

# ORANGE COUNTY CONVENTION CENTER

MULTI-PURPOSE VENUE AND GRAND  
CONCOURSE IMPROVEMENTS



# SUCCESS FACTORS

| YOUR LOCAL PARTNER



**SHARING, COMMITTED WORKING ENVIRONMENT**



**SUSTAINABLE DEVELOPMENT OF M/WBEs**



**FLAWLESS PROJECT EXECUTION**

# OUR PARTNERS

DEEPER AND BROADER REALTIONSHPIS WITH M/WBE FIRMS



JASON ALBU YAMADITA STONE WUSU AMAN BRIAN BUTLER PATRICK ALIDELORIS BATSON

CEO  
Albu & Associates

CEO  
Cornerstone  
Construction

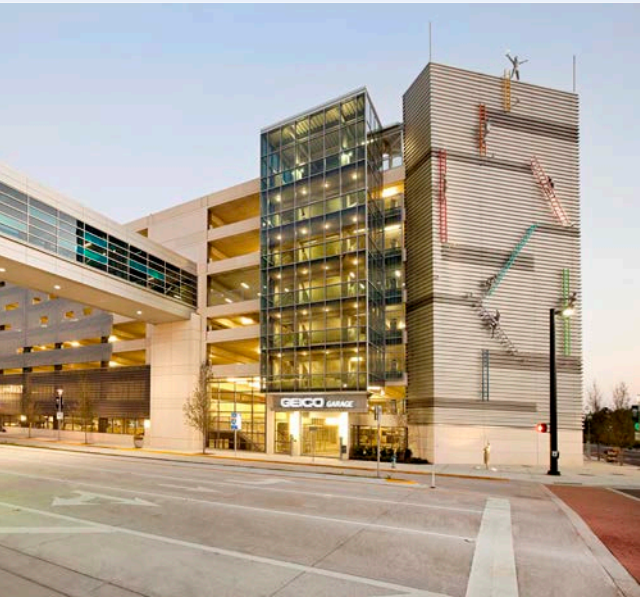
President  
GCI, Inc.

President & CEO  
JCB Construction

President & CEO  
PSA Constructors

President  
DBL Management  
Consultants







# YOUR CORE TEAM

**MATT  
MONTGOMERY** PHD, PMP  
Senior Project Manager



**DARIN  
MILLER**  
Project Manager



**JIMMY  
RAMIREZ** PHD, AP  
General Superintendent



**ROB  
BAKER**  
Community Impact



# PRESENCE & STRENGTH

## #1 Contractor in Central Florida

ORLANDO  
BUSINESS JOURNAL

Rank	Company <sup>1</sup>	2018 C. Fla Operating Revenue	C. Fla Employees
1	<b>PCL Construction Services, Inc.</b> 6700 Forum Dr. #100 Orlando, FL 32821 407-363-0059 pcl.com	\$1.10 billion	316
2	<b>Turner Construction Co.</b> 135 W. Central Blvd. #950 Orlando, FL 32803 407-210-2500 turnerconstruction.com	\$518.00 million	261
3	<b>Hensel Phelps</b> 6557 Hazeltine National Dr. #1 Orlando, FL 32822 407-856-2400 henselphelps.com	\$475.25 million	376

## #2 Hotels, Motels and Convention Center Contractor

**ENR**  
Engineering News-Record

HOTELS, MOTELS AND CONVENTION CENTERS		
RANK	FIRM	REVENUE (\$ MIL.)
1	TURNER CORP.	567.1
2	<b>PCL CONSTRUCTION ENTERPRISES INC.</b>	<b>488.1</b>
3	WEBCOR CONSTRUCTION LP DBA WEBCOR BUILDERS	431.7
4	SWINERTON	397.3
5	MORTENSON	369.0
6	AECOM	343.0
7	DPR CONSTRUCTION	326.5
8	DCK WORLDWIDE	265.6
9	THE WHITING-TURNER CONTRACTING CO.	248.7
10	AUSTIN INDUSTRIES	239.7
11	HENSEL PHELPS	230.6
12	JE DUNN CONSTRUCTION CO.	224.6
13	MCCARTHY HOLDINGS INC.	209.0
14	THE PENTA BUILDING GROUP	208.3
15	OMNIBUILD	191.2
16	BALFOUR BEATTY US	186.3
17	POWER CONSTRUCTION CO. LLC	184.0
18	CLARK GROUP	183.9

