



M+W GROUP

Information Session:

Foxconn's Industrial Construction Work in Phase 1 of Area 1
of Wisconn Valley Science & Technology Park

April 2018

A 3D architectural rendering of a large industrial facility, likely a Foxconn factory. The building is white with a blue "FOXCONN" logo on the side. The rendering shows multiple interconnected buildings and structures, set against a background of a landscape with trees and a road. A large, semi-transparent blue arrow points from the top right towards the building.

FOXCONN

Agenda

- Foxconn
- Wisconsin Economic Development Corporation (WEDC)
- Gilbane Building Company and M+W Group
- Project Overview
- Schedule
- Wisconsin First
- Procurement Process
- Next Steps
- Questions and Answers



FOXCONN

Gilbane **M+W GROUP**



Cares
Moment



FOXCONN

FOXCONN IN WISCONSIN



ABOUT THE PROJECT

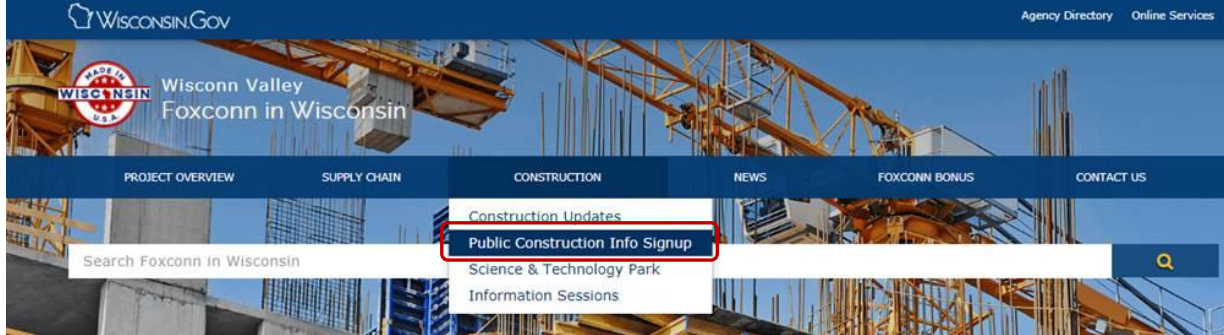


- Largest economic development project in Wisconsin history
- 13,000 jobs when campus is complete (avg. salary: \$53,000, plus benefits)
- 10,000 direct construction jobs annually over 4-6 years
- Science and Technology Park in Mt. Pleasant
- \$1.4 B annually in purchases from Wisconsin suppliers



PUBLIC INFRASTRUCTURE BID PROCESS

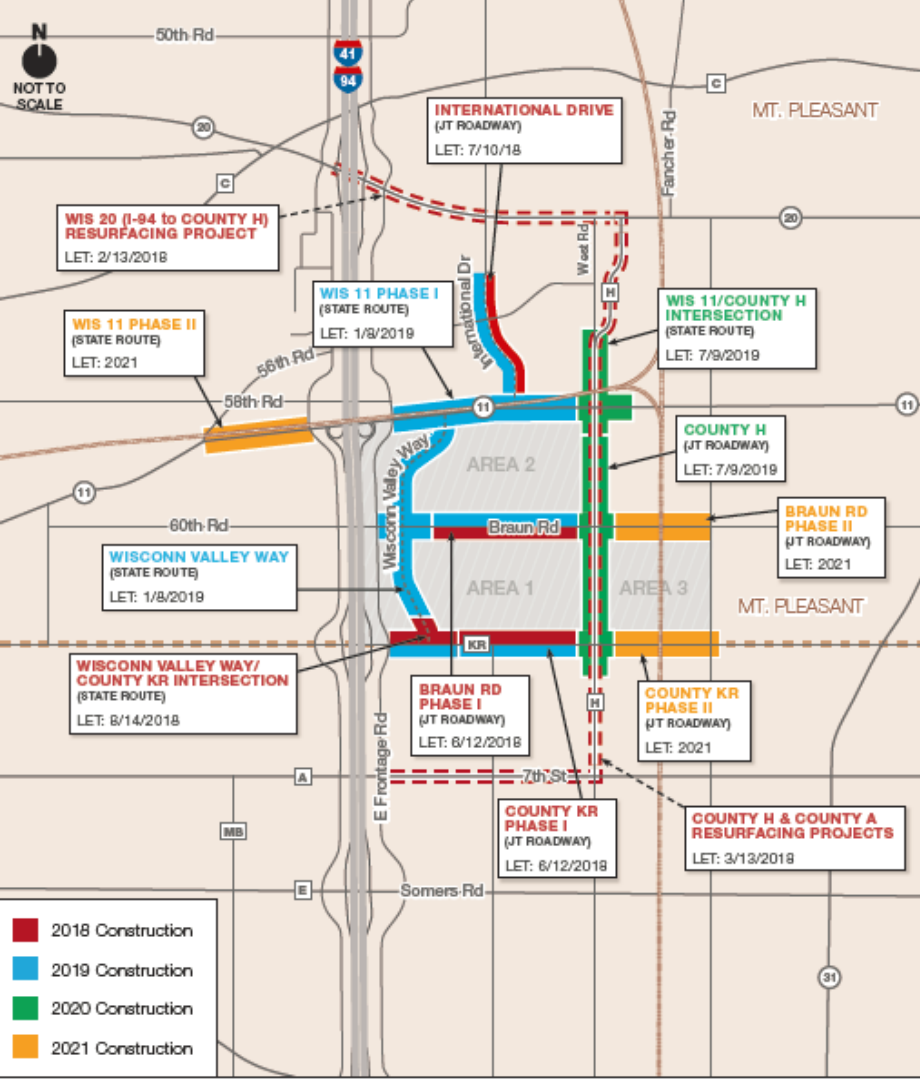
- Bid alerts communicated through Wisconn Valley News
- Register at wisconnvalley.wi.gov to be notified of bid opportunities



WATER MAIN, SEWER MAIN & DEMOLITION BID PROCESS

- Water Main = City of Racine Water Utility
 - Prequalification is required by the City of Racine Water Utility; call **262-636-9432** to request prequal forms
- Sewer Main & Demolition = Village of Mount Pleasant
 - Registration at <http://www.mtpleasantwi.gov/DocumentCenter/View/622>
- Pre-bid meetings/matchmaking
- Bids to be submitted with a Utilization Plan for review
- Bids “awarded to the lowest competent and responsible bidder”
 - Wis. Stat. s. 84.06(2)(a)





