



PONTIAC REDEVELOPMENT PROJECT

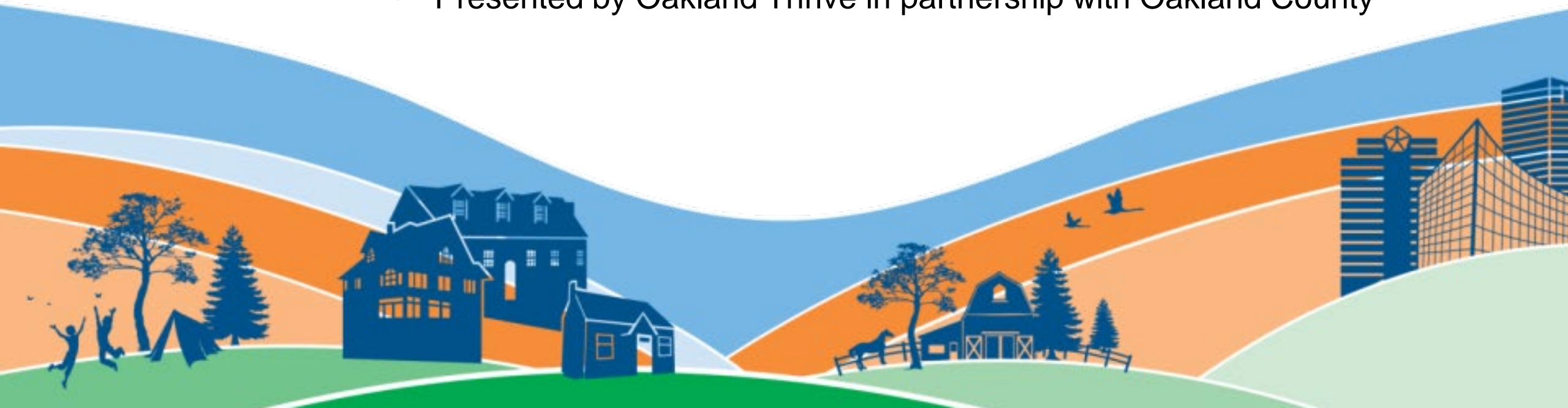
Today's Agenda

- Welcome & Introductions
- About the Pontiac Project
 - How to participate
 - Staying informed
 - BuildingConnected.com
 - Keys to a strong bid
 - Tips for first time bidders
- Handouts and Mix & Mingle



31 Judson & Oakland County Pontiac Redevelopment Project

- Vendor Readiness for Construction Trades
- Presented by Oakland Thrive in partnership with Oakland County



Welcome from Pastor D. Jones, Committee of 50 Greater Pontiac Community Coalition



Committee of 50 – Greater Pontiac Community Coalition

What We'll Cover

- Project overview and key trades
- How to participate as a prime or subcontractor
- Bid Pack 7 and 8 timing
- Using BuildingConnected.com
- Why subcontracting makes sense on big jobs
- 20% diverse spend goal
- Marketing yourself like a prime to a prime
- Capability statements and outreach emails.
- Bid / No-Bid decision tree

Who's at the Table (AM sessions)



Oakland County:
Procurement Manager
Alycia Williams



City of Pontiac:
Host community
and project partner.
**Mayor Mike
McGuinness**



Granger Construction:
Project Coordinator
Linda Bergman



Oakland Thrive:
Small business
support and training.
Tony Cook

The Pontiac Redevelopment Project

- 31 E. Judson Office Building: 220,000 sq. ft. (existing).
- New Building: 180,000 sq. ft., LEED-certified, on a 38-acre site.
- Two new parking structures.
- Together, this is more work than most small firms can do alone.



