []
Custom Location Coordinates: []
Description and Location: []
Select Alignment: []
Begin Station: []
Begin Offset: []



Customized Field Form



Pages 0

Fields 0

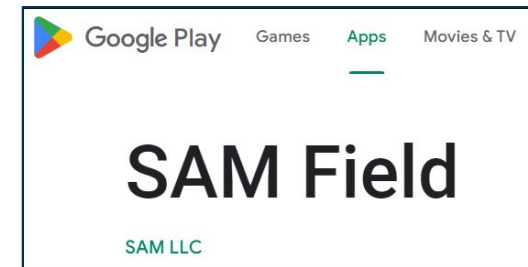
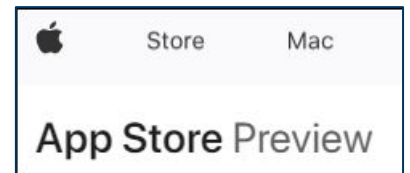
- Project
- Newforma Project
- County
- Highway
- Contract ID
- Report Number



Standardized Output

WORK REPORT

WORK REPORT



Forefront of Technology Solutions



Metric-driven Dashboards

SAMfield Mobile Forms

SAMfield CS I-35 NEX Central Dashboard

Approved OV Inspection Reports

View	Work Date	OV Inspector	Sequence Number	Approver	Submitted On	Form Version	SAM-CS Internal Review
View	09/12/2023 12:00 AM	James Diver	2917	Thomas Everitt	09/12/2023 10:52 AM	47	INTERNAL REVIEW COMPLETE
View	09/12/2023 12:00 AM	James Diver	2919	Thomas Everitt	09/12/2023 11:03 AM	47	INTERNAL REVIEW COMPLETE
View	09/12/2023 12:00 AM	Erik Michels	2909	Thomas Everitt	09/12/2023 09:22 AM	47	INTERNAL REVIEW COMPLETE
View	09/12/2023 12:00 AM	Orel Barrientos	2920	Thomas Everitt	09/12/2023 11:08 AM	47	INTERNAL REVIEW COMPLETE
View	09/11/2023 03:35 PM	Brett Miller	2921	Thomas Everitt	09/12/2023 11:48 AM	47	INTERNAL REVIEW COMPLETE
View	09/11/2023 12:00 AM	James Diver	2901	Thomas Everitt	09/11/2023 01:32 PM	47	INTERNAL REVIEW COMPLETE

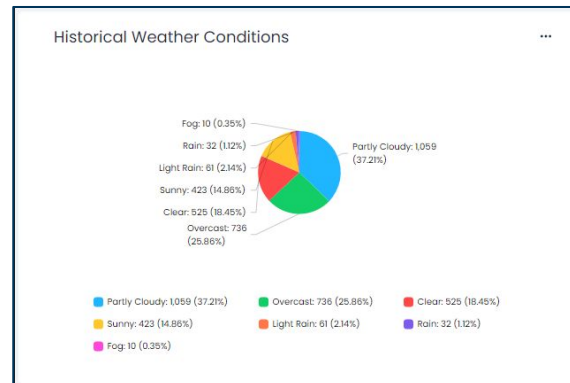
7 - 12 of 2879

OV and IQF Inspectors by Element of Work

View	Work Date	OV Inspector	IQF Inspector	Section	Segment	Element Name (from plans)	Scheduled Start Date
View	09/12/2023 01:48 PM	Brett Miller	Arturo Nunez	N2	3555	Top56 Proof roll	8/31/2023 08:00
View	09/12/2023 11:49 AM	Brett Miller	Arturo Nunez	N1	1810	Area 56/57 Permanent embankment	5/8/2023 08:00

