



PROCUREMENT DIVISION

CARRIE MATHES, MPA, CFCM, CPPO, C.P.M., CPPB, A.P.P., Manager

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January 6, 2020

Certified Mail: 91 7199 9991 7039 3535 1994

Mr. Gregory Colevas
Clark/R L Burns, a Joint Venture
1203 W. Gore Street
Orlando, FL 32805

Re: Phase II, RFP Y19-815-JS, Construction Manager at Risk Services for the Orange County Convention Center Phase V Multi-Purpose Venue and Grand Concourse Improvements

Dear Mr. Colevas:

Your team has been chosen to make a 30 minute presentation to the Board of County Commissioners regarding your submittal named above.

**Place: Commission Chambers, First Floor, County Administration Center
Orange County Board of County Commissioners
201 S. Rosalind Ave, Orlando, FL 32801**

Date/Time: Tuesday, January 28, 2020 - Board meeting begins at approximately 9:00 AM

The order of team presentations was determined by random draw at the time of the Procurement Committee as is as follows: (1) PCL Construction Services, Inc., (2) Clark/R L Burns, a Joint Venture.

Presentations will occur during a Board of County Commissioners general session. Presentations will be a maximum of thirty minutes (30:00) in total run length. Any presentations that exceeds the thirty minute maximum shall be stopped prior to completing. Videos are permitted within the thirty minute (30:00) total run length.

The presentation topics need to be specifically tailored to the Phase V Multi-Purpose Venue and Grand Concourse Improvements and should not be a portfolio of your similar projects.

Presentations should be inclusive of the following content:

- A. Introductions of key personnel (senior project manager, project manager) and briefly describe their roles and responsibilities.
- B. Address challenges and solutions anticipated with the project, such as construction while maintaining active operations of the Convention Center with minimal disruption to client activity, expert phasing and logistics planning, and connectivity of North and South Concourses.

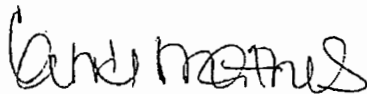
- C. Summarize the plan for maintaining the budget and schedule design evolution milestones, potential workforce shortages and minimizing claims and potential litigation.
- D. The presentation should include concise strategies and initiatives developed by the CMAR to achieve or exceed participation and workforce goals that may have been implemented on a national level, or developed specifically to this project and local Central Florida area. This may include programs such as apprenticeship programs and corrections inmate construction graduate programs. Special emphasis should include how M/WBEs will be engaged within the leadership of the team. Additional emphasis should address utilization of local and small businesses in the project delivery approach.
- E. Define how your team will bring Orange County, the Design team, and the CMAR team members, including subcontractors and suppliers into a sharing, committed working environment to achieve the Phase V Multi-Purpose Venue and Grand Concourse Improvements project's objectives, project goals and sustainable local economic development.

Following the presentations, the Board reserves the right to conduct a question and answer session with each presenting team.

After all presentations and associated question and answer periods are concluded, the Board will proceed to a majority vote to rank the proposers in order of "most qualified" to "least qualified".

If you have any questions my contact person, Jacqueta Scott, can be reached at 407-836-5456 or Jacqueta.scott@ocfl.net.

Respectfully,



Carrie Mathes, MPA, CFCM, CPPO, C.P.M., CPPB, A.P.P.
Manager, Procurement Division

Strategic Partnership Program



Catalog of Courses 2019 – 2020





To the Strategic Partnership Program Participants:

On behalf of Clark Construction Group, LLC (Clark Construction), it is our pleasure to welcome you to the 2019-2020 Strategic Partnership Program. This program is a comprehensive initiative developed by Clark Construction to supplement the capabilities of local, small, and disadvantaged businesses in the Metropolitan area. The following pages contain a complete outline of the Strategic Partnership program.

Program Highlights

The program will start with a full day orientation with a presentation entitled "Building Capacity for Sustainable High Performance" taught by Dr. Leonard Greenhalgh PhD, Professor of Management at the Tuck School of Business at Dartmouth College. Ten (10) months of interactive evening classes, covering **Financial Statements and Accounting, Insurance and Bonding, Architectural Blueprint Reading, Understanding Contracts, Estimating, Purchasing, Project Management and Presentation Skills** will enable participants to study the fundamentals of growing a business in today's competitive environment. The Microsoft Excel training will provide participants with the skills to create estimates and to analyze important data. In addition, monthly seminars will be facilitated by various community partners. The program will culminate with a capstone team presentation to industry leaders. At the completion of the program you will receive a certificate and will be recognized for completing the Clark Construction Group Strategic Partnership Program.

