

**City of San Antonio
Economic Development Department
Interdepartmental Memorandum**

TO: Mike Sawaya, Interim Aviation Director, Aviation Department

FROM: Anita Uribe Martin, Assistant Director, Economic Development Department

COPIES: Robert Peché, Director, Economic Development Department; File

SUBJECT: Good Faith Effort Compliance for the Aviation Department Project:
Terminal B – Building Package

DATE: January 30, 2009

We have reviewed the SBEDA Narrative submitted by Clarke/Byrne Construction, a Joint Venture, for the Aviation Department's Project: Terminal B – Building Package. Clarke/Byrne Construction has submitted contract amounts, which are reflected in the following percentages.

GMP Amount:	\$60,638,352	
FIRM NAME: Clarke/Byrne Construction, a Joint Venture	Certified: Thos. S. Byrne (MBE) Not Calculated in %	
Small Business Economic Development Advocacy (SBEDA)	Percent Utilized	Dollar Value
Small Business Enterprise (SBE)	34.48%	\$20,911,657
Minority Business Enterprise (MBE)	18.64%	\$11,305,622
Women Business Enterprise (WBE)	9.75%	\$5,917,093
African American Business Enterprise (AABE)	0.28%	\$175,350
Good Faith Effort	Approved	

Attached are copies of the 1/29/09 correspondence from Clarke/Byrne Construction outlining their efforts to utilize SMWBE/AABE firms for the Terminal B – Building Package Project, and Exhibit E – SBEDA Participation.



Anita Uribe Martin, Assistant Director
Economic Development Department



January 29, 2009

Mike Sawaya, Interim Director of Aviation
City of San Antonio, San Antonio International Airport
9800 Airport Blvd.
San Antonio, Texas 78216

Subject: Terminal B SMWBE Participation; Good Faith Effort Narrative

Dear Mr. Sawaya:

Pursuant to our phone conversation, please find the below Clark/Byrne's Good Faith Effort narrative for both your signature and that of Anita Uribe Martin, Assistant Director of Economic Development.

On January 15, 2009 Clark/Byrne received 152 responses to our formal Request for Proposals in the following areas:

- Bid Package 5 – Mechanical, Electrical & IT Systems;
- Bid Package 6 – Building Envelope;
- Bid Package 7 – Finishes.

Of the 152 bids received 25 were from small, minority and women owned businesses (SMWBE) proposing as prime subcontractors. Of the bidders, 64 offered minority participation with tiered subcontractors and suppliers.

Based on Clark/Byrne's bid evaluations, please find the attached SMWBE Participation sheet which identifies our recommended bidders and our anticipated SMWBE participation.

Clark/Byrne provides the following information demonstrating its Good Faith Effort outreach and solicitation specific to this Terminal B - Building Package:

23 General Outreach Presentation/Attendance and/or Participation Events (sign-in sheets and registration lists are available for all events listed):

1. Joint Small Business Workshop (SAWS/VIA/EAA/Clark/Byrne and numerous other private and public organizations) 6/25/08 (41 attendees)
2. COSA Small Business Advocacy Committee Mtg. 7/15/08
3. Business Opportunities for Texans (BOTS) Luncheon 7/15/08 (52 attendees)
4. Hispanic Contractors Association General Meeting 7/16/08 (85 attendees)