WisDOT LET Packages

14 packages

2018 construction includes:

- WIS 20 (I-94 to County H)- underway
- International Drive
- Braun Road (EB from east frontage road to WIS 11)
- County KR (EB east frontage road to County H)
- Wisconn Valley Way / County KR intersection
- County H and A resurfacing is underway



WisDOT OPPORTUNITIES - 2018

- Bidding for WisDOT highway construction projects is conducted under the authority provided in Wisconsin Statutes 84.06(2)(a) Bids, Contracts.
- Contracts awarded to the **lowest** competent and responsible contractors.
- WisDOT's bidding process on highway projects
- State of Wisconsin, Department of Transportation, Standard Specifications for Highway and Structure Construction
 - <http://wisconsindot.gov/rdwy/stnds/spec/ss-01-02.pdf#ss102>
 - Contractors checklist can be found at <http://wisconsindot.gov/hccidocs/bidder-approval-contractors-checklist.pdf>
- Highway construction bid lettings occur second **Tuesday each month**



WisDOT BIDDING PROCESS

- Bidders are prequalified by WisDOT
<http://wisconsindot.gov/hccidocs/prequalification-policy-June2011.pdf>
- Bid letting advertisements posted about 5 weeks prior to the letting
- Plan holder and eligible bidder listings are posted 10 days prior to the letting date
- Bidders submit a sealed bid through Bid Express <https://www.bidx.com/>
- Highway construction projects have a bid opening. Upon opening and reading the prospective bids, the department posts apparent bids at approximately 9:30 a.m. on the day of the letting.





Highway Construction Contract Information

Highway Construction Contract Information

HCCI

Bid letting

Contract payments

Contracting information

DBE

Emergency services directory

Expedited lettings

Labor, wages and EEO information

Master contract schedule

Partnering initiative

General notices to contractors

Welcome. Within this website you will be able to view all the information and documents needed relating to the WisDOT Highway Construction Contract Information (HCCI).

Bidding contract information

Bidding for highway construction projects is conducted under the authority provided in Wisconsin Statutes 84.06(2)(a) Bids, Contracts. Contracts shall be awarded to the lowest competent and responsible bidder as determined by the department.

- See Standard Spec 102 as well as Facilities Development Manual (FDM).

Contractor tips

- Required steps for prime and subcontractors from advertisement through contract execution. [View checklist.](#)
- Electronic bidding [best practice](#) provided by Bid ExpressSM. (April 9, 2015)
- Request to be a plan holder and/or eligible bidder. DT1633, Bidder Proposal Request System (BPRS), [users guide.](#)

Visit WisDOT

- Roadway information please visit: www.projects.511wi.gov/
- Bid letting information please visit: www.wisconsindot.gov



PUBLIC INFRASTRUCTURE CONSTRUCTION & OPPORTUNITY FOR ALL

- Diverse talents and skills of Wisconsin's business and workforce, including emerging businesses and under-represented workers, are essential to maximize Wisconsin Valley economic development potential
- All primes must submit a utilization plan prior to bid opening
 - Not a basis of bid evaluation; Must follow state & federal rules to retain funds & legality
- Advisory committee established to review plans, make recommendations, engage community and resources, and evaluate benefit
- Periodic public meetings will discuss progress and outcomes



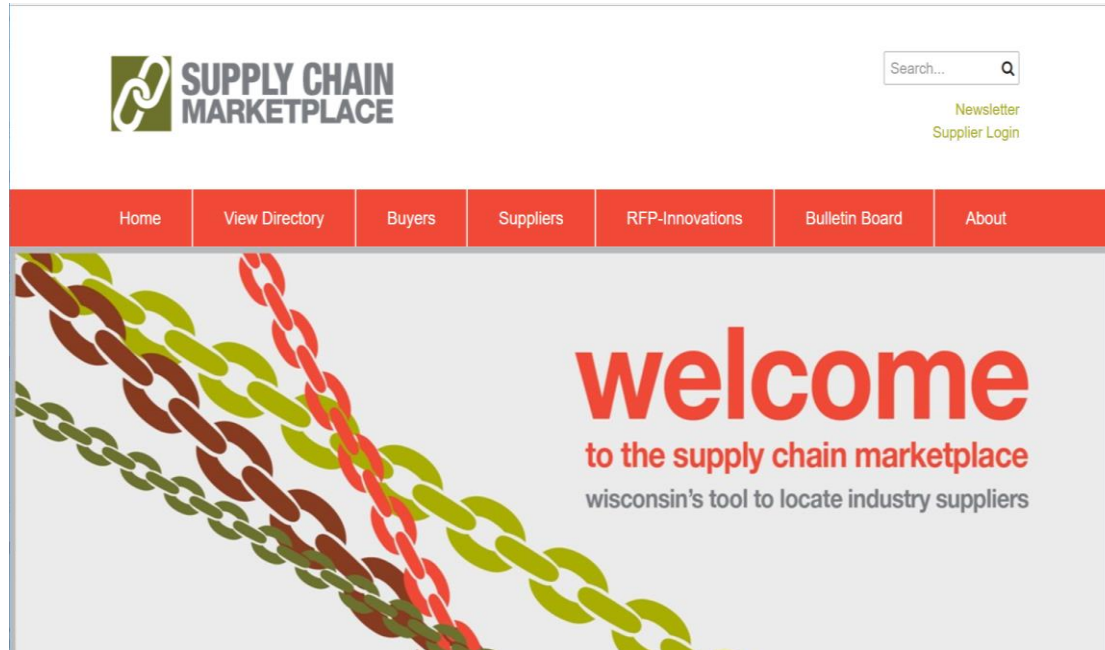
SCALING UP SKILLED WORKFORCE

- Wisconsin Department of Workforce Development (DWD)
Job Center of Wisconsin
<https://jobcenterofwisconsin.com/Presentation/Employers/Default.aspx>
- Apprenticeship Training support
<https://dwd.wisconsin.gov/apprenticeship/contacts.htm>
- Training grants for up to 50% of eligible costs through its Fast Forward program:
http://wisconsinfastforward.com/wff_standard.htm