# OUR LOCAL TEAM

EMPLOYEES LIVE EVERY ORANGE COUNTY DISTRICT

263

PCL  
Female/Minority: 47%

47

GCI, INC.  
Female/Minority: 34%

21

ALBU & ASSOCIATES  
Female/Minority: 43%

47

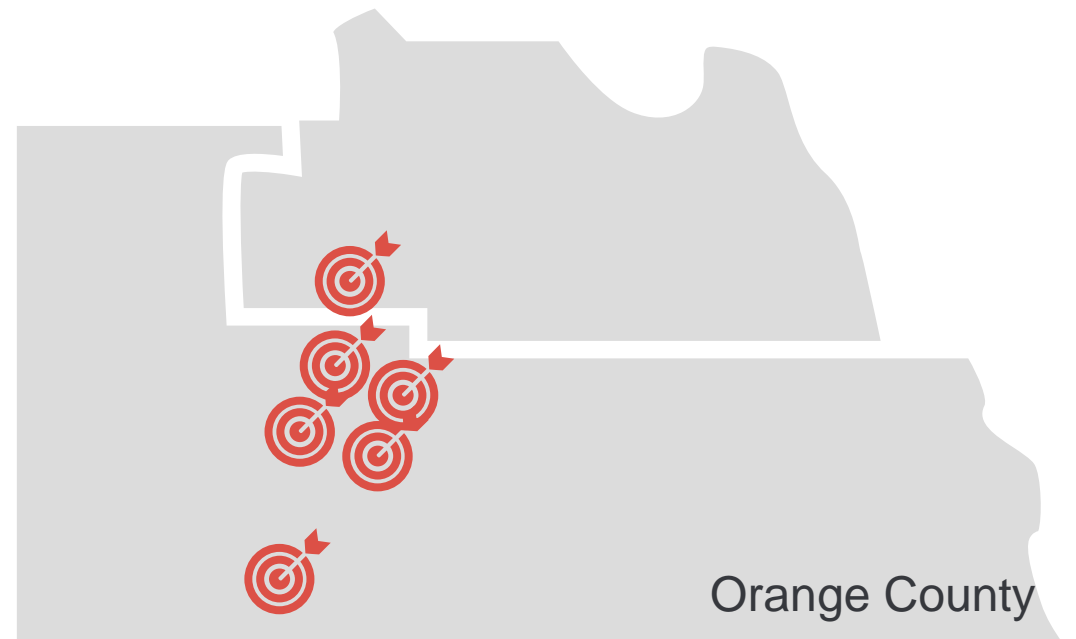
JCB CONSTRUCTION  
Female/Minority: 66%

34

CORNERSTONE  
Female/Minority: 76%

37

PSA CONSTRUCTORS  
Female/Minority: 73%



Orange County

Partner office locations

# OUR COMMON GOALS



## GOALS

Cohesive Teaming Approach

Sustainable Orange County  
economic impact

Flawless project execution



## ROADMAP

Open and collaborative  
communication

Coordinate and implement best  
elements of all entities  
economic impact plan

Leverage expertise of diverse  
team and experience






# MAINTAINING BUDGET & SCHEDULE



# COLLABORATION

- ▶ **Proven history with Populous, C.T. Hsu, and partners**  
*Los Angeles Convention Center*  
*Calgary Convention Center*  
*Orlando International Airport*  
*GEICO Garage (Amway Center)*
- ▶ **Experienced convention center preconstruction team**
- ▶ **Proactive cost trending**




## BENEFIT TO ORANGE COUNTY

-  Zero learning curve
-  Anticipate design and constructability solutions
-  No surprises