5. Bexar County SMWBE Advisory Committee Mtg. 7/21/08
6. TxDOT Mentor/Protégé Networking Forum 7/23/08
7. National Association of Women In Construction 8/6/08 (47 attendees)
8. Bexar County Community Venues Program (attendees unknown)
9. Business Opportunities for Texans (BOTS) Luncheon 8/19/08 (58 attendees)
10. Hispanic Contractors Association General Meeting 8/20/08 (101 attendees)
11. PTAC MTTF Matchmaking & Contracting Fair 8/27/08 (8 1:1 sessions + unknown total attendees at Fair)
12. UTSA Supplier Vendor Network Contractor's Breakfast Mtg. 9/10/08 (117 attendees)
13. Business Opportunities for Texans (BOTS) Luncheon 9/16/08 (41 attendees)
14. The Blue Book GC Showcase 9/17/08 (attendees unknown)
15. COSA - PTAC Prime Contractor Connection 9/30/08 (attendees unknown)
16. Clark/Byrne SMWBE Subcontracting Opportunities Forum 10/1/08 (117 attendees)
17. Hispanic Contractors Association General Meeting 10/15/08 (83 attendees)
18. Bexar County Business Opportunities Seminar 10/21/08 (attendees unknown)
19. Business Opportunities for Texans (BOTS) Luncheon 10/21/08 (attendees unknown)
20. Business Opportunities for Texans (BOTS) Luncheon 11/11/08 (attendees unknown)
21. Hispanic Contractors Association General Meeting 11/15/08 (74 attendees)
22. 8th Annual SMWVBO Conference 12/10/08 (3,100+ attendees)
23. Clark/Byrne Contractor Matchmaking Mixer 12/17/08 (157 attendees)

Bid Package specific pre-bid meetings were also conducted on December 16th, 17th, and 18th, 2008 to provide the opportunity for not only a specific presentation of the Terminal B – Building Packages, but also an opportunity for potential smaller, minority and/or women-owned businesses to network and present their capabilities to the other subcontractors in attendance. All pre-bid sign-in attendance sheets and presentation materials were made available to potential bidders (in attendance, by written request and via addenda issued) for follow-up. The Terminal B – Building Package pre-bids had a total of 198 subcontractors in attendance, plus various City, Project Management and Construction Management staff.

Clark/Byrne conducted an innovative Matchmaking Mixer event which was held on December 17th, 2008. This event invited interested potential bidders (both SMWBE and Non-SMWBE) to gather and meet each other in a more informal setting at which potential prime subcontractors were able to gather information about tiered subcontractors and suppliers. Clark/Byrne played an integral part in the event by providing the introductions of subcontractors interested in a tier role with prime bidders.

To identify potential SMWBE subcontractors to prime subcontractors, Clark/Byrne provided color coded name badges and identifying "I'm SCTRCA Certified" name badge tags to facilitate the identification of those potentially includable SMWBE subcontractors. The event had 157 attendees and was a huge success by all response feedback and event indicators. Numerous tiered subcontractors and suppliers listed on our attached SMWBE Participation sheet resulted from this and other networking events.

Clark/Byrne advertised the Terminal B – Building Packages in the following news publications, local organizations and websites:

- La Prensa (10/19/08 and 11/23/08)
- San Antonio Express-News (10/19/08)
- Houston Chronicle (10/19/08)
- San Antonio Business Journal (10/24/08 and 11/28/08)
- The San Antonio Observer and Register (10/22/08)
- Dallas Business Journal (10/24/08)
- Houston Business Journal (10/24/08)
- Austin Business Journal (10/31/08)
- The Dallas Morning News (11/21/08)
- Austin American Statesman (11/24/08)
- Email Blasts to local SMWBE Support Organizations, Trade Associations & Municipal Agencies (9/9/08, 10/3/08, 10/15/08, 12/3/08, and 12/15/08)
- E-mail blast from SCTRCA to database vendors (12/3/08)
- COSA - PTAC Construction Blast (10/16/08)
- COSA – PTAC Contracting Insider Newsletter (12/3/08)
- www.saaairportexpansion.com; www.ridgways.com; www.triangle-sa.com

In addition to advertising, Clark/Byrne formally sent individual Invitations to Bid to SMWBE subcontractors and suppliers listed in the SCTRCA database as well as Clark Construction's corporate database. Invitations were sent on 9/9/08 and 11/25/08. Clark/Byrne also held numerous individual meetings with interested subcontractors and suppliers.