SUPPLY CHAIN MARKETPLACE

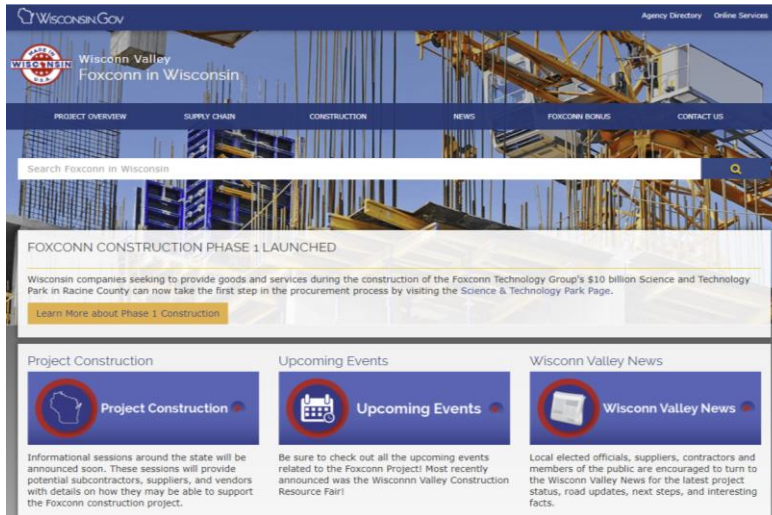
- Online supply chain directory that enables companies to connect with suppliers and buyers
- Free, easy-to-use tool to create profiles, post RFPs, signup for newsletter and alerts
- Search by key industry directories and service categories



WISCONN VALLEY INFORMATION

Wisconnvalley.wi.gov

- Primary site for contractors to engage with public infrastructure and building construction



The screenshot shows the homepage of Wisconn Valley. At the top, there is a navigation bar with links for 'PROJECT OVERVIEW', 'SUPPLY CHAIN', 'CONSTRUCTION', 'NEWS', 'FOXCONN BONUS', and 'CONTACT US'. Below the navigation bar is a search bar with the text 'Search Foxconn in Wisconsin'. The main content area features a large banner for 'FOXCONN CONSTRUCTION PHASE 1 LAUNCHED' with a sub-headline: 'Wisconsin companies seeking to provide goods and services during the construction of the Foxconn Technology Group's \$10 billion Science and Technology Park in Racine County can now take the first step in the procurement process by visiting the Science & Technology Park Page.' Below the banner are three columns of content: 'Project Construction' with a map icon, 'Upcoming Events' with a calendar icon, and 'Wisconn Valley News' with a newspaper icon. Each column has a brief description of the content.

Wisconnvalley.wi.gov/newsletter

- Bi-weekly and breaking news updates on project developments



WISCONN VALLEY NEWS

The Wisconn Valley News is published every other week and designed to keep interested individuals up to date on Foxconn construction plans, infrastructure improvements, traffic pattern updates, and more. Local elected officials, suppliers, contractors and members of the public are encouraged to turn to the Wisconn Valley News for the latest project status, road updates, next steps, and interesting facts. When appropriate, special bulletins will also be distributed to ensure the most timely information possible.



Project Status



In November, Governor Scott Walker and Foxconn Chairman Terry Gou signed an agreement to bring a \$10 billion world-class advanced manufacturing campus and 13,000 jobs to Wisconsin. This project, called Wisconn Valley, is a once-in-a-lifetime opportunity, expected to have a transformational effect on our entire state.

Following the signed contract, Foxconn Technology Group deposited \$60 million to purchase land in Mount Pleasant between WIS 11 and County KR. The project is underway and work is moving forward to create a campus that will build 7 million LCD units a year in Wisconsin. Foxconn is finalizing the design and construction plans for the campus, while state and local governments are working to finalize plans for water, sewer, and roadways.



Information Session:

Foxconn's Industrial Construction Work in Phase 1 of Area 1
of Wisconn Valley Science & Technology Park

April 2018

A 3D architectural rendering of a large industrial facility, likely a Foxconn factory. The building is shown in a light gray color with a blue "FOXCONN" logo on the side. The rendering includes various structures, including a large rectangular building and several cylindrical tanks. The scene is set against a background of a landscape with trees and a road. A large, semi-transparent blue arrow points from the top right towards the building.

FOXCONN

Gilbane Building Company and M+W Group

M+W GROUP



1912
established



Leading global
clean room builder



\$3.1 billion
annual revenue



Present in **30+**
countries



Gilbane M+W GROUP

Committed to building a
**World Class Science
& Technology Park**
and put
Wisconsin First!

Gilbane

FOUNDED IN
1873



with family ownership,
leadership & values
spanning over **140** years.



INTEGRITY

remains **#1** core
our value

as ranked by our clients

\$5 Billion
ANNUAL REVENUE



#1

Largest
Milwaukee-Area
Construction Firm

Business Journal of Milwaukee (2017)