# STAYING WITHIN BUD

- ▶ **Design to budget**  
*Early cost certainty*
- ▶ **Early and continuous check-in and validation**  
*Monitoring cost vs. budget*
- ▶ **Local preconstruction resources**  
*Early engagement for cost effectiveness*

## BENEFIT TO ORANGE COUNTY

-  Smart, efficient, accountable use of County funds
-  Budget guarantee
-  Greatest return on investment





# RISK MITIGATION

## RISKS:




 **Budget**

 **Schedule**

 **Subcontractor Selection**

 **Close Out**

## BENEFIT TO ORANGE COUNTY

-  **Early PCL team engagement**  
Assurance of project understanding
-  **Design assist subcontracting**  
Critical trades input into design and schedule
-  **Subcontractor prequalification**  
Most qualified companies contracted

# OPPORTUNITIES & SOLUTIONS





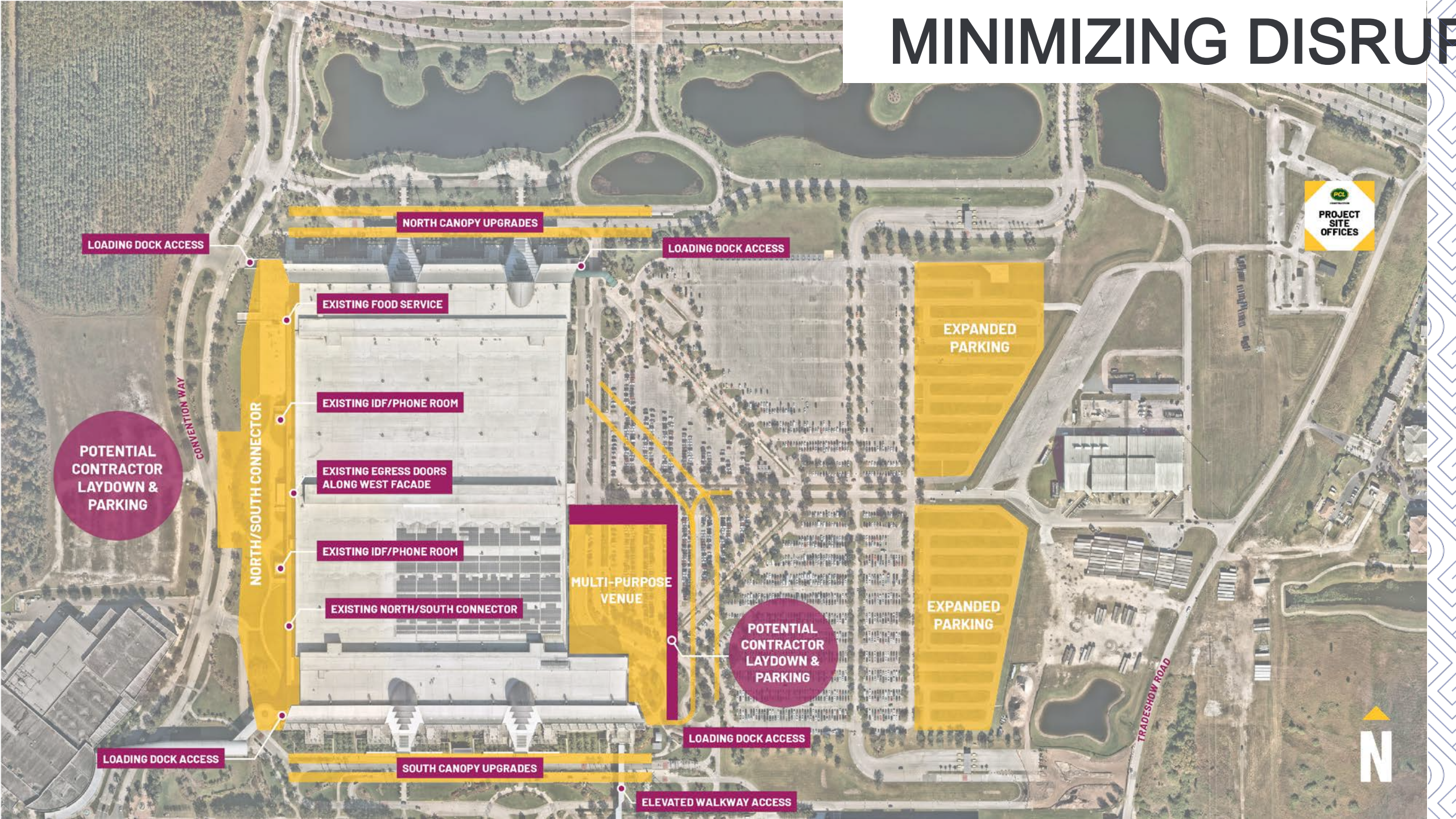


# UNDERSTANDING TH





# MINIMIZING DISRUPT



PROJECT SITE OFFICES

LOADING DOCK ACCESS

NORTH CANOPY UPGRADES

LOADING DOCK ACCESS

EXISTING FOOD SERVICE

EXPANDED PARKING

CONVENTION WAY

POTENTIAL CONTRACTOR LAYDOWN & PARKING

NORTH/SOUTH CONNECTOR

EXISTING IDF/PHONE ROOM