Notifications of Invitations to Bid and Bid Documents were made available physically and on-line through various trade and support associations, including;

- City of San Antonio Economic Development (EDD)
 - Notification/plans sent 11/24/08
- South Texas Associated General Contractors (AGC)
 - Notification/plans sent 11/24/08
- Houston Associated General Contractors (AGC)
 - Notification/plans sent 11/25/08
- North Texas Associated General Contractors (AGC)
 - Notification/plans sent 11/25/08

- South Texas Associated Builders & Contractors (ABC)
 - Notification sent 11/24/08
- Hispanic Contractors Association (HCA) de San Antonio
 - Notification/plans sent 11/24/08

- South Texas American Association of Subcontractors (ASA)
 - Notification sent 11/24/08
- City of Austin (DSMBR)
 - Notification/plans sent 11/25/08
- FW Dodge Plan Rooms (Houston, Irving, San Antonio)
 - Notification/plans sent SA 11/24/08 and 11/25/08
- The Construction Blue Book – Blue Book Bid Notification System
 - Notification sent 11/25/08
- Builders Exchange of Texas (BXTX)
 - Notification/plans sent 11/24/08
- Clark/Byrne Construction offices Trailer
 - Notification/plans displayed 11/24/08

During the entire construction process, Clark/Byrne will continue to reach out to involve SMWBE in the project by recommending to its Prime Subcontractors tiered SMWBE subcontractors and suppliers with abilities to provide services for their work. Clark/Byrne will assist any Prime Subcontractor or their tiered subcontractors and suppliers who qualify for certification to apply for their certifications with SCTRCA. Also, Clark/Byrne will make all efforts to utilize SMWBE subcontractors and suppliers to perform work and services within Clark/Byrne General Conditions services for the Project. Clark/Byrne will continue to report its current SMWBE participation on a monthly basis.

Should you have any questions, please contact me at your convenience.

James Ansari
 Sr. Vice President
 Clark/Byrne Construction, a Joint Venture

Accepted By:

 Mike Sawaya, Interim Director of Aviation

 Date



 Anita Uribe Martin, Assistant Director of Economic Development

1-29-09

 Date

EXHIBIT E

The Construction Manager submits with this GMP its projected SBEDA Participation as described below.