Trades Needed on This Project

- Asphalt Paving; Doors and Hardware; Earthwork and Site Utilities; Epoxy Flooring; Fencing; Fireproofing;
- Furnishings; Hard Flooring; Interior Glazing; Joint Sealants; Landscaping; Loading Dock Equipment;
- Masonry; Metal Panels; Millwork; Operable Partitions; Overhead Doors; Painting; Roofing;
- Rough Carpentry; Signage; Soft Flooring; Structural and Misc. Steel; Waterproofing; Window Treatments

Vendor Readiness Session Dates

- Final Session
- Thursday, Feb. 19, 2026
- 4:30 – 6 p.m. – Lathrup Village City Hall

Bid Pack 7 & 8 – Planning Window

- Bid Pack 7 – Releases February 5
- Bid Pack 8 – Releases April 10
- Multiple scopes for many trades
- Now is the time to prepare, not the week before bids are due

Spend Goal for Small Business

- Project has a 20% diverse spend goal
- Certifications are encouraged but not required for bidding
- Diverse and small businesses are wanted on this work
- Non- diverse firms can partner to help small and or local businesses to reach the 20% goal



Two Paths to Participate - Prime or Subcontractor

- Prime: contracts with Granger and manages the full bid
- Subcontractor: contracts with the prime and focuses on specific trades
- Both can make good money
- Pick the role that fits your size, experience, and cash flow

Why Being a Subcontractor Makes Sense

- Share risk and responsibility with larger primes
- Learn public work processes without carrying the entire project
- Build a track record with Oakland County and Granger
- Focus on what you do best – your trade

What Makes a Strong Bid

- **Responsive:** you follow all bid instructions – complete forms, on time, correct scope.
- **Responsible:** you can deliver the work – right licenses, insurance, people, and experience.
- If they doubt you can deliver, you may be out of the running.
- **If you miss a deadline, you are out.**

Insurance: Pontiac Redevelopment Project - Not a Barrier to Bidding

- You do **NOT** need insurance certificates to submit a bid.
- You **DO** need proper coverage prior to award.
- Use this time to talk with your insurance broker and get quotes.
- Plan coverage so you are ready when you get the award.

Questions to ask yourself - Can Your Cash Flow Handle the Job?

- The prime contractor is pay-after-work, no pay-in-advance, pay when paid
- You must carry your payroll, materials, and subs until pay apps are funded
- Ask about payment cycles and retainage up front – contained in RFP
- Consider a line of credit or a working capital plan from your financial institutions or savings

