

MEET *the* PRIMES

8:00 a.m. – 9:00 a.m.

SESSION
FEATURING

Hensel
Phelps



Working with Hensel Phelps



HENSEL PHELPS

Plan. Build. Manage.

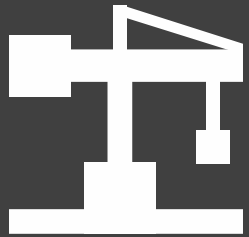


- Who is Hensel Phelps?
- Becoming a Trade Partner
- Hensel Phelps Commitment
- Job-Site Expectations
- Bid Opportunities
- Q&A

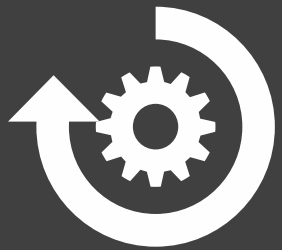




Plan.



Build.



Manage.



HENSEL PHELPS

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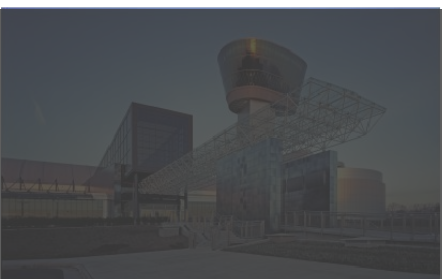
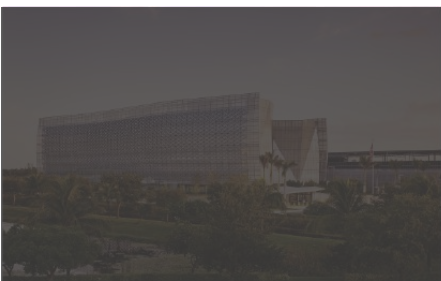
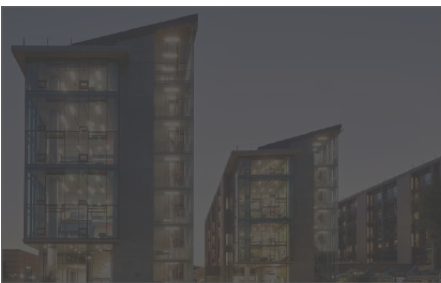
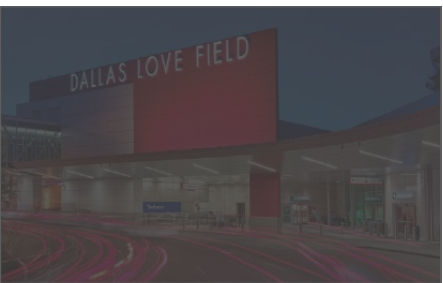


Over the past 80+ years...

