

THE LEADER'S CHOICE

Collaboration between partners serves college

Requests for proposal and competitive bids for contracts for the recent \$420 million bond package at Lone Star College were provided through an innovative partnership with Choice Facility Partners. Contracts were awarded for roofing, furniture, flooring, HVAC and other resource areas so that Lone Star College could complete the renovation and improvements using these competitively bid and awarded contracts.

Choice Facility Partner vendors collaborated: furniture manufacturer KI partnered with Office Design Concepts and Library Interiors of Texas on the library furniture for the new Lone Star College Health Science building in Tomball and with Hallmark Office Products on the Atascocita campus.

For the new library on the first floor of the Health Science building, KI was asked to closely match the library furniture that is on the main campus, and Library Interiors of Texas customized the bookshelves



Bookshelves were customized with maple and cherry wood designed in an arch with display slats.

to match the furniture being manufactured by KI.

"What [the librarian] wanted was kind of unique and different," said Dave Gaskins, educational facilities specialist, Library Interiors of Texas. "I wasn't exactly sure how we could make it."

Gaskins said they started by providing the professional design expertise to ensure safety was maximized in the space

See "Partners collaborate" on page 2

Attendees learn about changes in construction law

More than 40 attendees and 15 vendor partner companies participated in the Legislation and Procurement vendor fair on Oct. 6.

Participating vendor partners included: Advanced Filtration, Alpha Building Corporation, AmeriClean, Armko Industries, Inc., Art+Artisans Consulting, Detection & Suppression Int'l, Digital

Air Control, Inc., Dura Pier Facilities Services, FaceKey Corporation, Houston's Waterproofing and Sheet Metal, KI, Library Interiors of Texas, Linc Service, and Trio Electric.

Texas Rep. Bill Callegari, District 132, reviewed highlights of actions taken during the 2011 legislative session, which was his sixth.

See "Attendees Learn" on page 3

**HCDE Contract Holder
HUB Vendor Fair**

Wednesday, Nov. 30, 2011

Attend HUB vendor fair

HCDE will host a vendor fair 10:30 a.m. to 1 p.m. on Nov. 30 at 6300 Irvington Blvd., Houston, featuring some of the more than 60 vendors who are certified as Historically Underutilized Businesses and have been awarded a contract with HCDE. These contracts are available from either the HCDE Purchasing Cooperative or Choice Facility Partners. RSVP to Yvonne@choicefacilitypartners.org or for more information call 855-821-4233. ◆

Partners collaborate

plan for the library shelving. Then they developed a customized arch top with two types of wood, with a slat wall built in so they could hang plastic dividers on it.

"Both firms [Library Interiors and KI] did a very good job in responsiveness, attentiveness and goods provided," said Wayne Thompson, project director, Lone Star College. "I was pleased with these particular providers. ... Lone Star College

Library furniture on the Tomball campus matches furniture on the main campus.



users seem to be pleased with the furnishings."

According to Randy Watts, KI sales specialist, nearly every Lone Star College campus has some KI furniture.

KI is a manufacturer, so sometimes works directly with the end user or at times through a dealer, like Office Design Concepts, which also has a Choice Facility Partners contract. ODC is designated as a HUB (Historically Underutilized Business), which is important to higher education. ODC was selected to do almost all the KI furniture at the new Lone Star College Tomball Health Science building.

Watts said using the Choice Facility Partners contract is helpful,

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because higher education looks for this kind of competitive contract.

"That is a benefit to the end user as well," said Watts. "With deals of more than \$100,000 we can negotiate with the dealer chosen, which makes for very competitive pricing."

At the new Atascocita campus, KI partnered with Hallmark Office Products to provide all of the student classroom chairs. He complemented Jerry LaTour

of Hallmark Office Products on the collaboration.

"He and I worked together perfectly," said Watts. "That's the biggest project we've ever done with an office products company."

KI has consistently been ranked number one nationwide for education furniture for the past six years by *Contract* magazine. They are the sixth largest contract furniture manufacturer in the United States.

Another project that Library Interiors of Texas recently completed using the Choice Facility Partners contract is the Patrick Heath Public Library, a \$7.2 million facility, completed in Boerne, Texas.

Kelly Skovbjerg, librarian, Patrick Heath Public Library, called it a "great pleasure" to work with Library Interiors of Texas to furnish the building. "They worked



CHOICE FACILITY PARTNERS

Les Hooper

Executive Director, HCDE Facilities

Jack Cutting, CPM, Interim Director

Don Elder, Jr., Marketing Consultant

Joann Nichols, Client Services Manager

Carol Greb, Contract Manager

Mary Causey, Contract Coordinator

Yvonne Johnson, Office Support

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Dr. John E. Sawyer

HCDE County School Superintendent



extensively with us to create custom pieces, find appropriate fabrics and quality pieces," said Skovbjerg. "Of the multitude of vendors we worked with over the course of constructing the building, Library Interiors was the easiest, most responsive and customer-service oriented."