GRANGER PROJECT TEAM



**BEN
SCHNEIDER**
Project Executive



**KYLE
OBERDORF**
Senior Project Manager



**CHRIS
LINDSTROM**
Superintendent



**MICHELLE
SCHULZE**
Project Manager



MALLORY ANSPAUGH
Bid Coordinator



LINDA BERGMAN
Project Coordinator

Navigating Oakland County Registration and BuildingConnected.com

OAKLAND
thrive



Oakland Thrive:
Eastern Regional Manager

**Jonathan
de Sanctis**

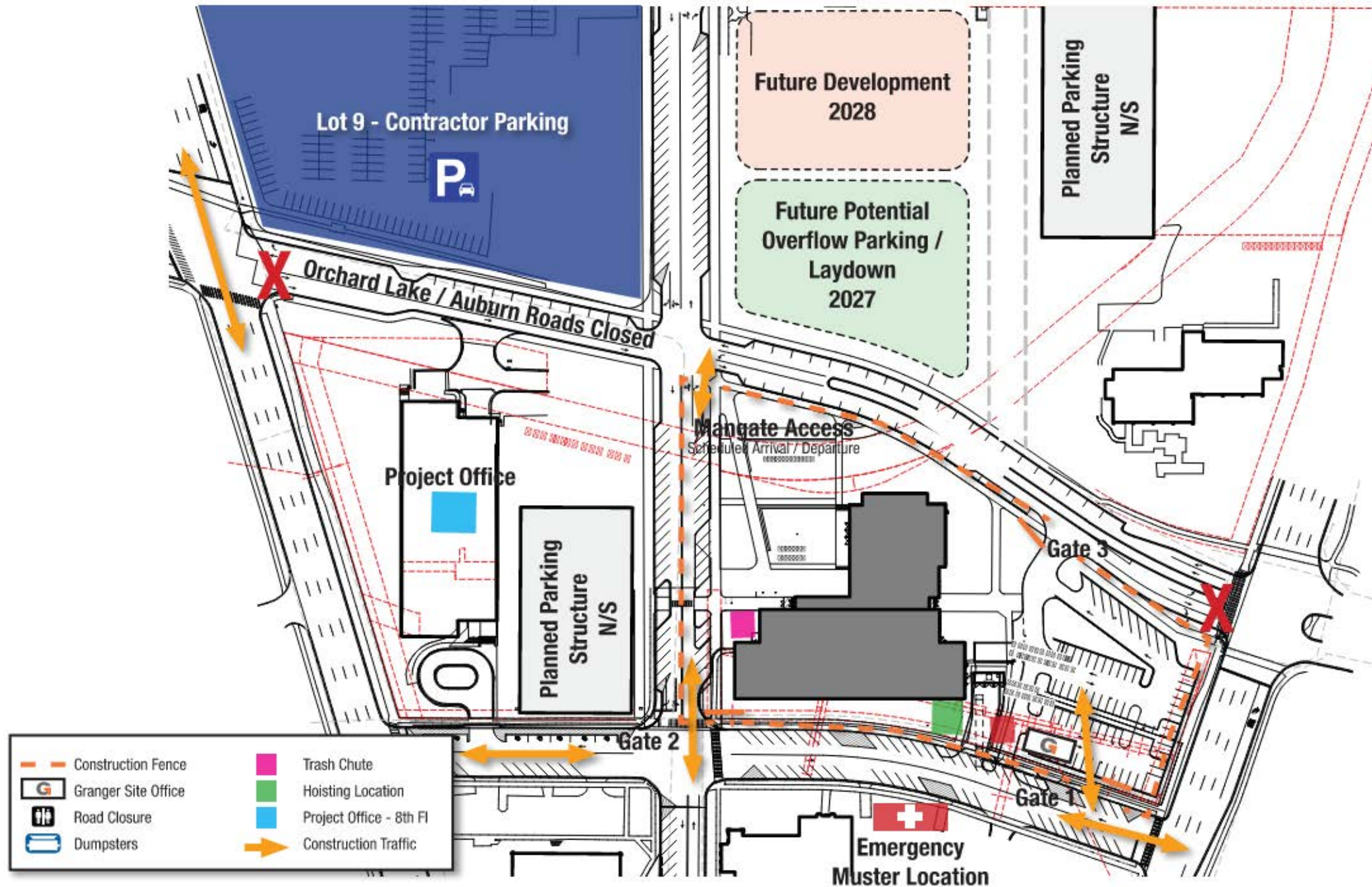
31 E JUDSON RENOVATION PROJECT OVERVIEW

- **Renovation of Existing 8 Story Building**
- **Addition Conference Center and Support Spaces**



OAKLAND
UNIVERSITY

Site Logistics Plan



BID PACKAGE #7- Site Work & Addition Core/Shell

BID CATEGORIES

- 31-01- Earthwork and Site Utilities
- 32-01- Asphalt Paving
- 04-01- Masonry
- 05-01- Structural & Misc. Steel
- 06-01- Rough Carpentry
- 07-01- Roofing
- 07-02- Metal Panels
- 07-03- Waterproofing

BID DATES

- Tentative Bid Package Issued- February 5, 2026
- Tentative Pre-Bid Meeting- February 11, 2026
- Tentative Bid Due Date- March 5, 2026
- Tentative Post Bid Interviews- Week of March 9, 2025

BID ADVERTISEMENT

- Building Connected
- Oakland County MITN
- Local Plan Rooms

BID PACKAGE #8- INTERIOR FITOUT

BID CATEGORIES

- 32-01- Landscaping
- 32-02- Fencing
- 06-02- Millwork
- 07-01- Joint Sealants
- 07-02- Fireproofing
- 08-01- Interior Glazing
- 08-02- Doors and Hardware
- 08-03- Operable Partitions
- 08-04- Overhead Doors
- 09-03- Soft Flooring
- 09-04- Hard Flooring
- 09-05- Epoxy Flooring
- 09-06- Painting
- 10-01- Signage
- 11-01- Loading Dock Equipment
- 12-01- Window Treatments
- 12-12- Furnishings
- 28-01- Fire Alarm
- 28-02- Security
- 29-01- AV Systems

BID DATES

- Tentative Bid Package Issued- April 10, 2026
- Tentative Pre-Bid Meeting- April 17, 2026
- Tentative Bid Due Date- May 11, 2026
- Tentative Post Bid Interviews- Week of May 18, 2026

BID ADVERTISEMENT

- Building Connected
- Oakland County MITN
- Local Plan Rooms


CREATING AN ACCOUNT

BuildingConnected.com


To create an account, go to <https://app.buildingconnected.com/create-account>

To create an account

Enter your email address then click "Create Account Using Autodesk ID."