EXISTING EGRESS DOORS ALONG WEST FACADE

EXISTING IDF/PHONE ROOM

MULTI-PURPOSE VENUE

EXISTING NORTH/SOUTH CONNECTOR

POTENTIAL CONTRACTOR LAYDOWN & PARKING

EXPANDED PARKING

LOADING DOCK ACCESS

SOUTH CANOPY UPGRADES

LOADING DOCK ACCESS

ELEVATED WALKWAY ACCESS

TRADESHOW ROAD





# EARLY WORK

## WEST WORK ZONE

- North/ South Pedestrian Connectivity
- Access & Egress Temporary Measures
- Perimeter Fencing
- Environmental Protection
- Utility Investigation & Relocation

## EAST WORK ZONE

- Perimeter Fencing
- Environmental Protection
- Utility Investigation & Relocation
- Parking Demo & Expanded Parking
- Roadway & Utility Realignment
- Vertical Circulation Relocation



POTENTIAL CONTRACTOR LAYDOWN & PARKING

NORTH/SOUTH CONNECTOR

ROAD REALIGNMENT

EXPANDED PARKING

MULTI-PURPOSE VENUE

POTENTIAL CONTRACTOR LAYDOWN & PARKING

EXPANDED PARKING

RELOCATE EXISTING VERTICAL CIRCULATION

CONVENTION WAY

UNIVERSAL BLVD

TRADESHOW ROAD





# BUILDING YOUR PRO



- ▶ Schedule guarantee
- ▶ Sequenced to support uninterrupted OCCC operations
- ▶ Daily meetings with OCCC to coordinate operations