You are an important business associate to Clark Construction and we share mutual goals of increasing the productivity and capabilities of our Strategic Partners. We hope you take the opportunity to enroll in this program, and experience personal and professional growth that comes to you and your company as a result.

Sincerely,
Clark Construction Group, LLC

A handwritten signature in blue ink, appearing to read "W. T. Stith".

Wesley T. Stith
Vice President

Strategic Partnership Program

Catalog of Courses 2019-2020

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Important Information

Contact Information

Location: Clark Construction Group, LLC
7500 Old Georgetown Road
Bethesda, Maryland 20814-6196

Email: Wesley.Stith@clarkconstruction.com
Novelette.Josephs@clarkconstruction.com

Phone: Wesley Stith (301) 272-6884
Novelette Josephs (301) 272-8210

Fax: (301) 272-1914

Website: www.clarkconstruction.com/subcontractors

Attendance

The Strategic Partnership Program allows a maximum of four (4) absences for the Class Sessions and two (2) absences for the Lunch & Learn Sessions. More than the allowed absences could result in dismissal from the program, no exceptions.

Cancellation Policy

If you cannot attend a class, please notify us by sending an email to sdg@clarkconstruction.com

Attire for Classes

Unless otherwise specified, the appropriate attire for Clark courses is business casual. The training rooms are often cool; you may need a sweater or jacket.

Mobile Phones

As a courtesy to other participants and to the instructors, the use of texting, mobile phones, laptops and two-way radios is not permitted while class is in session. These devices should be turned off during class. You may retrieve messages and make phone calls during the scheduled breaks.



Directions to the Clark Building

The Clark Building
7500 Old Georgetown Road
Bethesda, Maryland 20814-6196

From the North

Take I-95 South to the Capital Beltway (I-495). Take the Beltway West to Old Georgetown Road (Exit 36). Take Old Georgetown Road South toward Bethesda. Drive approximately three miles until you reach Woodmont Avenue. Turn right onto Woodmont Avenue. Go one-half block and turn left into the Public Parking Garage just before the traffic light at Edgemoor Road. Walk out of the garage via the Old Georgetown Road exit. The Clark Building is on the corner of Edgemoor and Old Georgetown Road, 7500 Old Georgetown Road.

From the South

Take I-95 North to the Capital Beltway (I-495). Take the Beltway North. Stay on the Beltway to Old Georgetown Road (Exit 36). Take Old Georgetown Road South toward Bethesda. Drive approximately three miles until you reach Woodmont Avenue. Turn right onto Woodmont Avenue and follow the directions above.

From Washington, D.C.

Go North on Wisconsin Avenue. Turn left onto Old Georgetown Road. Turn left at the next light onto Edgemoor Road. Go one-half block and turn right into the Public Parking garage. Walk out of the garage via the Old Georgetown Road exit. The Clark Building is on the corner of Edgemoor and Old Georgetown Road, 7500 Old Georgetown Road.

Via Metro

Take the Metro's Red Line to the Bethesda Station. Exit the station and go up the first escalator. Take the second (smaller) escalator to the street level and proceed straight ahead into The Clark Building.

Parking

The parking garage under the Clark Building is \$13.00. The garage closes at 8pm. The parking garage across from the Clark Building and the Bethesda Metro charges \$1.00 per hour. Below is the link for your review. <http://www.montgomerycountymd.gov/DOT-Parking/bethesda/bethesda-garage-49.html>



Program Overview and Requirements

The Clark Construction Group Strategic Partnership Development Program is a 10-month program designed to supplement the capabilities of local, small, and disadvantaged businesses in the Metropolitan area. The program is structured in an interactive format with a focus on providing core construction management and business skills to program participants. Courses will be taught by local industry experts and will include interactive classroom learning, team projects and presentations.

The program will start with an orientation and a full day session on Building Capacity for Sustainable High Performance taught by Dr. Leonard Greenhalgh, PhD, Professor of Management at the Tuck School of Business at Dartmouth College. The following ten (10) months of interactive evening classes will enable participants to study the fundamentals of growing a business in today's competitive environment. Students will be expected to participate in classroom discussions and to meet with their team outside of the classroom to complete assignments. The program will culminate with a capstone team presentation to industry leaders. Upon completion of their last class, participants will have four (4) weeks to prepare for the group presentation.