 **BUILDINGCONNECTED**
AN AUTODESK COMPANY

Join BuildingConnected with Autodesk ID

 **Create Account Using Autodesk ID**

[Already have an account?](#)

BID DOCUMENTS

BuildingConnected.com

All Bid Documents can be found in the files section of BuildingConnected and are available to download.

Oakland Park - City Project
Glass & Glazing

Due date: Sep 20, 2024 4:00 PM PDT
Status: Accepted
Links: Not linked - Link, Not linked - Link

Overview **Files** Messages Bid Form

[Download All](#)

<input type="checkbox"/>	Name ▲	Indicator ?	Size	Date Modified	
<input type="checkbox"/>	Additional	☁	264 KB	5/31/2019 at 1:46 PM PDT	▼
<input type="checkbox"/>	1. Drawings.pdf	☁	253 KB	3/15/2019 at 11:24 AM PDT	▼
<input type="checkbox"/>	4. Addenda 2.pdf	☁	70 KB	3/15/2019 at 11:25 AM PDT	▼
<input type="checkbox"/>	5. Addenda 3.pdf	☁	4.9 MB	3/15/2019 at 11:35 AM PDT	▼
<input type="checkbox"/>	Asbestos Report.pdf	☁	7.1 MB	2/21/2023 at 11:25 AM PST	▼

BID DOCUMENTS

Project Manual - Sections

Section 00 20 00 – Proposal Terms & Conditions

- Project is NOT Tax Exempt
- There are no union labor requirements, however, you must adhere to State of Michigan Prevailing Wages & Certified Payroll requirements
- Background Checks are not required.

Section 00 21 13 – Instructions to Bidders

- Appendix D – Proposal Scoring Matrix will be used to make a best value selection
- Bid Security in the form of Bonds are required to be submitted with all proposals. Bid Security in the form of a Certified Check is acceptable only for proposals less than \$50,000.
- Bid Breakdowns are required to be submitted ONLY if you are invited to a Post-Bid Interview. Templates will be available for download from the BuildingConnected Files section.

BID DOCUMENTS

Project Manual Sections

Section 00 11 70: Local & Diverse Participation

- The project has a target goal of 20% construction cost spend with the following businesses:
 - City of Pontiac
 - Oakland County
 - Certified Michigan Opportunity Zones / Certified Federal HUBZone's
 - Certified Veteran-Owned / Certified Service-Disabled Veteran Owned
 - Small Business Micro Enterprises / Small Business Enterprises
 - Minority Owned / Women Owned
- Appendix G - Local & Diverse Participation Plan & Good Faith Effort Worksheet required post-bid within 48 hours of request from Granger
- The Prime Contractor receiving the bid award will be expected to participate in **Workforce Development Events** in an effort to employ local labor on this project.
- Appendix H - Local & Diverse Participation Payment Report required monthly with pay applications

Section 00 40 00 – Request for Proposal Requirements

- Prequalifications are required POST-BID if being considered for award
- Combination of questions on the electronic BuildingConnected bid form and attached written responses

BIDDING PROCEDURES

BuildingConnected – Intent to Bid

Keep you bid status/ intent up to date.

The screenshot displays the 'Bid Board' interface. At the top, there is a search bar with a 'Find' button and a '+ Bid Invite' button. Below this are navigation tabs: 'Bid Board', 'Calendar', 'Leaderboard', 'Analytics', 'Reports', and 'Settings'. A progress bar shows the status of bids: 'Undecided' (2), 'Accepted' (2), 'Submitted' (10), 'Won' (3), and 'Archived'. The main table has columns for 'Assign', 'Name', 'Due Date', 'Project Size', 'Location', 'Comments', 'Client', 'Tags', and 'Action'. A blue banner above the table reads 'Track bid invites from outside BuildingConnected' with an 'Add bid invite' button. Two bid items are listed:

Assign	Name	Due Date	Project Size	Location	Comments	Client	Tags	Action
<input type="checkbox"/>	New Building on 2nd St... Demolition	5/5/2023 4:00 PM PDT	-	San Francisco California	-	Build... Caroli...	-	<input checked="" type="checkbox"/> Bidding <input type="checkbox"/> Decline
<input type="checkbox"/>	NDA Protected Project Demolition	5/12/2023 12:00 PM PDT	-	-	-	Build... Estim...	-	<input checked="" type="checkbox"/> Bidding <input type="checkbox"/> Decline

An orange arrow points to the 'Bidding' and 'Decline' buttons for the first bid item.