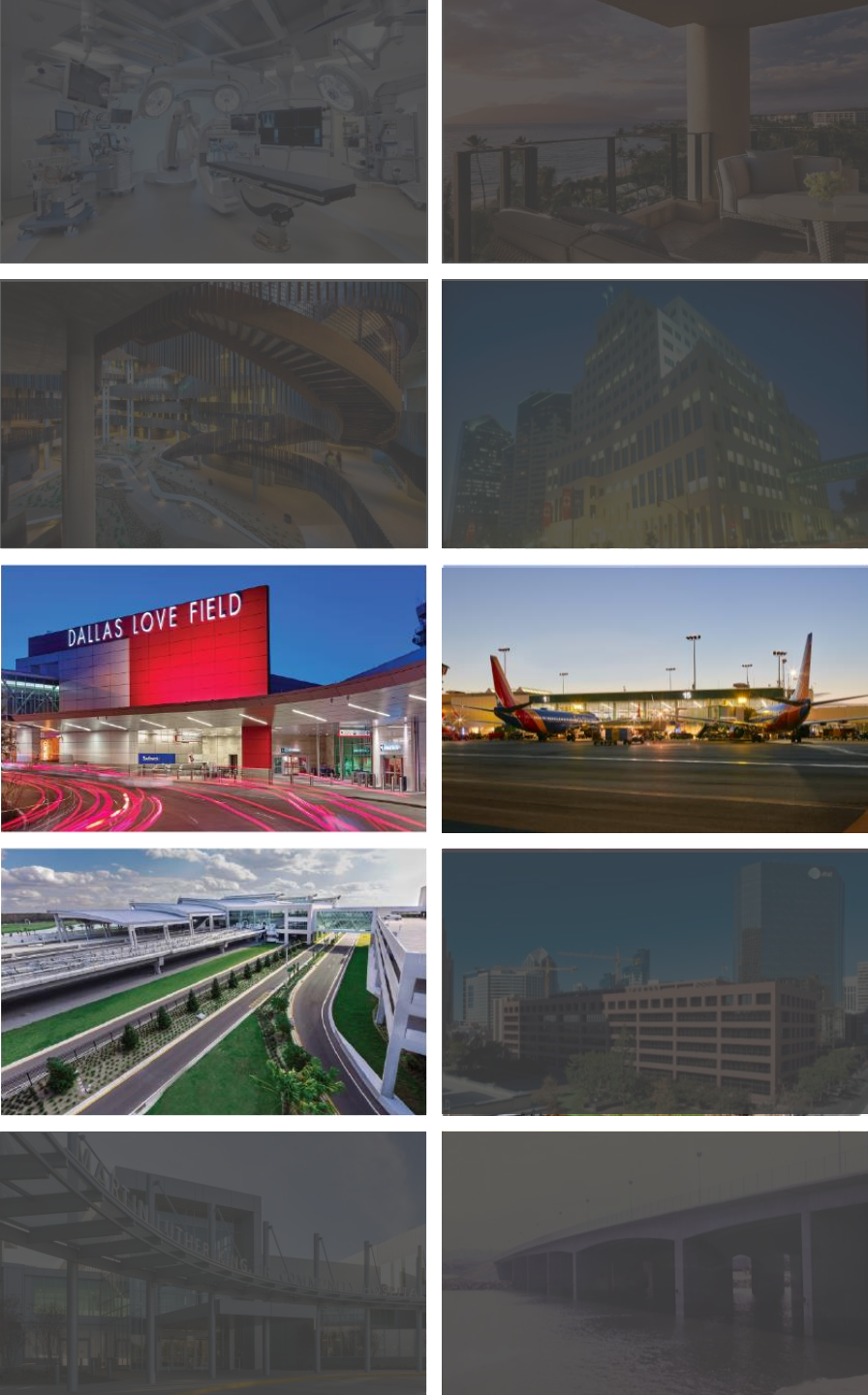


2,217
total projects

\$89B
total project
value



**HENSEL
PHELPS**



Over the past 40 years...