In addition to the formal classroom training, monthly seminars from 4:00 p.m. - 5:30 p.m. will be facilitated by various community partners.

Program participants are required to complete all of the courses, **attend at least six of the eight seminars and participate in the presentation of the capstone project (this is mandatory)**. At the completion of the program you will receive a certificate and be recognized for completing the Clark Construction Group Strategic Partnership Program in the Metropolitan area.

Course Curriculum

Instructors

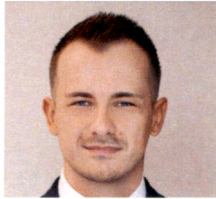
Financial Statements and Accounting – Brogan and Company, LLC

Craig L. Brogan, CPA



Mr. Brogan has over twenty years of experience working with construction contractors, principally in performing accounting, audit, tax, and management consulting services. Mr. Brogan has assisted numerous contractors with evaluating new accounting software. He works closely with several bonding agents and lenders who are familiar with the construction industry. He is a CPA licensed in the state of Maryland and is a member of the American Institute of Certified Public Accountants and the Maryland Association of Certified Public Accountants.

Insurance and Bonding – Construction Bonds Inc.



Edin joined CBI in 2010. He has dedicated his career to helping small, emerging and distressed contractors succeed by obtaining the bonds needed to win larger contracts. He understands the challenges contractors face growing their company and works with specialty bond markets, including the U.S. Small Business Administration (SBA) Surety Bond Program.

Edin Zukanovic, Surety Bond Agent



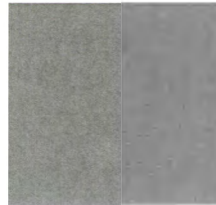
Joshua joined CBI in 2007. He is active with the National Association of Surety Bond Producers, currently serving as Regional Director and is Chairman of the United Way Loudoun County Regional Council. Joshua holds a Bachelor's Degree in Business Management from George Mason University.

Joshua Etemadi, Assistant Vice President

Blueprint Reading – Clark Construction Group



Domenic Digiacomantonia
Architectural & Structural Field
Training Manager



TBD

Blueprint Reading Cont'd



Brian Hickey
Senior Electrical
Preconstruction Manager
(Electrical)

Contracts – Clark
Construction Group



Shane Morgan
Corporate Counsel

Purchasing –
Clark Construction
Group



Wesley Stith
Vice President

PowerPoint – Clark
Construction Group



Alyssa Zuback
Marketing Coordinator

Estimating – Clark
Construction Group



Rob Flowers
Senior Estimator

Project Management
– Clark Construction
Group



Kathleen Lavelle
Project Manager

Presentation Skills



TBD

Excel – Clark
Construction Group



Eddie McBride
Vice President

Financial Statements and Accounting

Course Description

This course will begin with the introduction of accounting for construction contracts and will cover job cost accounting, calculation of under and over billings, job profitability, billed retainage, backlog calculation, AIA documents and a sample chart of accounts. The next topic covered will be financial statements of contractors, which will include sample financial statements, overhead rates, labor burdens and company and industry ratios. Mr. Brogan will review bonding requirements as they relate to bonding capacity and the documentation typically required by bonding companies as well as lender requirements such as lines of credit, loan types, and loan collateral and documentation that is normally required by bankers. An overview of current accounting software for contractors will allow you to compare between industry-specific software and "off the shelf" software including QuickBooks. Various construction taxation topics will also be discussed.

Learning Objectives

Upon completion of this course, you will understand:

- Accounting for construction contracts
- Financial statements of contractors
- Bonding requirements
- Lender requirements
- Accounting software for contractors
- Construction taxation topics

Delivery Method

Lecture/discussion, followed by application to the participant's own business.

Instructor

Craig L. Brogan, CPA, Brogan and Company, LLC

Dates/Times/Location

September 11 - October 2, 2019 (4 weeks)

Wednesdays 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Insurance and Bonding

Course Description

There are many issues that are taken into consideration by surety companies when underwriting the credit worthiness of contractors. However, all of the evaluations can typically be lumped into three broad categories: Character, Capacity, Capital. These three headings are otherwise known as the three "C's". Character refers to the integrity of the owners of the business entity to be bonded. Capacity concentrates on the ability of the company to do the work to be bonded. Capital is concerned with the financial condition of the company to be bonded.