Project Schedule

View	Work Date	Schedule Activity ID	Activity Name	Scheduled Start Date	Scheduled End Date
View	08/28/2023 03:59 PM	RD08915	Embankment - (089/90)	11/3/2023 08:00	11/28/2023 16:00
View	08/28/2023 01:46 PM	BR1120154	Drill Shafts (Bent) - BR112-01	3/30/2023 08:00	5/25/2023 16:00
View	08/28/2023 01:44 PM	BR1120259	Drill Shafts (Bent) - BR112-02	4/4/2023 08:00	5/25/2023 16:00
View	08/28/2023 01:40 PM	BR111237	Drill Shafts (Bent) - BR111-12	5/18/2023 08:00	5/19/2023 16:00
View	08/28/2023 10:36 AM	RW-S2A-21A-1	ERW-CNI-608 (RW-S2A-21A) - 058 - P1	5/22/2023 08:00	6/15/2023 16:00
View	08/28/2023 10:10 AM	RD07818	Rdwy Finishing (Perm Rail/Barrier/Etc.) (078.1)	1/9/2026 08:00	1/29/2026 16:00



Forefront of Technology Solutions



HYDRAULIC CEMENT CONCRETE DASHBOARD

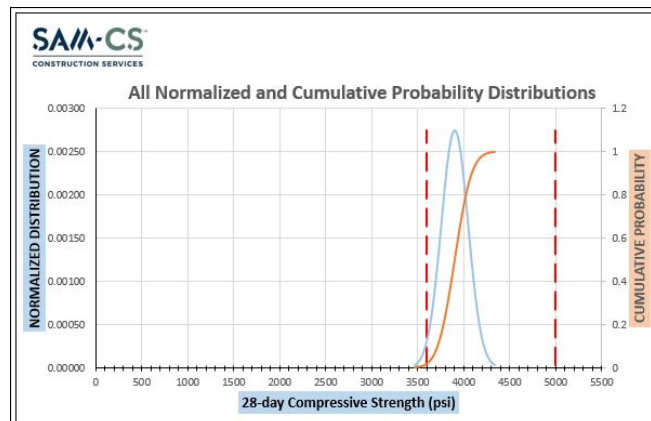
Highway	FM 123
Control	0123-45-678
County	Best
Contract	86-2IDP5000

Producer	ACME
Plant	ABC123
Concrete Class	C

Enter data only in this color

KEY PERFORMANCE INDICATORS				
PERFORMANCE CRITERIA	Slump (in)	Temperature (°F)	Strength (psi)	PWL (Strength)
	Maximum	Minimum	Minimum	Minimum
Design Criteria	4	78	3600	80
High	4.50	82.00	4120.00	100.00
Low	3.00	74.00	3690.00	93.11
Mean	4.00	78.00	3902.50	99.13
Std. Deviation	0.44	2.71	145.36	2.16
Lower Specification Limit	3.5	70	3600	70
Upper Specification Limit	5	80	5000	100

Predictive Analytics



Concrete Strength Predictive Analysis				
	Less Than Value (psi)	Greater Than Value (psi)	Between	
	3600	3600	Lower Limit (psi)	Upper Limit (psi)
			3000	4000
Probability (%)	1.87%	98.13%	74.88%	
Std. Deviation	Lower Limit (psi)	Upper Limit (psi)	Probability (%)	
1.0	3757	4048	68.27%	
2.0	3612	4193	95.45%	
3.0	3466	4339	99.73%	
Percentile	Percent	Strength Required	Units	
50th	50%	3903	psi	
60th	60%	3939	psi	
70th	70%	3979	psi	
80th	80%	4025	psi	

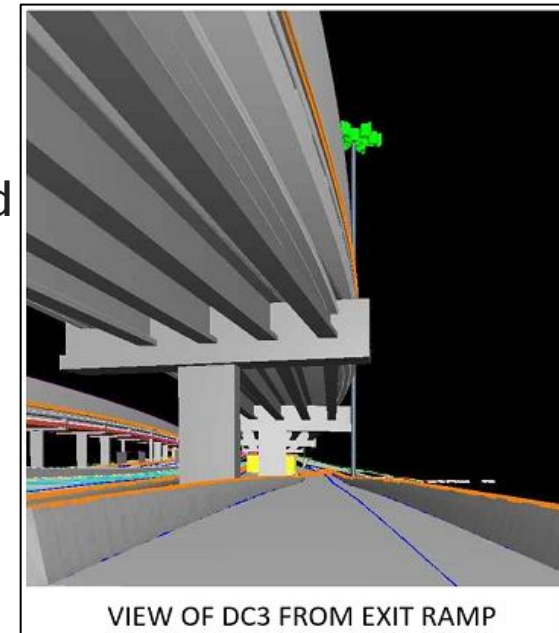
Note: 50th percentile indicates that 50% of your strength population will be less than the value calculated in green.