Working in Wisconsin since
1978 with an office located
in downtown Milwaukee

280 **2,800**
REGIONAL GLOBAL
STAFF STAFF

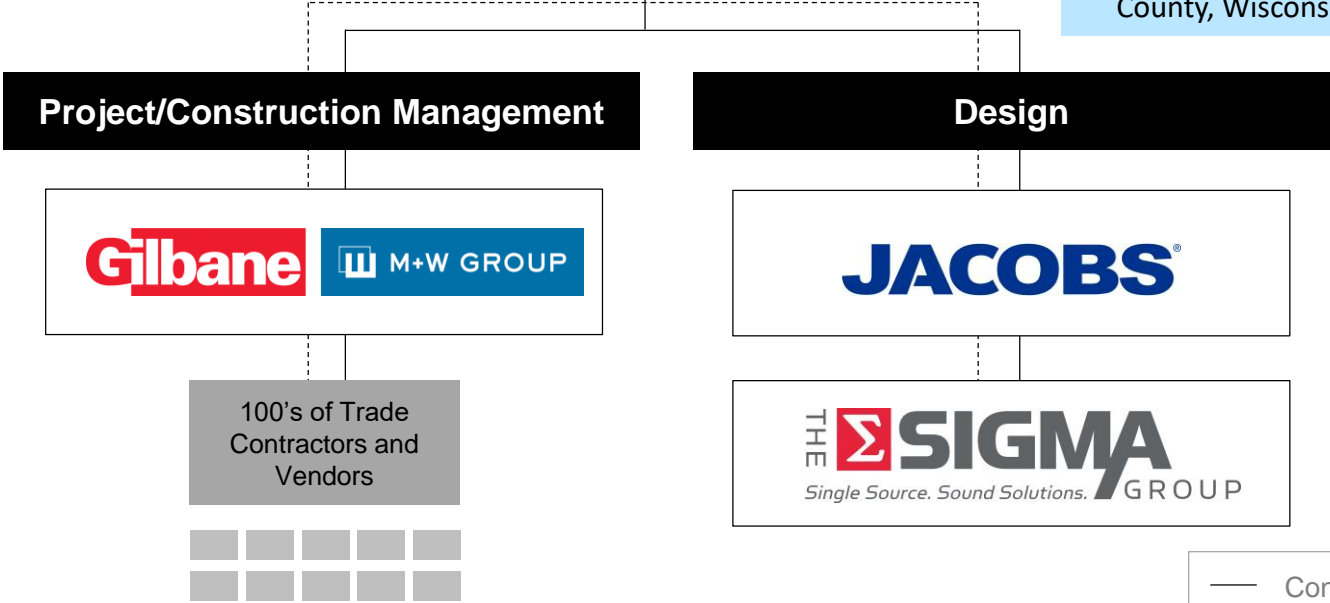
Project Structure

FOXCONN

**SIO International
Wisconsin, Inc.**

The Wisconsin
Economic Development
Corporation Agreement

Development
Agreement Village of
Mount Pleasant, Racine
County, Wisconsin



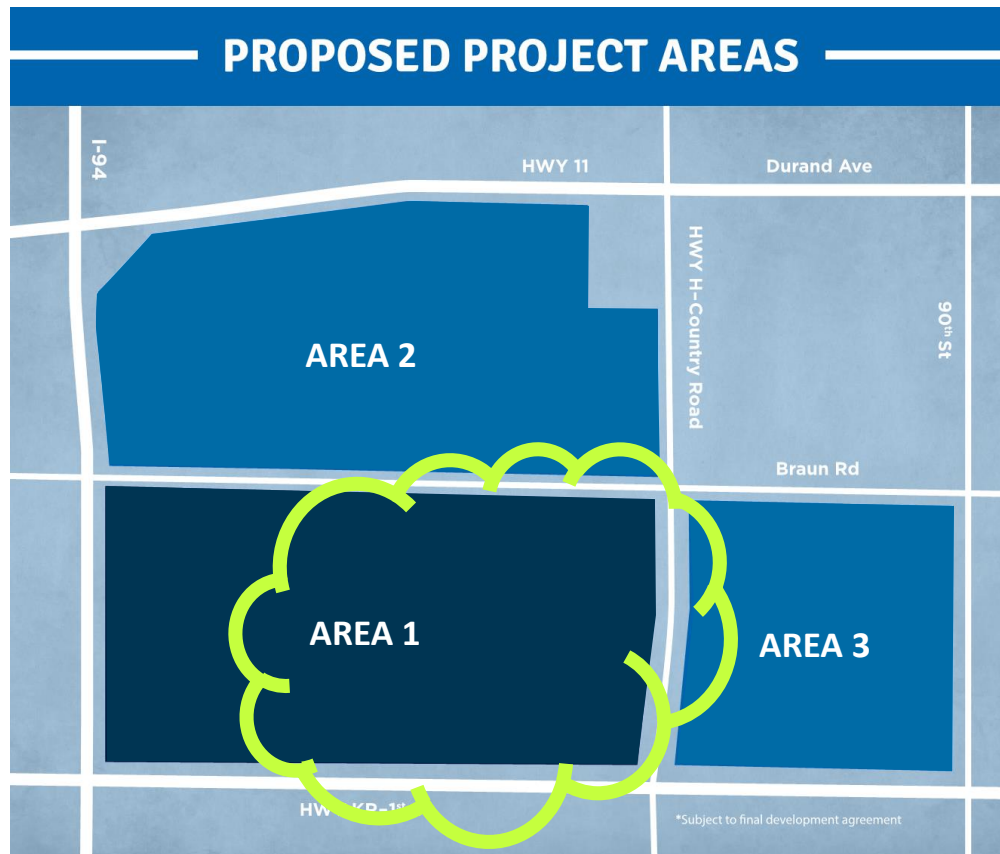
— Contractual Relationship
- - - - Information flow

Foxconn's Industrial Construction Work on Phase 1 in Area 1 of Wisconn Valley Science & Technology Park

- Foxconn construction work will begin on **Phase 1 in Area 1 of the Advanced Display Manufacturing facilities in 2018**
- Phase 1 consists of approximately **1,000 acres of site work and the construction of multiple buildings**
- Phase 1 construction work, which will **begin in spring 2018**, is anticipated to be **site work, material procurement, and temporary logistics preparation**
- **Vertical building construction work** is anticipated to **start in late 2018 or early 2019**
- **Procurement (bidding)** for subcontractors, vendors, suppliers and professional services firms will **follow a clear and detailed process with good faith efforts to place Wisconsin First** while **building significant capacity in both workforce and businesses**

