Is the Mohawk Valley Health System (MVHS) using local contractors to help build the new regional medical center? What’s the process for determining which firms will be selected to work on the site?

There is a comprehensive procurement process, conducted by our construction partner Gilbane Building Company, to engage the broad range of contractors required to construct the new regional medical center, including those that are qualified local, minority-, women-, and veteran-owned businesses. The first step of the process is reaching out to contractors to generate interest in submitting a proposal. These contractors are identified from multiple sources, including:

- Firms that have previously worked with MVHS or were included on the list by MVHS
- A large database of contractors that have prequalified with Gilbane and have worked with the company on previous projects
- The NYS Minority and Women-Owned Business Enterprises (MWBE) Directory of Certified Firms
- Firms referred to Gilbane by the City of Utica or Oneida County
- Firms that have attended Contractor Information Sessions that began in Utica and are being held in a number of Upstate New York communities
- Firms that have learned about the project and contacted Gilbane directly.

If a firm is interested in submitting a proposal directly to Gilbane for prime trade contracts (such as site preparation and excavation), its representatives need to be prequalified by Gilbane. Prime trade contractors are prequalified based on a safety record, project experience and financial review.

If a firm wants to submit a proposal to be a subcontractor to prime trade contractors, it can also contact Gilbane, providing information about its business capabilities and interests. Gilbane will assist these firms by referring their interest and contract experience to firms that have submitted proposals to be prime trade contractors. **This outreach process is particularly designed to assist qualified smaller minority, woman or locally-owned businesses find contracting opportunities on the new regional medical center.**

Proposals are reviewed by Gilbane, the architecture and/or engineering firms associated with the project, Hammes and MVHS. The most competitive and responsive proposals are interviewed in Scope Review meetings including those same reviewers to ensure a comprehensive understanding of expectations, requirements and schedule.

A similar competitive process was followed by MVHS during pre-construction to select a contractor for abatement and demolition. The contract was awarded to a firm large enough to be able to conduct abatement and demolition of all 24 buildings in the medical center building footprint. A second competitive process will be conducted for the abatement and demolition for the 26 buildings outside the medical center building footprint.
Proposals are being sought for specific phases of the medical center construction. The timeframe for submission of proposals for key phases of construction is from October 2019 to May 2020. If you or someone you know is interested in proposing, please contact Richard Warnke, Gilbane Chief Purchasing Agent, at RWarnke@GilbaneCo.com.

It’s also important to remember that there are a number of major construction projects occurring in our region at the same time that we are building a new regional medical center. As noted in a Times Telegram article this past Sunday, “…there’s a building boom with projects from lofts and apartments to new hotels and new dorms at SUNY Polytechnic Institute in Marcy already underway … And much bigger projects are coming soon, including the new downtown Utica hospital, the Nexus Center in Utica and the wafer fabrication facility at the Marcy Nanocenter.” That means competition for skilled contractors and those in the trades, which will require organizations such as MVHS and Gilbane to expand their outreach into other Upstate areas to raise awareness of the new medical center among contractors that may not have otherwise heard about it.