Library Interiors frequently does quite a bit of creative work and design to determine specifications for the furniture before a project can even be bid. And when there is a bid process, there is no guarantee they will get the work. "We go at risk and sometimes it is significant," said Gaskins. ♦

Attendees learn of changes in law *(continued from page 1)*

A bill he introduced consolidated the rules for construction procurement and project delivery into one chapter of law (2267), which went into effect Sept. 1, 2011. It expanded the types of entities required to use these procedures to municipalities, counties, school districts, and colleges; universities are exempt.

He noted that the law does still allow the use of interlocal contracts and job order contracting, such as the Choice Facility Partners. Callegari said that using Job Order Contracting "will allow you to take on those projects you can't readily define." He encouraged people who appreciate having JOC as a construction method to let legislators know why it is valuable and how it can best be used.

"It is going to be extremely important to us that you come and testify when [JOC] comes up," said Callegari. "Our legislators need to understand Job Order Contracting better."

Callegari chaired the Committee on Government Efficiency & Effectiveness and anticipates it will further study procurement issues.

"If you see an issue you can give input on, please do," he said. We need your input."

Attorney Sarah W. Langlois with Ogden, Gibson, Broocks, Longoria & Hall, L.L.P., went into detail about the new Texas Government Code Chapter 2267 created for construction services. She noted that quite a number of details

were "plucked from Chapter 44" of the education code and moved over to 2267. The changes removed two options, design build and contract to construct, rehab, repair using construction manager; now there are seven approved construction methods. Also, additional considerations for procurement may be considered.

Langlois clarified the law regarding energy savings performance contracts, saying the law applies to new and existing school facilities. "The school district may contract with a provider of energy/water conservation measures to perform work related to, connected with, or otherwise ancillary to measures identified in the scope of the ESP contract," she said. "The school district is authorized to use any available money, other than money borrowed from the state, to pay for such services

See "Attendees learn" on page 4



Left: Representative Bill Callegari, second from left, and his wife visit with Don Elder, marketing consultant for Choice Facility Partners (right), and Reed Richard, Port Arthur ISD (far left).

To see the workshop presentations, go to www.choicefacilitypartners.org and click on Presentations on the right-hand side of the home page.



Jack Cutting, Choice Facility Partners interim director, presents a canvas bag to raffle winner Nora Jerez, Lone Star College.



Jim Nix, Linc Services (far left), visits with participants from KIPP Houston.

CALENDAR OF EVENTS

OCT. 28

HCDE Purchasing Co-op Vendor Fair
HCDE Conference Center, Houston

NOV. 2-4

Tx Public Purchasing Assoc. fall meeting
Lubbock

NOV. 7-9

CATEE – Clean Air Through Energy Efficiency
Dallas

NOV. 14-16

Growing Green
Austin

Attendees learn (continued from page 3)

and ... is not required to pay for costs solely out of savings realized under [the] ESP contract."

Langlois said the law allows for Job Order Contracting for "work of a recurring nature, where delivery times are indefinite, and where indefinite quantities and orders [are] awarded substantially on the basis of pre-described and pre-priced tasks." (Many Choice Facility Partners JOC contracts use the R.S. Means price book.)

Langlois said the law now specifies that boards must approve each job, task or P.O. over \$500,000. "You do not need to reprocur," she clarified. "You just need board approval for the increase."

To see their presentations: go to www.choicefacilitypartners.org and click on Presentations on the right-hand side of the home page. ♦



Attorney Sarah Langlois with Barbara Robillard from Spring Branch ISD.



Dr. John Sawyer, HCDE superintendent of schools, and Les Hooper, HCDE executive director of facilities, participated in the workshop.



Mike Perry, Armko, visits with Elise Putnam, Humble ISD.

Entities join HCDE

Organizations and governmental entities that became members when interlocal agreements were approved by the HCDE Board of Trustees on Oct. 18 included the city of Early, Irving ISD, Jim Hogg County ISD, Lubbock County, Sinton ISD, The Fay School and United Cooperative Services. ♦

Contracts renewed

Facility contracts available through Choice Facility Partners were renewed during the October meeting of the Harris County Department of Education board of trustees and include:



- **Energy Conservation Service** with Linc Services, LLC, TD Industries, Inc. and Rayco Construction, Inc.
- **Job Order Contracting** with Centerline Construction Services, EE&G Construction & Electrical, LLC, Hunt & Associates, Inc., Tommy Klein Construction, Inc. and J.T. Vaughn Construction, LLC.
- **Third Party Code Inspection Service** with Bureau Veritas North America

Governmental entities that have signed an interlocal agreement with HCDE may access these legally procured contracts. ♦

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