



The BOLT

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ASSOCIATED GENERAL CONTRACTORS — EL PASO CHAPTER

IBWC: "Our Construction Bids Go Begging"

\$50,000,000 in Work Planned for Local District



- **IBWC contact:**
HUGO WHITE
4171 North Mesa
Suite C-100
El Paso, Texas 79902
915-832-4711
- Engineering Safety Consultants (ESC) a new member, has offered us their training resources/services through December at NOCOST to members! Call us if you need training in specific areas.
- The next AGC-TBB Texas Safety Forum meeting will be held in Houston on September 3-4 to consider what OSHA is planning for 2010 and especially the possible trajectory for the proposed Crane Safety bill which is already heating up for 2011.

Hugo White doesn't mind talking about construction projects available at the International Boundary and Water Commission (IBWC) in El Paso. But as Supervisory Procurement Analyst for the organization, he chafes a bit when the IBWC gets criticized for not giving construction contracts to local companies.

"I do not understand why local companies tend to shy away from our bids. We make every effort to get local companies involved but the result is disappointing," said White. At a recent luncheon sponsored by the Greater El Paso Chamber, White spoke to a group of local business owners (including a few AGC members) and related the story of what happened when the IBWC recently solicited bids for work on one of its water systems outside of El Paso. "From the bid solicitation, we got five inquiries, but only one from an El Paso Company. When we opened bids, we got only three, none from El Paso and only one that met

all requirements," he said. White said that the winning bid came from an Alaskan company and that the president of the company came to the bid opening and expressed his great pleasure at the opportunity to do business with the IBWC. He then asked rhetorically, "We have millions of dollars in federal contracts to award. Why don't El Paso companies want to bid on these jobs?"

The discussion that followed proposed several reasons for why El Paso companies shy away from federal government contracts. One is the paperwork required on federal jobs, a second is time required to get paid and a third is the most intriguing. It was suggested that for undisclosed reasons El Paso based companies don't like to take on projects that take them more than 50-100 miles outside the city limits.

White's reaction was predictable. He asked if this was true, what motivates an Alaskan company to travel 2000 miles to

get this job, when local companies don't want to travel 100-200 miles to do the work in their own backyard?

There is always more to the story but El Paso based companies need to step to the fore with the IBWC to ensure they get their share of construction work from the federal agency. White revealed the IBWC has \$50 million worth of work that it will bid out in the next few months. Persons interested in working with the IBWC can check on pending bids at fedbizopps.gov.

In the current business climate, where billions of dollars in government spending is poured into the nation's economy in an effort to create jobs, local companies may have to put aside their distaste for federal paperwork to take advantage of these opportunities which as White says are "going begging." TB

Did You Know?

- **Stimulus \$\$ for the nine local school districts could top \$50-\$70 million. Qualifying building envelope work includes roofs, windows, doors & HVAC.**
- **The City of El Paso needs contractors for a weatherization program funded by federal stimulus \$\$.**

A Fair Share The biggest and most often recurring complaint from EL Paso based contractors is that they have been shut out of the massive \$5 billion worth of construction projects at Ft. Bliss while larger, national companies are getting all the work. Your AGC Chapter office has been working behind the scenes with several local organizations in an effort to try and find some form of remedy for our local members. We may have some help.

Between now and the end of August, your AGC Chapter Office will notify members of a sit down meeting with Prime Contractors at Ft. Bliss to search out ways for local companies to work with these large GC's on the massive projects at the base. We will co-sponsor this meeting with the Greater El Paso Chamber of Commerce in an effort to provide a win-win solution. What is certain is that the large out of town construction companies will continue to get the Prime Contracts because of size, experience and bonding capacity. But there are opportunities for local companies for work on the base which can develop by building relationships with the large GC's/Primes. That is our goal, to help our members find ways to get a piece of the pie. TB



NEW MEMBER CORNER

ASSOCIATED GENERAL CONTRACTORS EL PASO CHAPTER

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El Paso, Texas 79922

Phone: 915-585-1533

Fax: 915-585-1622

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Dan and Jack Darbyshire of **Darbyshire Equipment Company**, a storied El Paso company, gave me a warm welcome when I delivered their new member plaque at their site in Anthony.

Our webpage is drawing a lot of hits. Find it at

< agcelpaso.org >



◀ Allied Paving has been in operation since 1957. L-R Sal Chacon-General Superintendent, Bert Borsberry-President, Dale Swopes-Accountant & Lucian Quintero-Estimator.

Let's Hit the Links!

At press time, our 10th annual AGC Golf Tournament & Fundraiser was being held. Early reports indicate a record number of our members were signing up for teams for themselves and their customers.

Watch the next issue of **The Bolt** for pictures, results and more!

▶ Mike McQueen, Managing partner at the **Kemp Smith Law Firm**, one of the city's top law firms, received the firm's new member plaque from AGC Executive Director Larry Trejo



Report from the State Capital



AGC TBB 2009 Chapter PAC Goals

Mike Chatron, President of the Texas Building Branch, or state chapter, has issued the latest update on contributions to the state PAC (Political Action Committee). The current business climate has impacted collections but we believe that it is of vital importance that AGC El Paso be represented at the table. We will announce a 4th quarter event to help us raise our fair share.

See chart to right ▶

The Green Spot The Bolt editor has heard from Ft. Bliss Prime Contractors that El Paso does not have enough LEED certified personnel. Here's a list of events/contacts that can help you become "green."

- **ECO El Paso** A local seminar on Green Building techniques, including commercial applications. October 15th— Camino Real Hotel. Contact
- **LEED AP** (accredited professional) can be achieved on-line. Go to < usgbc.org >
- **Green Building Grant** Up to \$400K available to Builder/Developer for LEED certified building. Email Ernesto Gamboa @ GamboaEX@ElPasoTexas.gov
- **USGBC Chihuahuan Desert Chapter: Next meeting August 25.** Location TBA.

	2006 ACTUAL	2007 ACTUAL	2008 GOAL	2008 ACTUAL	2009 GOAL	2009 ACTUAL
AUSTIN	7840	8018	8110	9732	9,212	6,100
CENTRAL TX	3681	3681	3750	4540	4,262	6,000
EI_PASO					3,025	
HOUSTON	33550	33550	36910	44300	41,938	50,000
PANHANDLE	3520	3520	3870	4830	4,400	3,600
RGV	5170	5170	5690	6828	6,462	3,300
SAN ANTONIO	9000	9900	10890	10890	12,375	5,000
SOUTH TX	3520	3520	3870	4644	4,400	4,410
SOUTHEAST TX	2420	2420	2680	2650	3,025	
TEX*	40000	40000	40900	49000	45,475	50,001
WEST TX	4375	2315	4350	5380	4,950	500
TBB-AGC	1284	1296	700	920	800	800
TOTALS	114380	113390	121700	143,724	141,324	129,711