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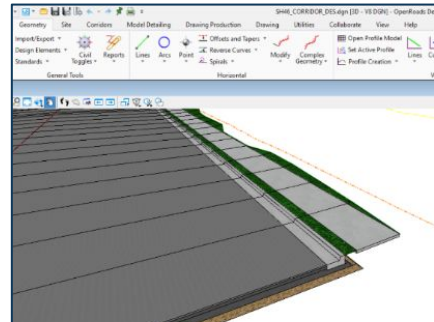
3D software and 3D scanning are helping to improve safety, productivity and quality during construction phase operations

Key Benefits of 3D Construction:

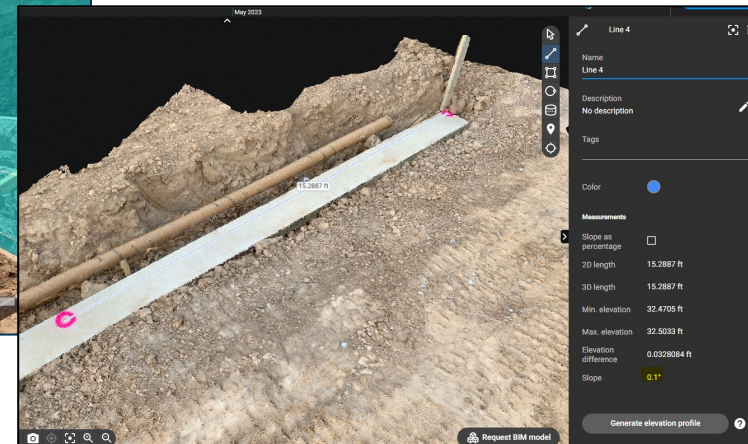
- // View project features in the field
- // Compare as-built versus as-designed
- // Make insightful decisions timely
- // Improve construction quality



Forefront of Technology Solutions



3D Solutions



An aerial photograph of a complex highway interchange with multiple overpasses and ramps, viewed from a high angle. The roads are grey with white lane markings and yellow curbs. There are several cars visible on the roads. The background shows some greenery and a body of water.

Thank You!

KEY CONTACTS

Gregory Cleveland, PE,
CCM
Director of Construction Services
SAM-CS

214-403-7064
gcleveland@sam-cs.biz

Scott B. Hall
Business Development
Director
SAM-CS

817-894-5065
scott-hall@sam-cs.biz

Q & A

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Guest Speaker



Susan Nidam
Senior Vice President
HDR Engineering
susan.nidam@hdrinc.com

Bio:

Susan Nidam is a Sr. Vice President for **HDR Engineering, Inc.** and has spent her entire career dedicated to the development and implementation of transportation projects in Texas. She has worked throughout the state on some of the largest transportation projects including I-635 LBJ Corridor Redevelopment, Westpark Tollway, Project Pegasus (I-30/I 35E around Downtown Dallas) and the I-35E Design-Build. Susan began her career with TxDOT-Houston District, environmental services and project development group more than 23 years ago. Susan is based in HDR's Dallas office with regional responsibilities for the firm's statewide transportation program, which includes over 570 professionals.