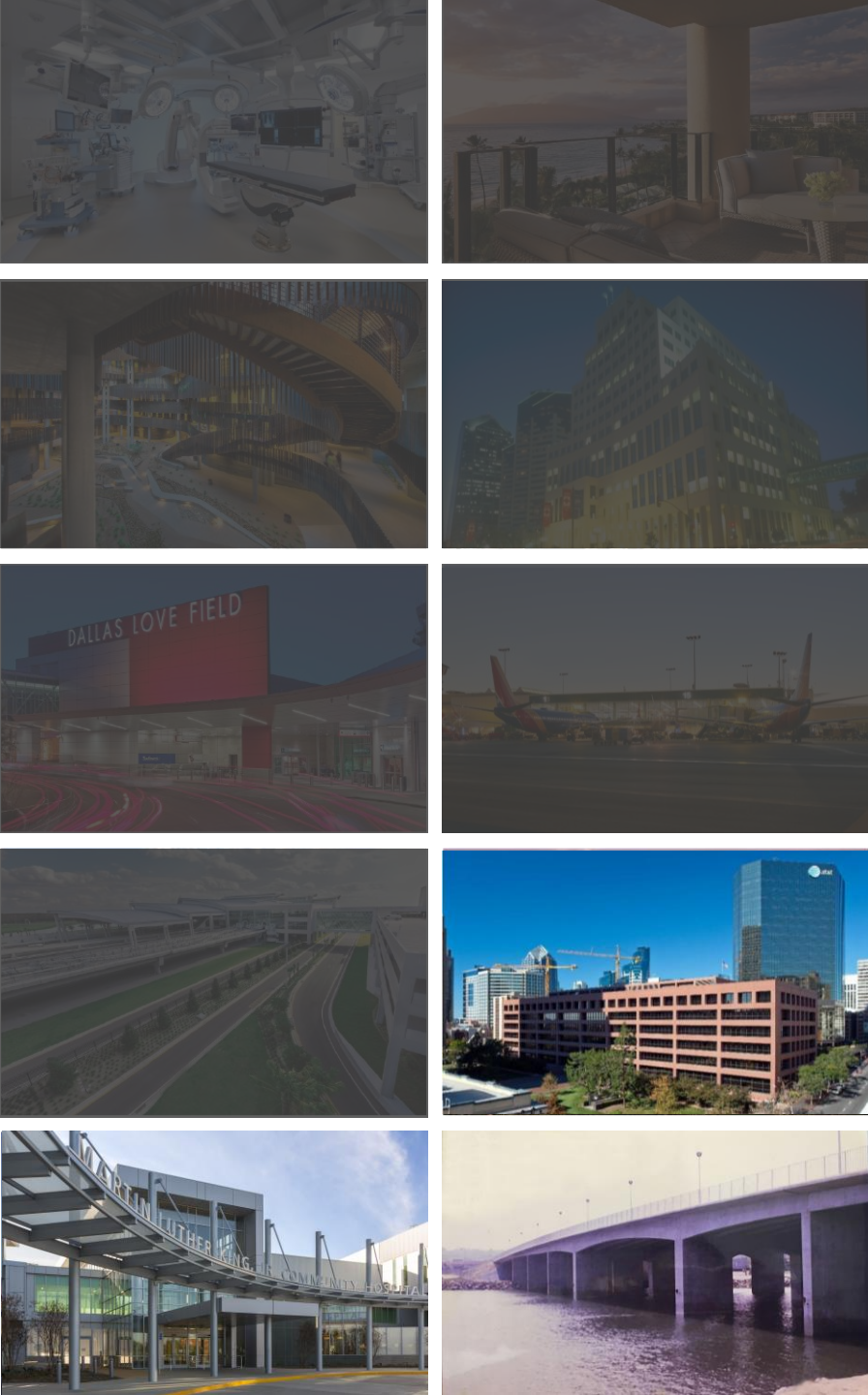
287

total projects

\$17.4B

total project
value

AVIATION



Over the past 40 years...

74
total projects

\$3.5B
total project
value

SAN DIEGO

Our Vision

Delivering

EXCELLENCE

in all we do.

PLAY VIDEO



Our Vision

Delivering
EXCELLENCE
in all we do.

people

process

partnership

technology

ownership integrity builder diversity community

Our Values
(foundation)

The Hensel Phelps Way
(it's how we operate)



**Brad
Lewis**

Corporate Director of Supplier Diversity



**James
Harper**

Manager of Supplier Diversity (Southeast)



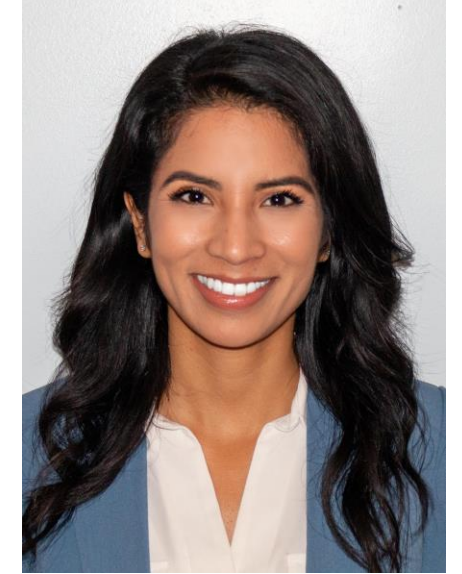
**David
Fisher**

Manager of Supplier Diversity (Mid Atlantic)



**Rosemary
Middleton**

Coordinator of Supplier Diversity (Western)



**Michelle
Keyser**

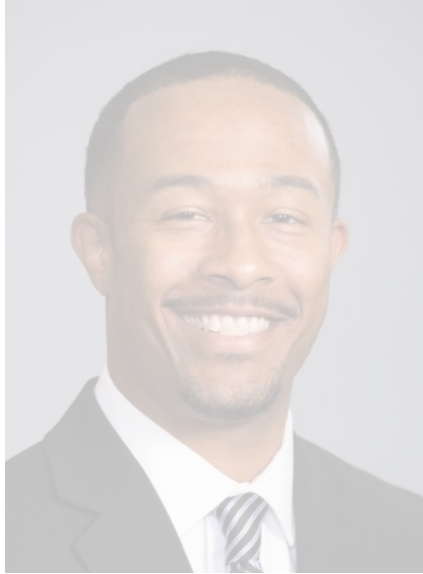
Manager of Supplier Diversity (Southern California)

Here to support the needs of **Development, Construction, and Services**



Brad
Lewis

Corporate Director of Supplier Diversity



James
Harper

Manager of Supplier Diversity (Southeast)



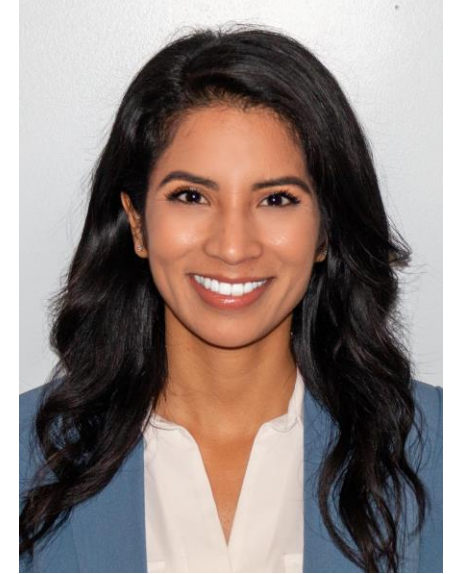
David
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Middleton

Coordinator of Supplier Diversity (Western)



Michelle
Keyser

Manager of Supplier Diversity (Southern California)