# SIMILAR EXPERIENCE

## AMERICAN DREAM CONNECTOR BUILDING

- ▶ Construction Cost: \$600+ million
- ▶ Size: 600,000 SF
- ▶ Scale: 1,200 LF





# EVENT PREPARATION

PLANNING FOR THE EXPECTED AND UNEXPECTED



Weekly operational meetings/reviews



Event preparation walks

- ▶ 1 week out
- ▶ 3 days out
- ▶ Day prior final walk

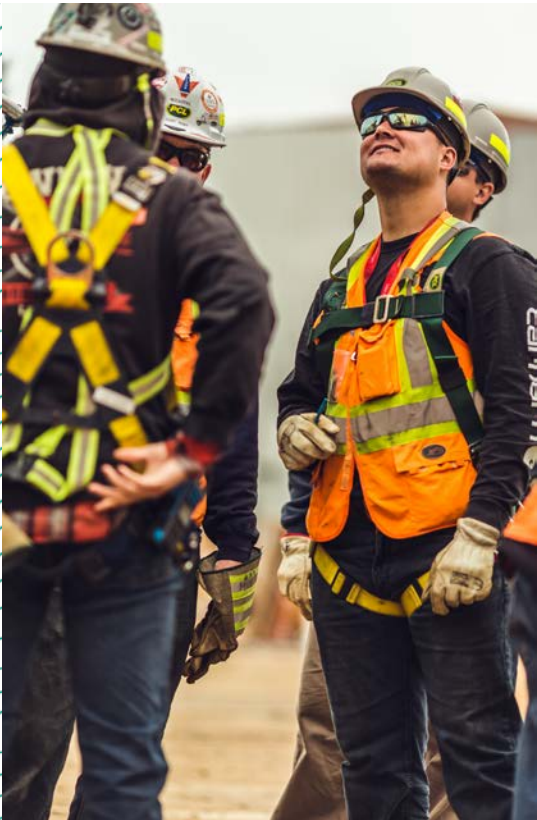


On-call/on - site event team



# SAFETY FIRST

| HEALTH, SAFETY AND ENVIRONMENTAL (HSE) PLAN



**Project safety plan tailored to OCCC needs**



**Safe access/egress for OCCC patrons**



**Clear/safe separation of construction from convention**



**Pedestrian connectivity**

# LOCAL RESOURCES

| ADDRESSING THE WORKFORCE SHORTAGE



## Local Orlando contractor

*3 decades of relationships*

*Equipment and material vendor partnerships*



## Local resources and capabilities

*PCL equipment and training center*

*(Pine Hills Road)*

*PCL local labor force*

# SUSTAINABLE DEVELOPMENT OF M/WBES





# COMMUNITY IMPACT

ECONOMIC DEVELOPMENT AND GROWTH THROUGH COMMUNITIES





# M/WBE & SDV COMMUNITY

COMMITMENT, PARTNERSHIP, AND PROVEN EXPERIENCE



Plan **EXCEED** Orange County's requirements at all levels  
*Management, Subcontractor and Workforce (M/WBE & SDV)*



Proven track record of success  
*OCCC West Building Renovation*



Building **COMMUNITY** as we build the building

# PLAN EXECUTION



PROGRAM  
GOALS

Orange County M/WBE  
Ordinance Chapter 17.  
Article III, Division 4



PROGRAM  
COMPONENTS

Management Assistance,  
Technical Assistance,  
Financial Assistance

# PLAN EXECUTION



PROGRAM  
GOALS

Orange County M/WBE  
Ordinance Chapter 17,  
Article III, Division 4



PROGRAM  
COMPONENTS

Management Assistance,  
Technical Assistance,  
Financial Assistance



PROGRAM  
ACTIVITIES

Outreach,  
Mentoring & Training,  
Employee Training,  
Jobs Placement

# PARTNERSHIPS & RESOURCES



## CAREER TRAINING

- › Career Source Central Florida
- › Valencia College Accelerated Skills Training
- › Professional Opportunities Program for Students (POPS)
- › ACE Mentor Program
- › Urban League
- › iBuild Central Florida
- › Black Business Investment Fund



## JOB PLACEMENT

- › Career Source Central Florida
- › Hispanic Chamber of Commerce Metro Orlando
- › Urban League
- › iBuild Central Florida
- › KBI Staffing Solutions LLC



## COMMUNITY PARTNER ORGANIZATION

- › National Entrepreneur Center
- › African American Chamber of Commerce
- › Hispanic Chamber of Commerce Metro Orlando
- › LIFT Orlando
- › Florida Small Business Development Center – UCF
- › Prospera



# PLAN EXECUTION



PROGRAM  
GOALS

Orange County M/WBE  
Ordinance Chapter 17,  
Article III, Division 4



PROGRAM  
COMPONENTS

Management Assistance,  
Technical Assistance,  
Financial Assistance



PROGRAM  
ACTIVITIES

Outreach,  
Mentoring & Training,  
Employee Training,  
Jobs Placement



MONITORING &  
REPORTING

Small Business Manager,  
Successes of the Plan,  
Payments to M/WBEs

# LOCAL EDUCATION & WORKFORCE INITIAT

- ▶ POPS Program
- ▶ ACE Mentor Program of Central Florida
- ▶ Local Apprenticeships
- ▶ Career/Craft Training  
*PCL Pine Hills Training Center*



# COMMUNITY SUPPORT

## INVESTMENT IN OUR COMMUNITY







CONSTRUCTION