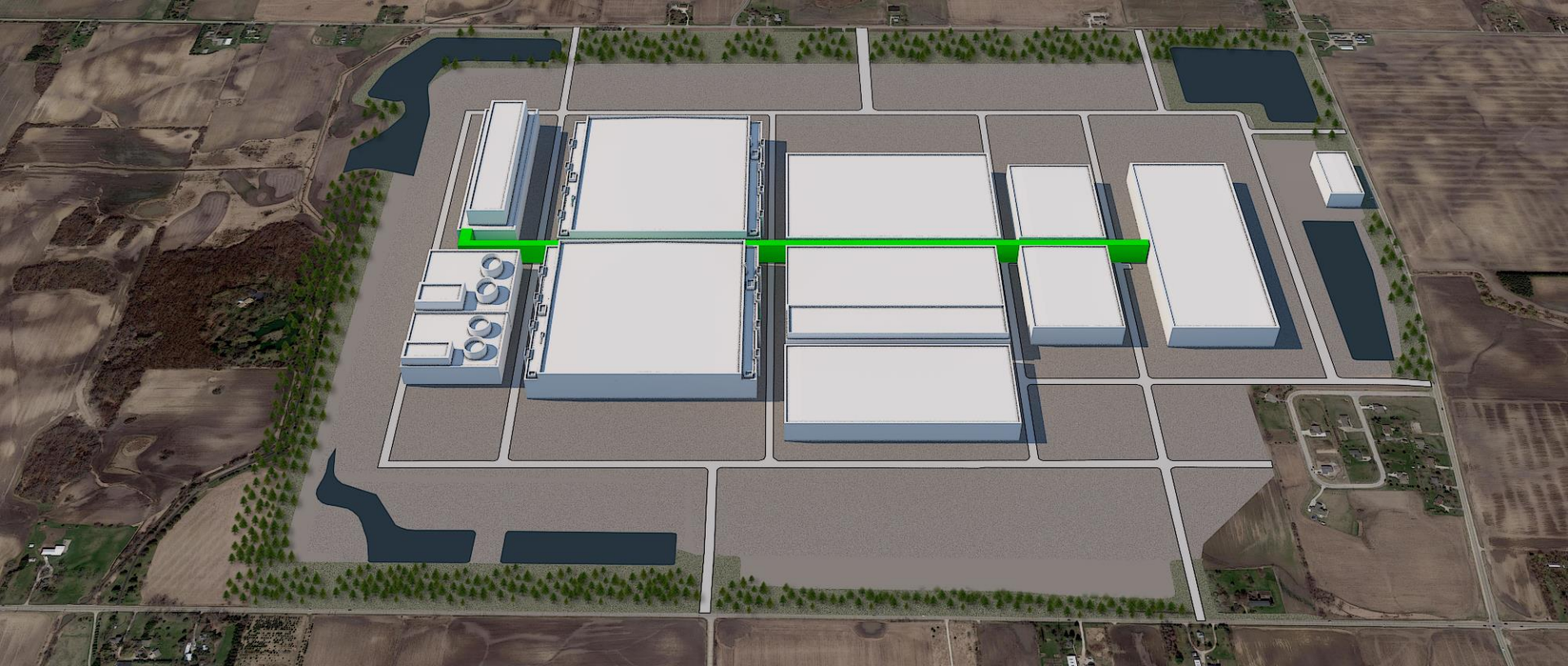
Site Areas

Phase 1 of Area 1



Phase 1, Area 1 Master Plan

Advanced Technology Display Facilities



Site Development of Masterplan

Phase 1 of Area 1 – Mass Grading and Stormwater Management



Schedule

Process Programming

- October 2017-June 2018

Full Release of Professional Team

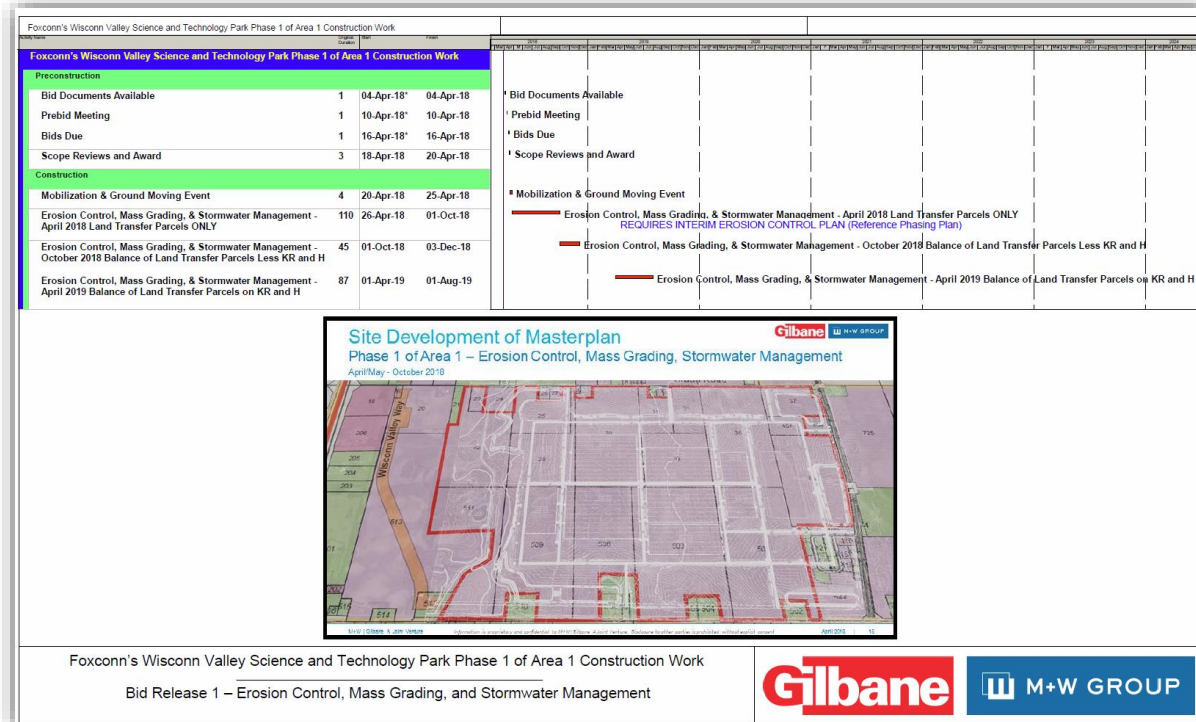
- April 2018

Phase 1, Master Plan, Sitework, Infrastructure, Logistics

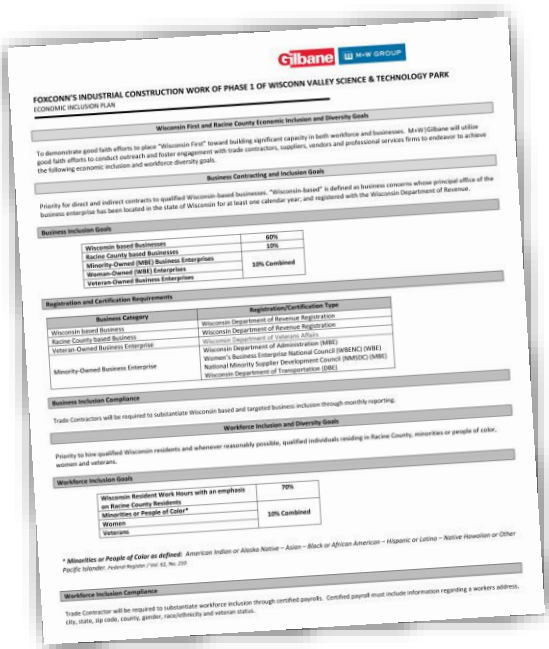
- April/May 2018 Start

Phase 1, Advanced Display Manufacturing Facilities Foundations

- Late 2018/Early 2019



Wisconsin First and Racine County Economic Inclusion and Diversity Goals



Business Contracting and Inclusion Goals

Wisconsin based Businesses	60%
Racine County based Businesses	10%
Minority-Owned (MBE) Business Enterprises	10% Combined
Woman-Owned (WBE) Enterprises	
Veteran-Owned Business Enterprises	