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HR

About HDR Engineering



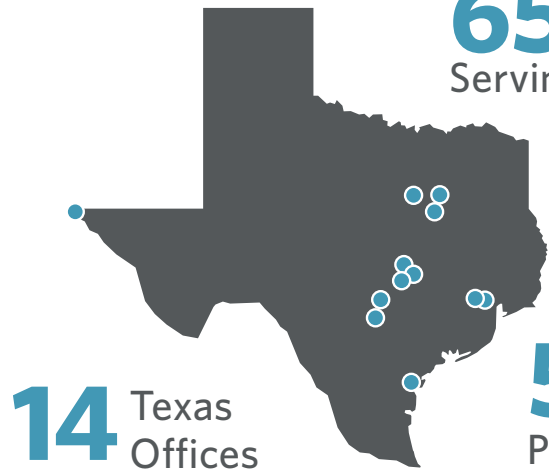
EMPLOYEE OWNERSHIP DRIVES OUR CULTURE



SUSAN NIDAM
Senior Vice President



HDR Texas Presence



65+ Years
Serving Our Area

220+
Local Staff

50+ Professional Engineers

Local Experience

Our local expertise and knowledge in various market sectors demonstrates our ability to work with NTTA on its most complex projects.



Planning



Project Management



Civic Architecture



Construction Services



ITS/Technology



Environmental



Utilities



Drainage



Transit



Rail



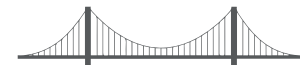
Right-of-Way



Roadway



O&M Facilities Design

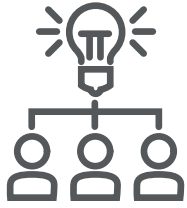


Bridge



Resources

Target Client- **Understand Requirements**



Understand Clients Being Pursued

Structure, Program



Procurement Rules



Registrations Required



Attend Meetings

Board Meetings,
Public Meetings,
Workshops, RTC,
Public Meetings, etc.



Build Relationships

Agency Staff, Partner
Firms Winning Work



Target Opportunities





NTTA
NORTH TEXAS TOLLWAY AUTHORITY



Texas
Department
of Transportation



DFW





COLLIN
COUNTY

2024



UNIFIED TRANSPORTATION PROGRAM



NTTA Projected Contracts

Item #	Anticipated Advertisement Month/Quarter	Procurement Contract Type	Contract Name	
1	July	RFP	Finance/Human Resources ERP system replacement Project Management Consultant	Review Financial
2	July	RFP	General Technology Operations Consultant Pool	Pool o review a...
4	July	RFP	Project Management Services for Customer Service and Revenue Systems	Customer s services to assistance teams/pro
3	Aug	RFP	Data Analytics Support Services	Data Analy, independe GIS progr

TxDOT Projected Contracts

Estimated Date of Advertisement	Discipline of Procurement	District or Division Managing Contract	Procuring PEPS Service Center	Procurement Contact	Procurement Engineer (Do Not Contact)	Selection Process	Description of Procurement (Location, project limits, type of work, unique services, etc.)	Project Location (County, District, Statewide)	Contract Specific Delivery Indefinite Del
Wave 1 September 2023	Bridge On/Off Replacement	Bridge Division (BRG)	Divisions	Kori Rodriguez	LaDonna Waters	Federal with Interview (DBE)	Bridge Division: statewide bridge design services to include Plans, Specifications, and Estimates (P&E).	Statewide	
Wave 1 September 2023	Construction, Engineering, Inspection (CEI)	Austin District	Austin	Charles Davidson	Todd Speck	Federal with Interview (DBE)	CEI services for the Austin District: IH 35 Culvert & Storm Drainage Work, from S. of 51st St to N. of Holly St	Travis County	
Wave 1 September 2023	Construction, Engineering, Inspection (CEI)	Austin District	Austin	Charles Davidson	Harry Pan	Federal with Interview (DBE)	CEI services for the Austin District: Reconstruct IH 35 MLS & FRIS, from Holly Street to SH 71; Reconstruct the Martin Luther King Jr Blvd bridge; Construct CapMetro railroad and pedestrian bridges at Airport Blvd, and the 4th street and the southbound deck bridge retrofit.	Travis County	SD
Wave 1 September 2023	Construction, Engineering, Inspection (CEI)	El Paso District	El Paso	Jaime Perales	Alan Gonzalez	Federal with Interview (DBE)	CEI services for the El Paso District: Proposed operational improvements to include direct connectors at the interchange of IH 10 and SH 176 (Artoart Road).	El Paso District	SD
Wave 1 September 2023	Construction, Engineering, Inspection (CEI)	El Paso District	El Paso	Jaime Perales	Alan Gonzalez	Federal with Interview (DBE)	CEI services for the El Paso District: FM2195 Extension in Culberson County from 750 ft south of Looney Spur Rd to junction with FM 354L.	El Paso District	SD
Wave 1 September 2023	Construction, Engineering, Inspection (CEI)	Houston District	Houston	Kimlinh Nguyen	Pasha Merrikh	Federal with Interview (DBE)	CEI services for the Houston District	Houston District	ID
Wave 1 September 2023	Construction, Engineering, Inspection (CEI)	Yoakum District	Central	Jaime Perales	Bing Wang	Federal with Interview (DBE)	CEI services for the Yoakum District: IH 10 6-lanes from Aileyton Rd south to FM 2434	Yoakum District	