Over the span of four weeks, this course will cover many issues related to both surety and insurance. You will be exposed to the type of information underwriters request when evaluating risk and why they ask for it. At the conclusion of the course, you will have a feel for the processes involved in surety and insurance underwriting and thereby have a better appreciation of the role both play in supporting the construction industry.

Learning Objectives

Upon completion of this course, you will know:

- AICPA guidelines for construction accounting
- The balance needed between the Principal, bond company and obligee
- How to pick the right surety: T-Listing, licensed
- How to obtain relationship with a bank that has a proven construction-related track record
- How to obtain relationship with a contracting attorney
- Good employee practices
- How to secure strong vendor/supplier relationships
- Proper insurance programs for your company

Delivery Method

Lecture/discussion, followed by application to the participant's own business.

Instructor

Joshua Etemadi, Assistant Vice President, Construction Bonds, Inc.
Edin Zukanovic, Surety Bond Agent, Construction Bonds, Inc.

Dates/Times/Location

October 9 - October 30, 2019 (4 weeks)

Wednesdays 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884
Novelette Josephs (301) 272-8210

Blueprint Reading

Course Description

This course will introduce you to construction documents, with emphasis on interpreting contract drawings. Topics include graphic information found on site plans, elevations, plan views, sectionals, and detail drawings used in both commercial and residential drawings.

Learning Objectives

Upon completion of this course, you will know:

- Basic components of blueprints
- Title blocks
- Line symbols
- Revision symbols

Delivery Method

Lecture/discussion, followed by application to the participant's own business.

Instructors

11/6 Week 1 Architectural – Domenic Digiacomantonia, Field Training Manager
Clark Construction Group

11/13 Week 2 Structural – Domenic Digiacomantonia, Field Training Manager
Clark Construction Group

11/20 Week 3 Mechanical – TBD

12/4 Week 4 Electrical – Brian Hickey, Senior Electrical Preconstruction
Manager Clark Construction Group

Dates/Times/Location

* November 6 - December 4, 2019 (4 weeks)

Wednesdays 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

*** No Class on Nov. 22nd, Thanksgiving Week**

Microsoft Excel

Course Description

In this course, students will use Microsoft® Office Excel® to create spreadsheets and workbooks that they can use to store, manipulate, and share data.

This course is intended for students who wish to gain the foundational understanding of Microsoft Office Excel that is necessary to create and work with electronic spreadsheets.

To be successful in this course, you should be familiar with using personal computers and you should have used the mouse and keyboard. You should be comfortable in the Windows environment and be able to use Windows to manage information on the computer. Specifically, you should be able to launch and close programs; navigate to information stored on the computer; and manage files and folders.

Learning Objectives

Upon completion of this course, you will know:

- Create and format a basic worksheet using Microsoft® Office Excel®
- Perform calculations in an Excel worksheet
- Modify an Excel worksheet
- Format and modify worksheets
- Print Excel workbook contents
- Manage an Excel workbook

Delivery Method

Lecture/discussion, followed by application to the participant's own business.

Special Instructions

Participants should bring a hand-held calculator with them to class.

Instructor

Eddie McBride, Vice President, Clark Construction Group

Dates/Times/Location

December 11, 2019 - December 18, 2019 (2 weeks)

Wednesday 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

*** No Class on Dec. 25th, Christmas Day, December 30th, or January 1st, New Year's Day.**

Contracts

Course Description

This course focuses on the key provisions found in every construction contract, whether it's a subcontract or a contract with an Owner. After participating in this course, students will understand what should and should not be found in a contract and will be better able to assess the risks associated with a project.

Learning Objectives

Upon completion of this course, you will know:

- How to assess project risks
- Items to include in contracts

Delivery Method

Lecture/discussion, followed by application to the participant's own business.

Instructor

Shane Morgan, Corporate Counsel, Clark Construction Group

Dates/Times/Location

January 8, 2020 (1 week)

Wednesday 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Purchasing

Course Description

This course will provide you with a very comprehensive understanding of the purchasing process and will prepare you for the research and scoping involved in making a complete purchase. This course will also address the ethical issues involved in purchasing, with emphasis on recognizing and handling situations in which the integrity of parties involved in the purchasing process may come into question.