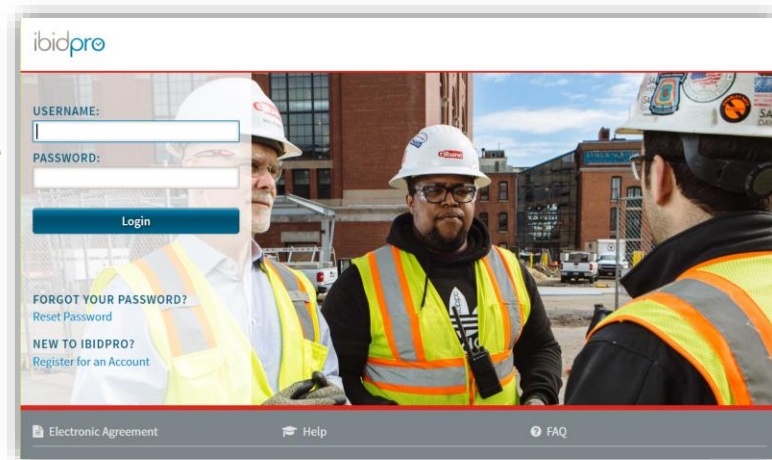
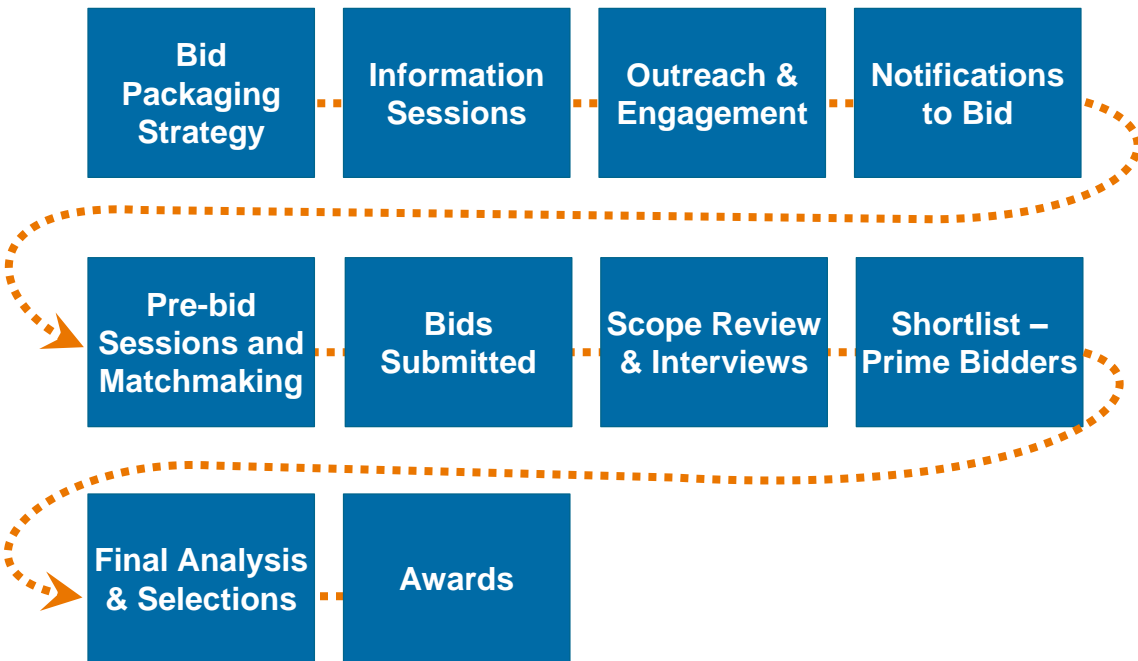
Workforce Inclusion and Diversity Goals

Wisconsin Resident Work Hours with an emphasis on Racine County Residents	70%
Minorities or People of Color*	10% Combined
Women	
Veterans	

Gilbane Building Company and M+W Group will deploy best efforts through robust outreach, procurement and construction practices to achieve the goals for the construction projects awarded for their work in the Science and Technology Park.

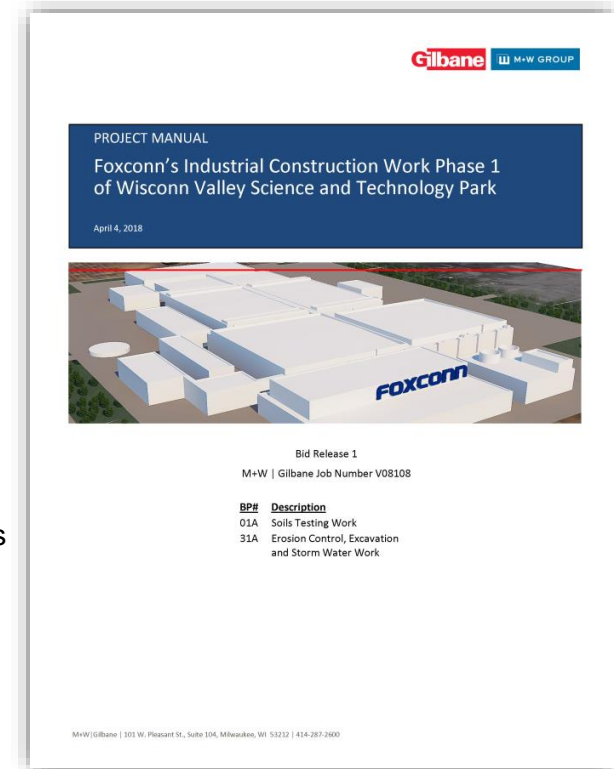
Procurement Process

Contractor/Vendor Procurement



Robust, Detailed, Bidding Documents

1. Proposal Form (issued via ibidpro)
2. Invitation to Bid
3. Confidentiality Agreement
4. General Instructions to Bidders
5. Project Schedule
6. Advanced Planning & Scheduling Procedures
7. Site Logistics and Phasing Plans
8. Rules and General Scope of Work
9. Economic Inclusion Plan and Forms
10. Sample Trade Contract Agreement
11. Supplemental Conditions to Trade Contract Agreement
12. Sample Performance and Payment Bond Forms
13. Insurance Requirements
14. Billing Procedures with Textura Information
15. Cost Segregation
16. Project Safety Plan
17. BIM Guide (Standards)
18. Software Utilization
19. Project Quality Plan
20. Waste Management Plan
21. Geotechnical Report
22. Survey and Right of Way Control Exhibits
23. Drawing and Specification Log
24. Cash Flow Template
25. Manpower Projection Template
26. For Information Documents