MKeyser@henselphelps.com

/ 949-852-0111



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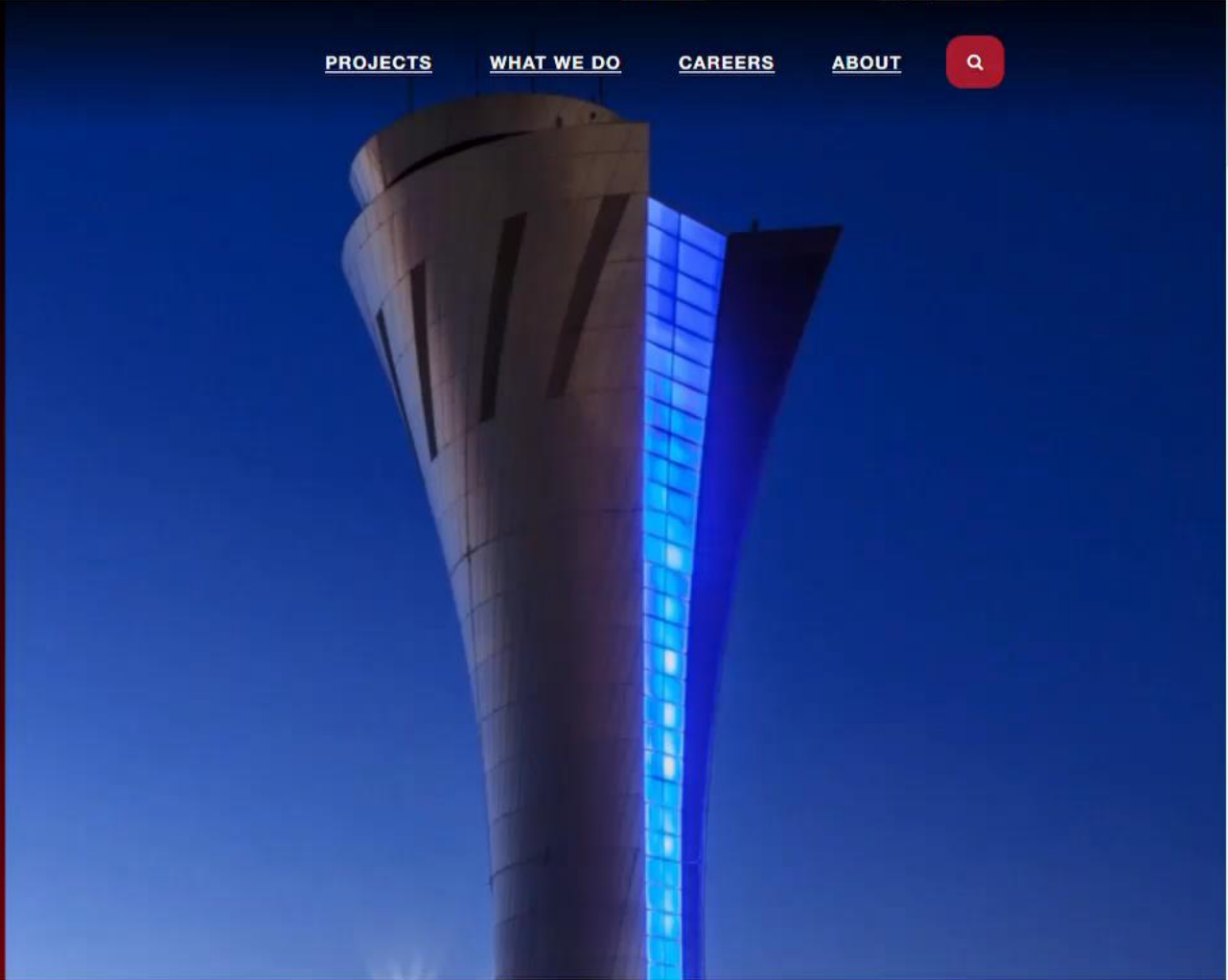
Becoming a Trade Partner





Building a Legacy, One Landmark at a Time

SEE HOW WE DO IT



Plan

Build

Manage



HENSEL PHELPS
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Registration Form





Pre-Qualifications

Interested in working with Hensel Phelps?
Apply today using our online pre-qualification form.





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BUILDING CONNECTED

Hello Michelle, Welcome to BuildingConnected

What is the name of your company?