Learning Objectives

Upon completion of this course, you will know:

- The five steps involved in the process of making a complete purchase
- How to research a subcontractor to obtain the necessary information for completing the purchase
- How to identify and analyze the critical issues involved in making a purchase
- How to determine an appropriate strategy to complete the purchase
- How to read an Exhibit B and know the subcontractor's responsibility
- How to identify any potential problems that may arise from coordination issues or fabrication times
- How to scope a portion of work and complete a Scope Summary Sheet
- Some basic negotiation techniques

Delivery Method

Instructor-led. Course delivery involves discussion that draws from the instructor's proven field experience as well as a hands-on practice exercise on putting together a bid.

Special Instructions

Participants should bring a hand-held calculator with them to class.

Instructor

Wesley Stith, Vice President, Clark Construction Group

Dates/Times/Location

January 15 - January 29, 2020 (3 weeks)

Wednesdays 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Estimating

Course Description

In this course, you will learn about the art of the bid and what happens in the bid room. This sets the groundwork for your project's execution strategy. You will also examine the types of bids prepared by Clark and ultimately, how we win our contracts. Estimating will provide you with a solid understanding of how a job is priced, the factors that contribute to the shaping of a bid, and how the basis of a job's project schedule is established by activities during the estimating phase. This course will also prepare you for your role as project manager in the bid room on bid day.

Learning Objectives

Upon completion of this course, you will know:

- What goes into the process of preparing an estimate, including how an estimator will quantify and assess risk
- The contribution of different team members to the bid
- Your role in contributing to the bid
- How research during the estimating process will affect your job's budget, schedule, and coordination

Delivery Method

Instructor-led. Course delivery involves discussion that draws from the instructor's proven field experience as well as a hands-on practice exercise on putting together a bid.

Special Instructions

Participants should bring a hand-held calculator with them to class.

Instructor

Rob Flowers, Senior Estimator, Clark Construction Group

Dates/Times/Location

February 5 - March 4, 2020 (5 weeks)

Wednesdays 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Project Management Fundamentals

Course Description

This course will provide you with a solid overview of the project management function.

Learning Objectives

Upon completion of this course, you will know:

- The role of project management
- The activities involved in project management
- The tools used by project management
- The goals of project management

Delivery Method

Lecture/discussion, followed by application to the participant's own business.

Instructor

Kathleen Lavelle, Project Manager, Clark Construction Group

Dates/Times/Location

March 1 - March 18, 2020 (2 weeks)

Wednesdays, 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Presentation Skills Workshop

Course Description

This course will provide you with the skills to design and deliver presentations more efficiently. This course will also focus on building confidence to speak to a variety of audiences.

Learning Objectives

Upon completion of this course, you will know:

- How to plan for your presentations by analyzing your audience and clarifying your objective
- How to focus the content of your presentations on the information that the audience needs
- How to connect with your audience in the first few minutes of your presentation
- Techniques to close your presentations in a way that motivates the audience to take action
- Ways to use visuals to support the message
- Verbal and non-verbal techniques to deliver your message in a credible and professional style

Delivery Method

Lecture/discussion, followed by group participation.

Instructor

TBD

Dates/Times/Location

March 5 - April 1, 2020 (2 weeks)

Wednesdays 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Microsoft PowerPoint

Course Description

Using the vast array of features and functionality contained within Microsoft Office PowerPoint, students will gain the ability to organize content, enhance it with high-impact visuals, and deliver it with a punch. This course is designed for students who wish to gain the foundational understanding of Microsoft Office PowerPoint that is necessary to create and develop engaging multimedia presentations. Students should be familiar with using personal computers and have used a mouse and keyboard. You should be comfortable in the Windows environment and be able to use Windows to manage information on your computer. Specifically, you should be able to launch and close programs; navigate to information stored on the computer; and manage files and folders.

Learning Objectives

Upon completion of this course, you will be able to:

- Explore the PowerPoint interface and become comfortable using it
- Create a presentation
- Format text on slides
- Add graphical objects to a presentation
- Modify graphical objects on slides
- Work with tables in a presentation
- Import charts to a presentation
- Prepare for delivery of a presentation

Delivery Method

Lecture/discussion, followed by group participation.