BIDDING PROCEDURES

BuildingConnected – Pre-Bid Communications

All Pre-Bid Communications & Addendums will be published via BuildingConnected.

Please submit all Questions, Pre-Bid RFIs, & Substitution Requests via BuildingConnected Messages.

The screenshot displays the BuildingConnected interface for the 'Oakland Park - City Project'. The project is in an 'Accepted' status with a due date of 'Apr 7, 2023' at '4:00 PM PDT'. The project is currently 'Not linked'. The interface shows a sidebar with navigation options: Undecided (0), Accepted (1), Submitted (2), Won (6), Calendar (Pro), Leaderboard (Pro), Analytics (Pro), Reports (Pro), and Settings (Pro). The main content area has tabs for Overview, Files, Messages (selected), and Bid Form. A 'New Message' button is highlighted with an orange arrow. Below the button, there is a table with columns for From, Subject, and Date. The message list is empty, displaying 'No messages yet.' and a note: 'Communicate with HRL Construction by sending them a message here.'

BIDDING PROCEDURES

BuildingConnected – Bid Submission

Bids are to be submitted utilizing the Electronic Bid Form via BuildingConnected.

When you bid, you will complete the form and attach any required attachments.

The screenshot shows the 'Bid Form' for a demolition project. The interface includes a sidebar with navigation options like 'Calendar', 'Leaderboard', and 'Analytics'. The main content area displays the project name, due date (Apr 14, 2023), and status (Accepted). A table of 'Line Items' shows a base bid value of \$250,000 for 'Demolition'. Below this is a 'Message' field and an 'Attachments' section with one file attached. At the bottom right, there are 'Print' and 'Preview & send' buttons, with an orange arrow pointing to the 'Preview & send' button.

102 | Skyscraper on 3rd and Mission

Demolition

Due date: Apr 14, 2023 12:00 PM PDT

Status: Accepted

Project: Not linked

[Draft] Send proposal: \$250,000 Saved

Description	Quantity	Unit Cost	Total Cost
Your base bid value is the sum of these line items.			
*Demolition			\$ 250,000.00
Base Bid			\$250,000

Additional Information

Message: Add a message

Attachments: Sam's Demo - Skyscraper Proposal... (221 KB)

Buttons: Print, Preview & send

BID SUBMISSION

BuildingConnected Submission Bid Package 5

Electronic BuildingConnected Bid Form:

- Base Bid
- Required & Voluntary Alternates
- Acknowledgments (including Addenda)
- Performance & Payment Bond
(**DO NOT** include in Base Bid)
- Local & Diverse Participation
- CCIP Deduct
- Unit Costs

Attachments:

- Bid Bond
- ****Proposal****
 - Executive Summary
 - Similar Experience
 - Local & Diverse Participation
 - Additional Questions/Requests
 - Labor Rates
 - Contract Review

BID SUBMISSION

BuildingConnected

- In order to bid directly to Granger, you must be able to perform the entire scope of work.
- If you are bidding multiple categories, you will need to submit a separate bid to each.
- BuildingConnected will **NOT** allow bids to be submitted past the due date and time and depending on individual internet speeds it can take several minutes for your bid to completely upload. It must be finished uploading prior to the due time, **we highly recommend you submit early** to account for this.
- We are **utilizing sealed bidding** meaning that all bids will be opened at the same time.
- Private Bid Opening

PREQUALIFICATION PROCESS TradeTapp

Granger utilizes **TradeTapp by BuildingConnected**

Prequalification's do not need to be submitted until requested by Granger, typically **post-bid** if being considered for award.

PLEASE NOTE: prequalification's are generally valid for up to one year



PREQUALIFICATION PROCESS TradeTapp

Complete the electronic questionnaire in the Qualifications section of BuildingConnected and upload the required attachments.

Majority are standard questions that carry over for all CMs that utilize TradeTapp.

PLEASE NOTE: the Work-in-Progress (WIP) schedule and Financial Documents are integral, and we are unable to process your prequalification without them. We keep this information confidential, and an NDA can be signed if necessary.