Profile

PROFILE ACCOUNT SETTINGS NOTIFICATION PREFERENCES

PERSONAL INFO

Edit Profile

Name	Michelle Garcia
Job Title	President
Work Phone	--
Cell Phone	--
Work Performed	Drywall
Profile Photo	--

ABOUT PROFILES

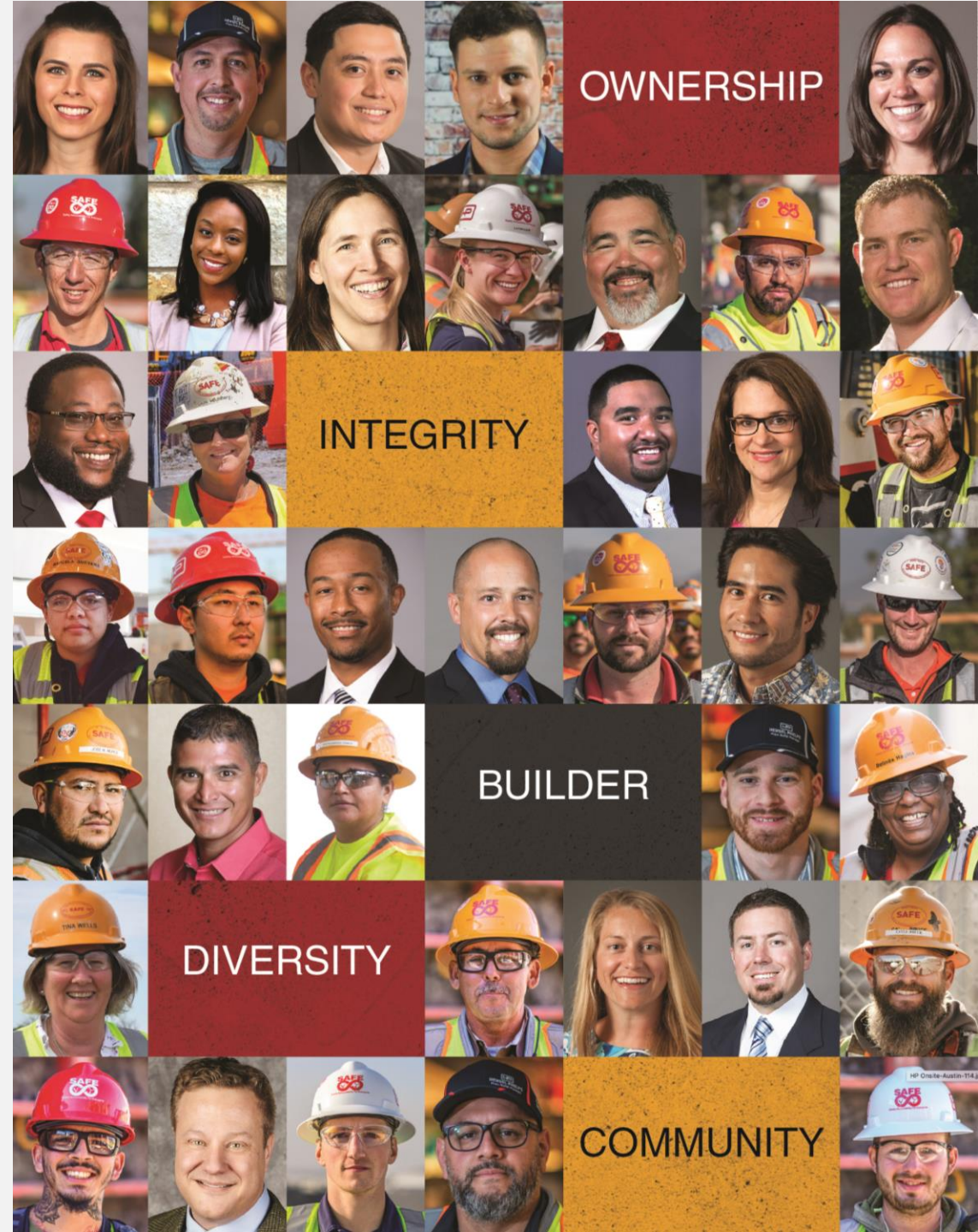
Keep your profile information up to date so that people can easily find you on BuildingConnected.

[Preview your complete profile >>](#)