Special Instructions

Participants should bring a laptop with Microsoft PowerPoint to this class.

Instructor

Alyssa Zuback, Marketing Coordinator, Clark Construction Group

Dates/Times/Location

April 8, 2020 (1 week)

Wednesday 6 - 9 p.m.

16th Floor Training Facility, The Clark Building, Bethesda, Maryland

Contacts: Wesley Stith (301) 272-6884

Novelette Josephs (301) 272-8210

Important Dates to Remember – 2019 - 2020

September 5	Start of the Strategic Partnership Program Orientation and Tuck School of Business Seminar Dartmouth College 8:00 a.m. - 5:00 p.m.
September 11	Financial Statements and Accounting Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (4 week session)
October 9	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
October 9	Insurance and Bonding Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (4 week session)
November 6	Blueprint Reading Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (4 week session)
November 13	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
November 28	HOLIDAY BREAK - No Class
December 11	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
December 11	Microsoft Excel Wednesdays, 6:00 p.m. - 9:00 p.m. (2 week session)
December 25	HOLIDAY BREAK - No Class
December 30	HOLIDAY BREAK - No Class
January 8	Contracts Wednesdays, 6:00 p.m. - 9:00 p.m. (1 week session)
January 15	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
January 15	Purchasing Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (3 week session)

Important Dates to Remember ~ 2020 Cont'd

February 5	Estimating Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (5 week session)
February 12	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
March 11	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
March 11	Project Management Fundamentals Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (2 week session)
March 25	Presentation Skills Workshop Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (2 week session)
April 8	PowerPoint Presentation Workshop Wednesdays, 6:00 p.m. - 9:00 p.m. (1 week session)
April 15	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
April 15	Capstone Project Introduction Wednesdays, 6:00 p.m. - 9:00 p.m. (2 week session)
April 29	Capstone Preparation Begins Wednesdays, 6:00 p.m. - 9:00 p.m. (4 week session)
May 13	Lunch & Learn Session - 4:00 p.m. - 5:30 p.m.
May 27	HOLIDAY BREAK - No Class
June 3	Capstone Mock-up (Preliminary) Wednesday, 6:00 p.m. - 9:00 p.m.
June 10	Final Capstone Presentations Wednesday, 6:00 p.m. - 9:00 p.m.
June 17	Graduation and Awards Luncheon! 12:00 - 1:30 p.m.

Notes:

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Clark Construction Group, LLC
7500 Old Georgetown Road
Bethesda, Maryland 20814-6196
www.clarkconstruction.com

When You Need to Know More Than Experience Can Teach

KEY PERSONNEL



Keith Couch, Florida Licensed General Contractor, DBIA, STS | Senior Project Manager

- 30 years of Industry Experience
- Over \$2B in construction manager at-risk delivery experience
- Over \$3B in large-scale facility experience
- Over \$3B in active/secure campus construction



Chris Desko, LEED AP, STS | Project Manager

- Over 25 years of Industry Experience
- Over \$1.4B in construction manager at-risk delivery experience
- Over \$2B in convention center, large-scale venue, and multi-purpose facility experience
- Over \$2B in active/secure campus construction

OTHER KEY PERSONNEL



Greg Colevas | Principal-in-Charge

- 37 years of Industry Experience
- Over \$2B in CMAR/GMP Experience
- Over \$5B in convention center, large-scale venue, and multi-purpose facility experience



Bob Burns Sr. | Executive Committee

- 40 years of Industry Experience
- Over \$200M in CMAR/GMP Experience
- Over \$100M in convention center, large-scale venue, and multi-purpose facility experience



Wes Stith | M/WBE/Workforce Development Executive

- 23 years of Industry Experience
- Over \$2.5B in CMAR/GMP Experience
- Over \$6B in convention center, large-scale venue, and multi-purpose facility experience

It is part of our culture to identify and engage with local minority and women trade partners to support local economic development.

We've spent **400** hours meeting with **25** local trade partners that are able to fulfill the goals.



STRATEGIC PARTNERSHIP PROGRAM

Over a decade ago, we realized that in order to have the number and size of small businesses necessary to help build our projects, we needed to help those businesses grow. In 2006, we launched our nationally-acclaimed **Strategic Partnership Program**. This program is an intensive, **10-month-long executive MBA-style class**. The program's comprehensive curriculum transcends industry and is specifically designed to help small business owners better manage, protect, and transform their companies. The program is offered in locations across the country to qualifying small businesses in any industry.