Summary - **Tips for Approaching Prime Firms**



Start Early

Large Pursuits Start
2+ Years Out



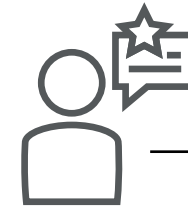
Be Strategic

Do Your
Project Research



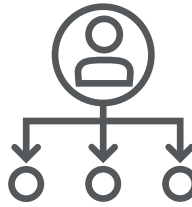
Determine Differentiators

What Makes Your
Firm/Staff Unique



Elevator Speech

Brief Summary
of Qualifications



Understand Needs

Prime Firm
Team Support



Prepare Materials

Have Marketing Materials
Ready to Share



Follow Up

Stay Engaged After
the Pursuit



**Build Long-Term,
Collaborative
Relationships**

HDR

Q & A

Join us on Social Media #DFWRHCA @DFWRHCA



AEC Committee Upcoming Events and Topics of Interest

- Heavy Highway Forum – Statewide
- Municipal Improvements
- Water/Wastewater Event
- Federal Event
- Facilities Event
- Water Resources Event
- Transportation/Roadway Event

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RHCA | Webinar

Infrastructure Bill Opportunities Impact on Texas with a Focus on North Texas

- ***Federal highway programs:*** \$26.9 billion
- ***Public Transportation:*** \$3.3 billion
- ***Drinking water infrastructure (and removing lead pipes):*** \$2.9 billion
- ***Airports:*** \$1.2 billion
- ***Bridge replacement and repairs:*** \$537 million
- ***Electric vehicle charging network:*** \$408 million
- ***Broadband expansion:*** \$100 million
- ***Wildfire protection:*** \$53 million
- ***Cyberattacks protection:*** \$42 million

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RHCA | Subcommittee

Help with inviting monthly guest speakers

Example:

The invitation details are listed below:

Date: Tuesday, November 9, 2021

Time Duration: 10 to 15 minutes (if you need more please let me know)

Time Range: Any 15 minutes between 8:45am to 10:00am CST

Via online Video: Zoom Video Conference

Committee: RHCA Economic and Business Development Committee: Audience – Contractors/Professional Services/Public Agency Employees

Topic: Texas Emission Reduction Plan (TERP) Program overview & Benefits for contractors

Presentation: PowerPoint Due by Monday, November 8 – To Jonathon Garcia

Other Items Needed: (1) Headshot in JPEG (2) Title

Link to recommend guest speakers: <https://forms.office.com/Pages/ResponsePage.aspx?id=m9gkZ9IDKEWQMA6zN7Gyu1-t7tkG5ypLvhszQy7hgMRUNUdGT0UwVIVLTDVRSFNDUjZGU09VVFVPC4u>

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Q & A

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