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Hensel Phelps Commitment





INTENTIONAL APPROACH



TOP-DOWN COMMITMENT



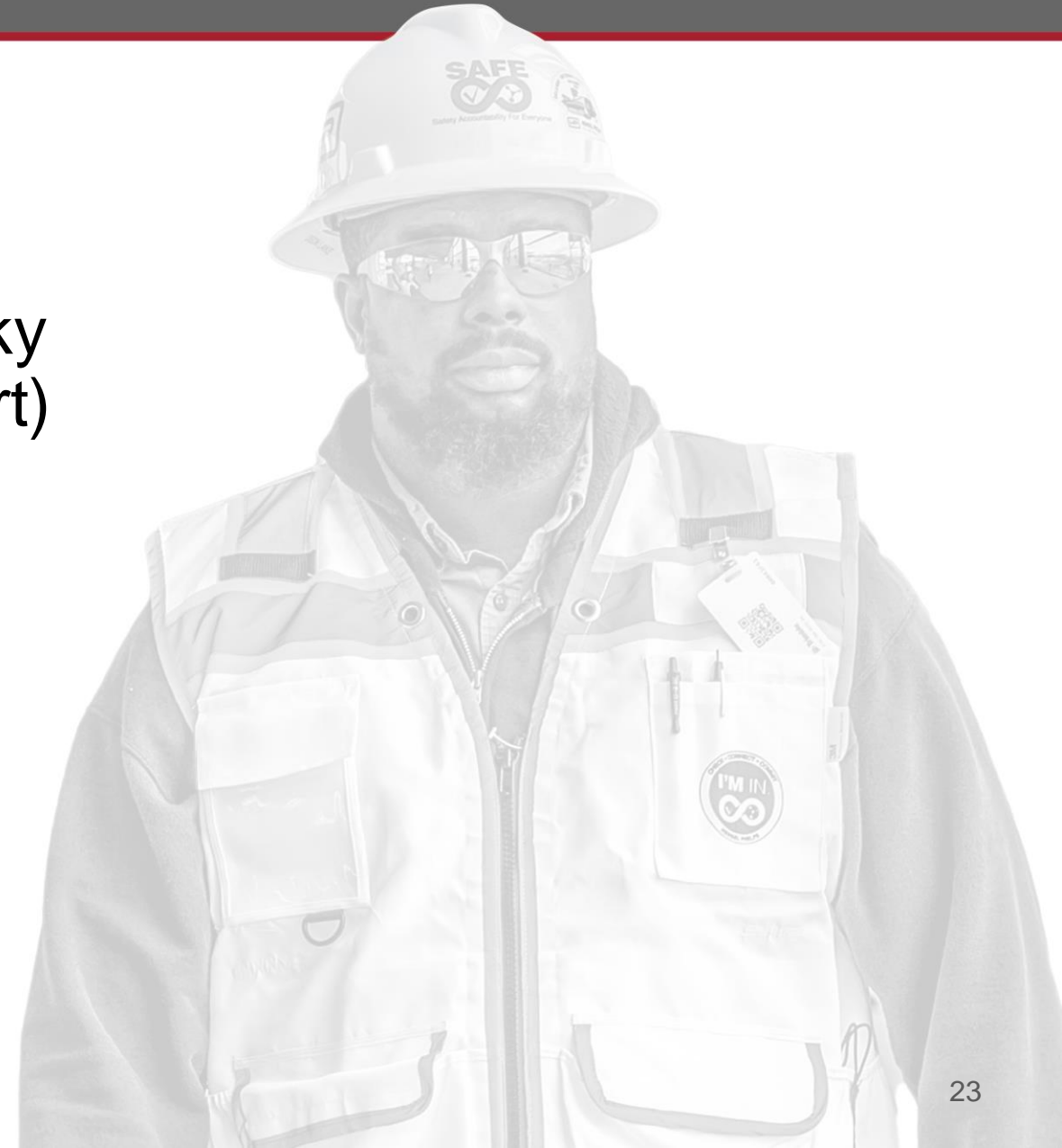
SUPPLIER DIVERSITY

- **Understand Cultures & Philosophies**
 - Self-Performing GC - “We are builders!”
 - Employee-owned
 - Corporate commitment
- **Establish Open Lines of Communication**
 - Team Effort
 - Proactive rather than reactive
 - Accountability & Persistence
- **Identify Meaningful Opportunities**
 - No “checked” box
 - Aligned with company vision & goals
 - It’s OK to say “NO”





- Open & honest communication is essential
- Engage early and often (Be a squeaky wheel, but not a wobbly shopping cart)
- Be proactive, not reactive!
- Ok to say “No”





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Job-Site Expectations





Welcome to the family!



No job or service is so important or urgent that it cannot be performed the SAFE way.



NOTICE

PRACTICE SOCIAL DISTANCING

DO YOUR PART!

STOP THE SPREAD OF GERMS

WASH YOUR HANDS!