Locations: Bethesda, MD | Irvine, CA | San Francisco, CA | Chicago, IL | Seattle, WA | Kansas City, MO | Orlando, FL (coming soon)



Cities operating a Strategic Partnership Program



Strategic Partnership Program Graduates



Largest contract awarded to an SPP Graduate



In contracts awarded to SPP Graduates

ENGAGED IN THE ORANGE COUNTY COMMUNITY



From L to R Clockwise: M/WBE & SDV Outreach Meeting at R L Burns' Office; Hispanic Chamber of Commerce Metro Orlando Business Conference; African American Chamber of Commerce Empowerment Luncheon.

Over the years, R L Burns has participated in **POPS** and hired four interns for an 8-week paid summer internship program to teach aspiring OCPS students about the construction industry.



R L Burns is a registered mentor of the **ACE Mentorship Program**, and is a sponsor for the Pinar Elementary School as a part of the **Partners in Education** program.

MULTI-PURPOSE VENUE / CONVENTION CENTER EXPERIENCE

We have built **14** multi-purpose venues / convention centers across the United States.

24,000,000+ square feet of facilities

\$5,000,000,000+ of multi-purpose venue / convention center projects

5,400,000+ square feet of exhibit halls

Our key team members have **293** combined years of construction experience with an average of over 29 years. We have been operating in Central Florida and **Orange County** for over **40** years, completing over **\$2 billion** in construction locally.



Orange County Convention Center Phase V Multi-Purpose Venue and Grand Concourse Improvements Rendering

Clark worked side-by-side with the Orange County team and the designer to build the original Phase V facility.

CONVENTION CENTER PHASE V VENUE AND GRAND CONCOURSE IMPROVEMENTS

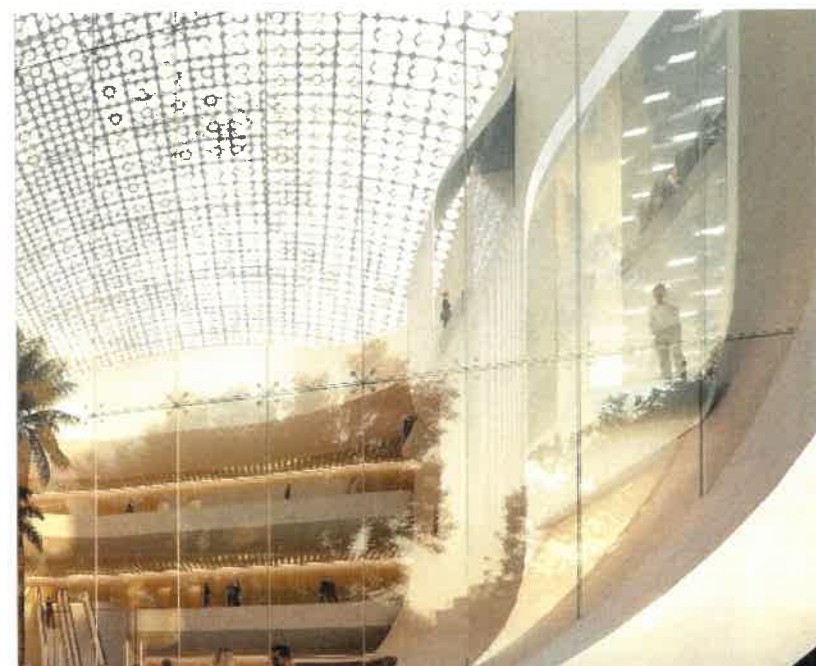


Perhaps the most remarkable aspect of Clark's delivery approach is the way that you teamed with Orange County and my staff. From the first day on the project until I was handed the keys, your team created an environment where we all worked as one for the benefit of the Orange County Convention Center.

— John Morris, Construction Manager, Orange County Convention Center Phase V

ORANGE COUNTY CONVENTION CENTER PHASE V MULTI-PURPOSE VENUE AND GRAND CONCOURSE IMPROVEMENTS

Clark/R L Burns, A Joint Venture



Orange County Convention Center Phase V Multi-Purpose Venue and Grand Concourse Improvements Rendering



Clark/R L Burns, a Joint Venture | 1203 W. Gore Street Orlando, FL 32805