Scope Review Example

Detailed Bid Comparison and Scope Review

- Wisconsin First Economic Inclusion
- Pricing Breakdown
- General Items
- Specific Scope and Quantification
- Resources and Schedule
- Unit Prices
- Workforce and Cash Flow
- Terms & Conditions

Flying Eagle 8.1.8 Array Building		
M+W Gilbane		Trade: 03A Concrete
Requested Scope		Name: XXXXX
REVISED SCOPE REVIEW 12/1/2017		Telephone: 920-924-2900
BASE BID		Email Address: XXXXXX@XXXXX.com
		Company: XXXXX Construction
Trade: 03A Concrete		
General:	Included or Excluded	Enter Yes or No and Exclusion
1 Specified products and manufacturers (no substitutions)	Inc.	Yes
2 Tax INCLUDED	Inc.	Yes
3 Onsite gen. liability and w/c insurance included	Inc.	Yes
4 Addenda No's: <u>1</u> , _____, included	Inc.	
5 RFI's <u>1</u> , <u>2</u> , <u>3</u> , _____, included	Inc.	Yes
6 Performance and Payment Bond EXCLUDED	EXCL.	Yes
7 Experience Modification Rate (EMR) <1.0 (provide EMR score) Each Trade Contractor shall include all clean-up of their own materials, waste and debris on a daily basis. This Trade Contractor is responsible for his own clean-up. Clean-up includes sweeping, where required, to completely remove created debris. Pick-up debris immediately, breakdown cartons and dispose of properly. Clean-up is a contractual requirement and no written notification will be provided in the event of non-compliance.	EMR	0.53
8 It is planned that this project will be seeking LEED Certification from the U.S. Green Building Council. To facilitate that submission, this Trade Contractor shall cooperate and provide all necessary documentation (i.e. cost breakdowns, material recycled content certification, and material origin certification) relevant to the work of this bid package	Inc.	Yes
9 Coordination with other trades including 15 minute preshift meeting, weekly foreman coordination meetings, and weekly project manager meetings	Inc.	Yes
10 Submittals, RFI's and Daily Reports shall be provided via Gilbane's I-build Management Software	Inc.	Yes

Recommendation of Award Example


 July 6, 2017
 Mr. XXX
 Foxconn
 Racine, WI

 RE: 8.1.8 Phase I - Array Building

 Subject: Recommendation to Award
 Concrete Work

 Dear _____

 Based on the results of the bids received on December XX, 2017, we recommend approval to award a contract to the following firm for the amount listed:

Firm	Bid Amount
XXXX Corporation	\$55,279,000.00
XXXX Corporation	\$55,500,000.00
XXXX Corporation	\$56,770,000.00
XXXX Corporation	\$57,125,000.00
XXXX Corporation	\$57,459,000.00
XXXX Corporation	\$57,909,000.00

 Attached please find a bid comparison spreadsheet that summarizes the bids received. Please note that two of the five firms invited to submit proposals declined. M+W | Gilbane has the original bid proposals on file in our office. Please advise if you wish to receive a copy.

 The recommended Contractor carries the appropriate coverage amounts for Professional and General Liability Insurance as required in the Bid Documents. Additionally, they have worked with M+W | Gilbane on other projects.

 Please indicate your approval of the above by signing below and returning a copy to our office. Upon approval we will issue a contract agreement to XXXX Corporation and schedule the Concrete work on the Array Building.

Flying Eagle Phase I
 Array Building Bid Package #03A Concrete Work
 Recommendation to Award
 XX/XX/XXXX

If you have any questions or require additional information, please do not hesitate to call

Sincerely,

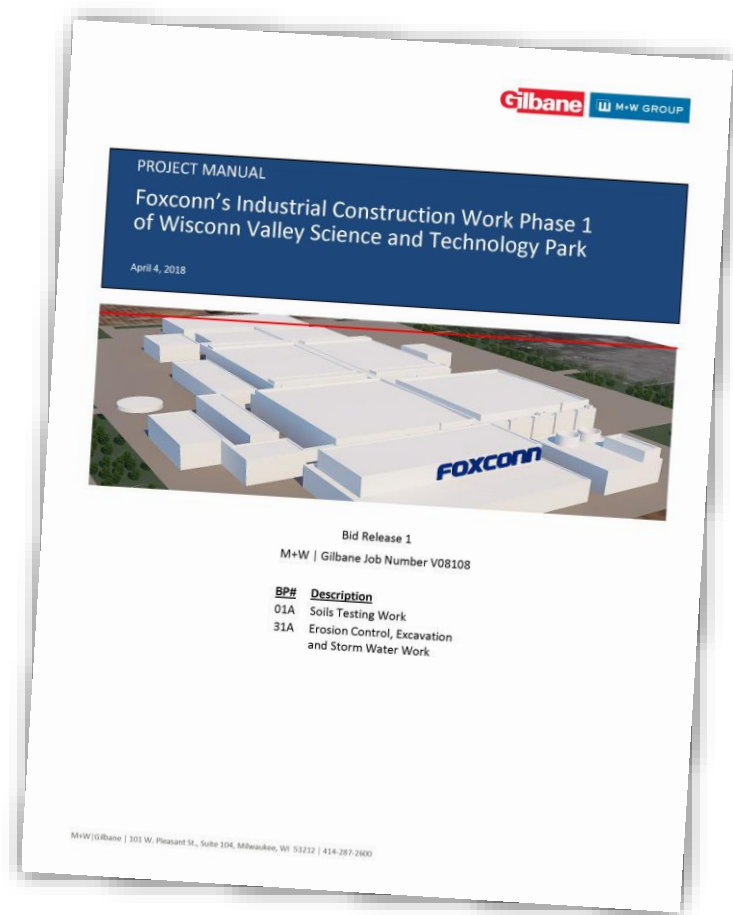
M+W | GILBANE A Joint Venture
Approved by: _____
(Foxconn)

Allen Ware
 Adam Jelen
 Project Principals
 Date: _____

cc: Project Purchasing Files
 Project Management and Field Staff

Key Terms and Conditions

- Wisconsin First goals
- 30 day payment terms, with monthly draws
 - **Bi-monthly draws will be processed where need is demonstrated and requested at the time of bid**
- Foxconn's purchases of real property improvements, building materials, supplies, equipment, and landscaping services are exempted from Wisconsin sales and use tax
- Industry standard agreement terms and conditions