Personal Protective Equipment

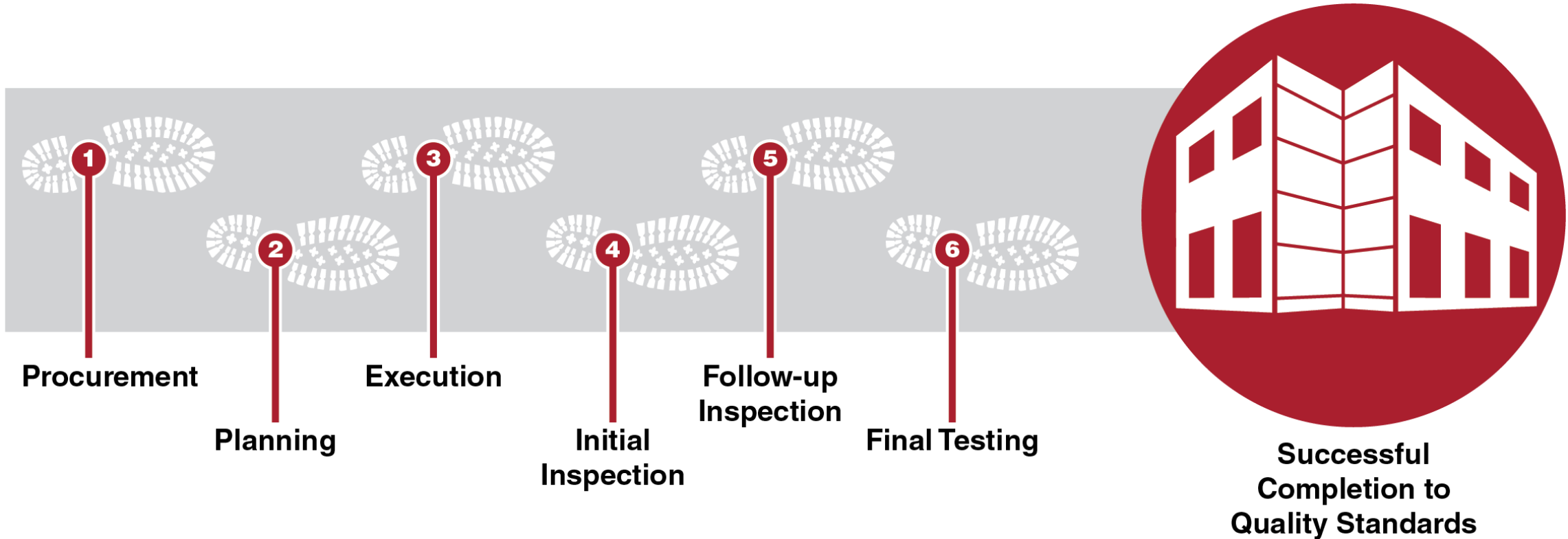
-  DO NOT WEAR HARD HAT BACKWARDS
-  NO TANK TOPS
-  NO HALF-SHIRTS
-  NO SHORTS
-  NO TORN PANTS
-  NO SANDALS
- NO SPORTS SHOES

- HARD HAT**
- EYE PROTECTION**
- EAR PROTECTION**
- WORK SHIRT**
- HIGH VISIBILITY VEST**
- WORK GLOVES**
- PANTS OR OVERALLS**
- WORK BOOTS**
- FACE COVER**





6-Step Quality Control Process





Administrative Requirements



PREP

- Contract
- Pricing
- Activity Hazard Analysis
- Safety Plan
- Submittals

DAILY

- Coordination
- Safety Task Assignments
- Field Reports
- RFIs
- Tickets, etc.