Qualifications

TradeTapp Invites

Permissions & Settings

 Awaiting Submission 1

 Submitted 0

Questionnaires that are awaiting submission

TradeTapp HRL Construction
Primary Qualification

Requested: 11/4/2022
Contact Email: tthrl_admin@tradetapp.com

Last Submitted: 11/2/2022

Request for Corrections



Open

PREQUALIFICATION PROCESS TradeTapp

Pre-Bid Best Practices

Ensure your Primary Contact for receiving prequalification invites is correct. Click [here](#) for instructions.

Ensure your team has the correct permissions to TradeTapp to complete the prequalification. Click [here](#) for instructions.

Access to TradeTapp Invites

Set up which coworkers can view, fill out, and submit TradeTapp qualification applications.

- Anyone at Sam's Demolition can access invites
- Only designated team members access invites

Individual access to invitations

Add a coworker +

 Dan Daniels Sr. Estimator	
 Sam Samuels Estimator	Change primary contact

Invitation Permissions

	Access
Fill out qualification applications	✓
Review and revise previously submitted applications	✓
Grant application access to coworkers	✓

BuildingConnected & TradeTapp Support

Online Support

<https://support.buildingconnected.com/hc/en-us?solvvy=true>

Email Support

acc.support@autodesk.com

Granger Support



Mallory Anspaugh

Bid Coordinator

manspaugh@grangerconstruction.com

(517) 318-4212

Capability Statement That Works

- Use a clean layout with bullet points.
- Show 3-5 projects that look like this work.
- Mention safety, quality, and on-time performance.
- Highlight diverse status if applicable.
- Double-check your contact information.

Your One-Page Company Resume

- Create a 1-2-page capability statement.
- Include a short company overview and core competencies.
- Add selected past projects and key differentiators.
- List certifications, if any, plus contact info and website.

Look Like a Company People Trust

- Have a simple, current website.
- Set up a LinkedIn company page.
- Use consistent branding on email, vehicles, and proposals.
- Name a clear contact person for estimating and bids.
- Have a couple of references ready on request.

Strategy to Outreach to Prime Contractors on This Project

- Make a short list of likely primes for this work.
- Send a short introduction email describing your trade and capacity.
- Attach your capability statement.
- Include a link to your website or project photos.

Bid / No-Bid – The Big Questions

- Q: Are you licensed, registered, and insurable by award date?
- Q: Is most of the work in your lane and core trade?
- Q: Do we have the people and supervision to do this well?
- Q: Can your cash flow handle 45-60 days of costs?
- Q: Do you understand the basic contract terms?
- Q: Does this job move you toward your business goals?

Bid, Team, or Pass?

- **Green – Bid:** most answers are “Yes;” good fit on scope, capacity, and money. 5 to 6 Yes
- **Yellow – Team:** mix of “Yes” and “Maybe;” team up with another firm or be a sub. 4 yes
- **Red – No-Bid:** many “No” answers; learn, build capacity, and target the next opportunity. 3 or less
- Walking away from a bad-fit job is good business.

Remember You Are Not Alone

- Granger Construction – project-specific bid details.
- Oakland County – procurement information and processes and other bids
- Resource partners – APEX Accelerator, banking, bonding, legal, and technical assistance.
- Oakland Thrive – help with capability statements, cash flow projections, and planning

Small Trades. Big Project. Real Opportunity.

- Two major buildings and two parking structures in Pontiac.
- Local and small firms are wanted on this work.
- You leave with clear next steps, not confusion.



Bidding Recommendations

- Bid Early.... Don't wait!
- DO use your Computer vs your cell phone for bid submissions.
- Verify your NIPG Codes.
- Schedule a debrief meeting with Procurement if you are not awarded the contract.

What to Do After This Session

- Register or update your company – please note there are **THREE** steps in this process:
 1. Register: Oakland County New Supplier Registration
 2. Register: BidNet Direct / MITN Vendor Registration
 3. Register: BuildingConnected.com
- Follow up with APEX Accelerators
- Create or refresh your capability statement.
- Reach out to at least one prime / subcontractor about 31 Judson or the Public Works project.

AM: What to Do After This Session



[Oakland County Vendor-Opportunities](#)



[Scan to take Survey](#)