Project / Package: Terminal B - Building Package

Discretionary Amount \$ 60,638,352.00

Subcontractor Name	SBEDA Proposed Utilization Contract Amount	Total % of GMP	SBE % of GMP	MBE % of GMP	WBE % of GMP	AABE % of GMP
Joint Venture						
Thos. S. Byrne (not calculated in participation percentages)	\$ 15,159,588	25.00%	-	√ 25.00%	-	-
Clark/Byrne General Conditions						
Thos. S. Byrne, Ltd.	\$ 1,284,966	2.12%	-	√ 2.12%	-	-
Grijalva & Allen, PC	\$ 215,250	0.35%	√ 0.35%	√ 0.35%	-	-
Brian Smith Construction Inspection	\$ 175,350	0.29%	√ 0.29%	√ 0.29%	-	√ 0.29%
Subcontractors/Vendors/Suppliers (Prime Subcontractor)						
BP5-A Brandt	\$ -	0.00%	-	-	-	-
BP5-A All-Tex Pipe & Supply	\$ 934,000	1.54%	√ 1.54%	-	√ 1.54%	-
BP5-B Casteel Sprinklers	\$ -	0.00%	-	-	-	-
BP5-C MC Dean, Inc.	\$ -	0.00%	-	-	-	-
BP5-C A Marketing & Service Co. (MC Dean)	\$ 3,700,000	6.10%	√ 6.10%	√ 6.10%	-	-
BP5-C * Eldridge Electric (MC Dean)	\$ 900,000	1.48%	√ 1.48%	-	-	-
BP5-D Fisk Technologies	\$ -	0.00%	-	-	-	-
BP5-D VIA Technologies (Fisk Tech)	\$ 221,000	0.36%	√ 0.36%	√ 0.36%	-	-
BP5-D Full Armor (Fisk Tech)	\$ 463,329	0.76%	√ 0.76%	√ 0.76%	-	-
BP5-E Fisk Electric	\$ -	0.00%	-	-	-	-
BP5-E Preferred Technologies (Fisk Elec)	\$ 704,676	1.16%	√ 1.16%	-	-	-
BP5-F Fisk Technologies	\$ -	0.00%	-	-	-	-
BP5-F Ford Audio/Visual (Fisk Tech)	\$ 838,999	1.38%	-	-	√ 1.38%	-
BP6-A * Robles & Sons	\$ 2,213,324	3.65%	√ 3.65%	√ 3.65%	-	-
BP6-A Express Metal Work (Robles)	\$ 37,249	0.06%	√ 0.06%	√ 0.06%	√ 0.06%	-
BP6-B Shadrock and Williams	\$ 2,241,317	3.70%	√ 3.70%	-	√ 3.70%	-
BP6-C * Delta Tile & Granite	\$ 568,128	0.94%	√ 0.94%	-	-	-
BP6-D Patriot Erectors	\$ 1,787,720	2.95%	√ 2.95%	-	-	-
BP6-E Alpha Insulation	\$ 572,138	0.94%	-	√ 0.94%	-	-
BP6-G Alpha Insulation	\$ 539,273	0.89%	-	√ 0.89%	-	-
BP6-H Alpha Insulation	\$ 209,102	0.34%	-	√ 0.34%	-	-
BP6-I * Byrne Metal Panels	\$ 1,697,500	2.80%	√ 2.80%	-	-	-
BP6-J Win-Con	\$ -	0.00%	-	-	-	-
BP6-J * Crazy Horse Construction (Win-Con)	\$ 374,183	0.62%	√ 0.62%	-	-	-
BP6-L * Robles & Sons	\$ 117,462	0.19%	√ 0.19%	√ 0.19%	-	-
BP6-K * Robles & Sons	\$ 114,585	0.19%	√ 0.19%	√ 0.19%	-	-
BP6-F Texas 5th Wall	\$ -	0.00%	-	-	-	-
BP7-A Environmental Interiors	\$ -	0.00%	-	-	-	-
BP7-A Maverick Construction (Env. Interiors)	\$ 381,120	0.63%	-	√ 0.63%	-	-
BP7-B Environmental Interiors	\$ -	0.00%	-	-	-	-
BP7-B Maverick Construction (Env. Interiors)	\$ 249,120	0.41%	-	√ 0.41%	-	-
BP7-C * Architectural Div. 8	\$ 453,780	0.75%	√ 0.75%	-	-	-
BP7-D Alamo Door Systems	\$ -	0.00%	-	-	-	-
BP7-E Starcraft Interiors	\$ 2,142,250	3.53%	√ 3.53%	-	-	-
BP7-F Grazzini	\$ -	0.00%	-	-	-	-
BP7-G Grazzini	\$ -	0.00%	-	-	-	-
BP7-H Environmental Interiors	\$ -	0.00%	-	-	-	-
BP7-H Maverick Construction (Env. Interiors)	\$ 451,200	0.74%	-	√ 0.74%	-	-
BP7-I Carpet Management	\$ -	0.00%	-	-	-	-
BP7-I Corporate Interior Inst. (Carpet Mgmt.)	\$ 14,974	0.02%	-	√ 0.02%	√ 0.02%	-
BP7-J General Coatings	\$ 1,579,554	2.60%	√ 2.60%	-	√ 2.60%	-
BP7-K Environmental Interiors	\$ -	0.00%	-	-	-	-
BP7-K Maverick Construction (Env. Interiors)	\$ 77,680	0.13%	-	√ 0.13%	-	-
BP7-L Intex United	\$ -	0.00%	-	-	-	-
BP7-L A&C Plastics Products (Intex)	\$ 2,500	0.00%	√ 0.00%	-	√ 0.00%	-
BP7-M Jewel's Commercial Cleaning	\$ 268,500	0.44%	√ 0.44%	√ 0.44%	√ 0.44%	-
TOTAL	\$ 40,689,816	42.10244396%	\$ 34,485,859.16%	\$ 18,644,341.62%	\$ 9,758,004.31%	\$ 0.28917343%
		\$ 25,530,228.17	\$ 20,911,657	\$ 11,305,622	\$ 5,917,093	\$ 175,350

* Contractors currently applied for certification.

Certified Contractors may have multiple Certifications, therefore the individual certification amounts are not cumulative.