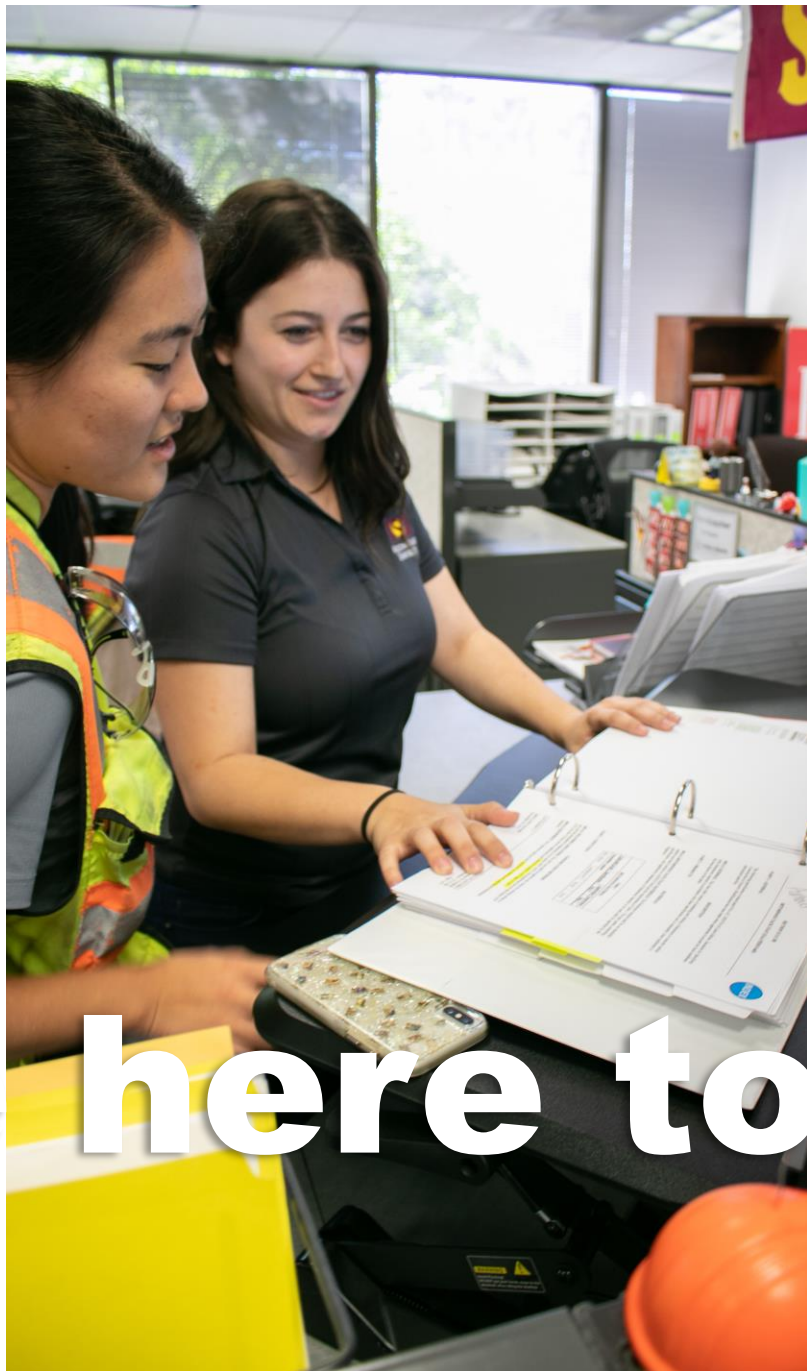
WEEKLY

- Foremen Meetings
- Toolbox Talks
- Inspection Requests

MONTHLY

- All Hands Safety Meeting
- Safety Binder
- Small Business Forms
- Pay Applications





We're here to help.



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Bid Opportunities





■ Projects in Procurement:

- San Diego Airport Administration Building – Summer 2021
- USACE VA SCI and Parking Garage – Winter 2020/2021
- NAVFAC Southwest, IDIQ MACC – Various Task Orders – 2020/2021/2022
- Southwest Airlines – ASB Build Out – Winter/Spring 2021
- United Airlines – ASB Build Out – Winter/Spring 2021
- Private Projects:
 - NAVWAR
 - SANDAG
 - Lane Field
 - Others

■ **Point of Contact: Michelle Keyser / mkeyser@henselphelps.com**





■ **Current Projects:**

- NAVFAC – China Lake Airfield Projects
- LAX Opportunities
- University of California, Irvine, Medical Center
- University of California, Riverside, School of Medicine
- Cal Tech Resnick
- Kaiser Permanente

■ **Point of Contact: Michelle Keyser / mkeyser@henselphelps.com**



Thank You



HENSEL PHELPS
Plan. Build. Manage.



Steve
Friar

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Regional Director of Planning
(Southern California)



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Project Development
(Southern California)



Michelle
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Manager of Supplier Diversity
(Southern California)

619.717.8650 / [HenselPhelps.com](https://www.HenselPhelps.com)

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Q & A

MEET *the* PRIMES

www.SANMTP2020.Eventbrite.com



JOIN US AT OUR UPCOMING MEET THE PRIMES SESSIONS

Wed., Oct. 28, 2020

9 a.m. - 10 a.m. Sundt Construction

2 p.m. - 3 p.m. Clark Construction

4 p.m. - 5 p.m. Jacobs

Thurs., Oct. 29, 2020

9:30 a.m. - 10:30 a.m. AECOM

11 a.m. - 12:30 p.m. Airport Concessionaire Panel

Featuring:

Hudson Group,
HMSHost,
S&C Robinson Enterprise
SSP America
S. Levy Foods

3 p.m. - 4:30 p.m. Airport Concessionaire Panel

Featuring:

Mission Yogurt
SFS Beauty Ca, LLC
P&P Services, LLC
High Flying Foods
Procurement Concepts Inc.

Tues., Nov. 3, 2020

8:30 a.m. - 9 a.m. Small Business Development Dept.

9:30 a.m. - 10 a.m. Facilities Management Dept.

10:30 a.m. - 11 a.m. Procurement Dept.

11:30 a.m. - 12 p.m. Labor Compliance Dept.

1:30 p.m. - 2 p.m. Revenue Generation &
Partnership Development - Food & Beverage/Retail

2:20 p.m. - 3 p.m. Quieter Home Program

4 p.m. - 5 p.m. Airport Design & Construction

Wed., Nov. 4, 2020

10 a.m. - 11:30 a.m. Public Agencies & Business
Support Services Panel, Featuring:

Procurement Technical Assistance Center (PTAC),
SANDAG, CALTRANS District 11, County of San Diego,
North County Transit District, San Diego County Water
Authority, Port of San Diego, University of California
San Diego

1 p.m. - 2 p.m. Public Agencies & Business Support
Services Panel, Featuring:

San Diego & Imperial Valley Small Business
Development Center (SBDC), City of San Diego, San
Diego Unified School District, U.S. Veteran Business
Alliance (USVBA) San Diego Chapter, Business
Incentive Credits