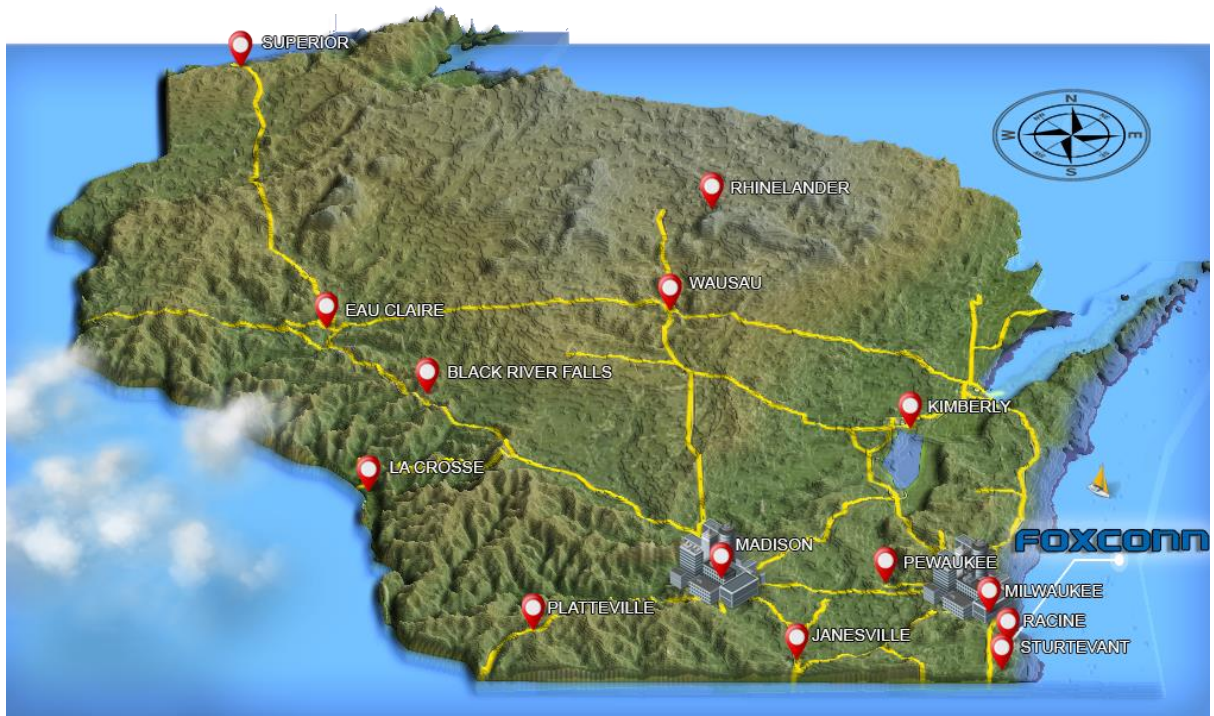


Next Steps

Bid Releases

- Release 1: Ground Moving and Site Development Q2 2018
- Release 2: Logistics and Temporary Facilities Q2-Q3 2018
- Release 3: Site Utilities and Roadways Q3-Q4 2018
- Release 4: Long Lead Material and Equipment Q3-Q4 2018

Construction Information Sessions*



April 3	Tuesday	Sturtevant
April 4	Wednesday	Platteville
April 6	Friday	Kimberly
April 9	Monday	Madison
April 9	Monday	Janesville
April 10	Tuesday	Racine
April 12	Thursday	Superior
April 13	Friday	Rhineland
April 16	Monday	Wausau
April 16	Monday	Eau Claire
April 17	Tuesday	Black River Falls
April 17	Tuesday	La Crosse
April 19	Thursday	Pewaukee
April 19	Thursday	Milwaukee

*Schedule and locations as of April 3, 2018 and subject to change

Wisconn Valley Website

Information Resources

Wisconnvalley.wi.gov

Primary site for contractors to engage with public infrastructure and building construction

Wisconnvalley.wi.gov/newsletter

Bi-weekly and breaking news updates on project developments

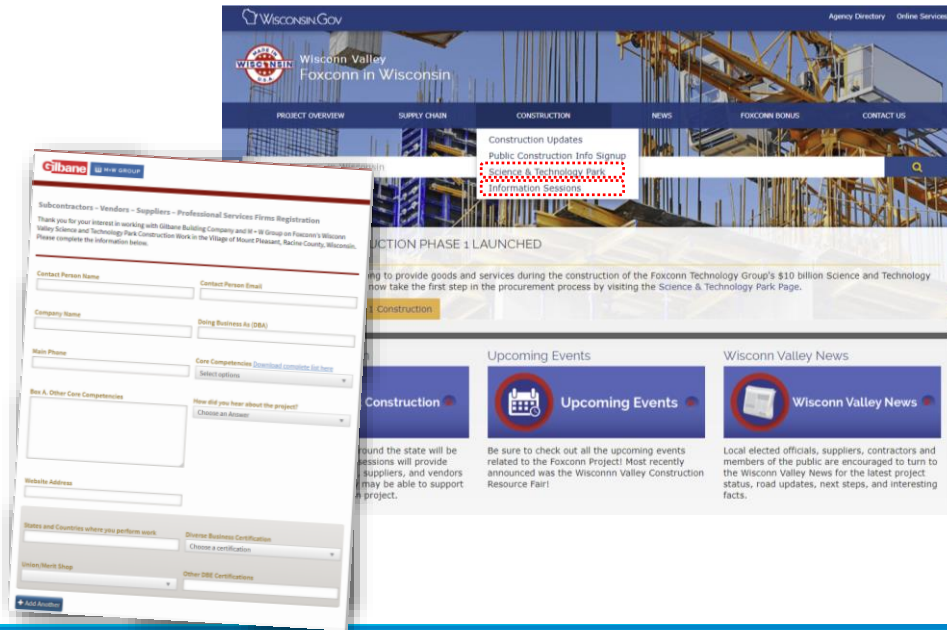
Wisconnvalley.wi.gov/Pages/General-Info-Sessions.aspx

Details on information sessions throughout the state

Foxconn-construction.gilbaneco.com

Register with M+W|Gilbane to receive automatic bid alerts and information on pre-bid and matchmaking sessions.

In order to ensure a fair and open process, everyone is asked to follow the process.



Thank You!

Questions and Answers

