Information Session:
Foxconn’s Industrial Construction Work in Phase 1 of Area 1 of Wisconn Valley Science & Technology Park

April 2018
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 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/stndspec/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

- 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/](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.
Visit WisDOT

- Roadway information please visit: www.projects.511wi.gov/
- Bid letting information please visit: www.wisconsindot.gov
Diverse talents and skills of Wisconsin’s business and workforce, including emerging businesses and under-represented workers, are essential to maximize Wisconn 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
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

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 patterns, and other news. For the latest project status, road updates, real-time news, and interesting facts, we encourage our readers to turn to the Wisconn Valley News for the latest project status, road updates, real-time news, and interesting facts. Where appropriate, special updates 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 reportedly invested $300 million to purchase land in Mount Pleasant between I-94 11 and County K. The project is underway and work is moving forward to create a campus that will be able to accommodate 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
Gilbane Building Company and M+W Group

1912 established

Leading global clean room builder

$3.1 billion annual revenue

Present in 30+ countries

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

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

Largest Milwaukee-Area Construction Firm


INTEGRITY remains our #1 core value as ranked by our clients

$5 Billion ANNUAL REVENUE

Founded in 1873 with family ownership, leadership & values spanning over 140 years.

Leading global clean room builder

Leading global clean room builder

Present in 30+ countries

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

Information is proprietary and confidential to M+W|Gilbane A Joint Venture. Disclosure to other parties is prohibited without explicit consent

April 2018
Project Structure

SIO International Wisconsin, Inc.

Project/Construction Management

- Gilbane
- M+W GROUP
- 100’s of Trade Contractors and Vendors

Design

- JACOBS
- THE SIGMA GROUP

Contractual Relationship

Information flow

The Wisconsin Economic Development Corporation Agreement
Development Agreement Village of Mount Pleasant, Racine County, Wisconsin
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

PROPOSED PROJECT AREAS

AREA 1
AREA 2
AREA 3

*Subject to final development agreement
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
## Business Contracting and Inclusion Goals

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Goal Percentage</th>
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<tbody>
<tr>
<td>Wisconsin based Businesses</td>
<td>60%</td>
</tr>
<tr>
<td>Racine County based Businesses</td>
<td>10%</td>
</tr>
<tr>
<td>Minority-Owned (MBE) Business Enterprises</td>
<td>10% Combined</td>
</tr>
<tr>
<td>Woman-Owned (WBE) Enterprises</td>
<td></td>
</tr>
<tr>
<td>Veteran-Owned Business Enterprises</td>
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## Workforce Inclusion and Diversity Goals

<table>
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<tr>
<th>Goal Description</th>
<th>Goal Percentage</th>
</tr>
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<tbody>
<tr>
<td>Wisconsin Resident Work Hours with an emphasis on Racine County Residents</td>
<td>70%</td>
</tr>
<tr>
<td>Minorities or People of Color*</td>
<td>10% Combined</td>
</tr>
<tr>
<td>Women</td>
<td></td>
</tr>
<tr>
<td>Veterans</td>
<td></td>
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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

- Bid Packaging Strategy
- Information Sessions
- Outreach & Engagement
- Notifications to Bid

- Pre-bid Sessions and Matchmaking
- Bids Submitted
- Scope Review & Interviews
- Shortlist – Prime Bidders

- Final Analysis & Selections
- Awards
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
Recommendation of Award Example

July 6, 2017

Mr. XXX
Financer
Racine, WI

RE: K1.8 Phase I - Army 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:

<table>
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<tr>
<th>Firm</th>
<th>Bid Amount</th>
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<tbody>
<tr>
<td>XXXX Corporation</td>
<td>$555,370,000.00</td>
</tr>
<tr>
<td>XXXX Corporation</td>
<td>$555,590,000.00</td>
</tr>
<tr>
<td>XXXX Corporation</td>
<td>$556,770,000.00</td>
</tr>
<tr>
<td>XXXX Corporation</td>
<td>$571,125,000.00</td>
</tr>
<tr>
<td>XXXX Corporation</td>
<td>$572,415,000.00</td>
</tr>
<tr>
<td>XXXX Corporation</td>
<td>$579,640,000.00</td>
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Awarded please find a bid comparison spreadsheet that summarizes the bids received. Please note that two of the five items listed to submit proposals are identical. 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 carry the appropriate coverage amounts for Professional and General Liability insurance as required in the RFI 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 Army Building.

Sincerely,

M&W | Gilbane A Joint Venture

Approved by: 
(Your Name)

Allen Ward
Adam Jten
Project Principals

[Signature]

Project Purchasing Files
Project Management and Field Staff

[Signature]
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  Rhinelander
- 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