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TIPS CONSTRUCTION NEWS

A quarterly newsletter brought to you by the TIPS Construction Team

VOL.1, ISSUE 1

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Top stories in this newsletter



In the news

Welcome to our quarterly email. Read the latest news and events happening in the TIPS Construction community.



Compliance Corner

Learn more about TIPS contract numbers and things to keep in mind as you are writing or receiving TIPS proposals.



Project Spotlights

Read more about some exciting TIPS Construction projects and hear from the people involved.



Talk with Tara

Hear from Tara Adams on the latest training, onboarding, webinars, and business development.

Upcoming TIPS Facility Bids

The following categories are set to bid:

May 5, 2022

Disaster Restoration
Elevators

June 2, 2022

MRO (Maintenance, Repair and Operations of Facilities)

For a complete list of bid opportunities go to the [TIPS eBid System](#).

In the news



Welcome to the first **TIPS Construction** quarterly newsletter. Our team hopes to provide you with valuable information about TIPS, TIPS Construction news and support, TIPS Construction agency usage, and other marketplace information.

Next month **TIPS-USA** will celebrate 20 years since we bid our very first purchasing cooperative contracts.

I can remember being asked by the Executive Director of **Region 8 Education Service Center**, the lead agency for TIPS, to meet with a guy named Jay Bauman while I attended the TASA/TASB Mid-Winter Conference in Austin, Texas in January of 2002. I had no idea who Jay Bauman was, or what the meeting was about, but attended the breakfast meeting at the Four Seasons Hotel. I learned during the meeting that Jay was a former contractor to the TCPN Purchasing Cooperative in Houston, Texas that was sponsored by Region 4 ESC. Jay was wanting to create another purchasing cooperative like TCPN (now a part of the OMNIA Partners contract offerings) but needed a lead agency to start the venture. That January 2002 morning TIPS was born,

well not actually. It was born at the February 2002 board meeting of Region 8 ESC. The first contract categories were bid in April of 2002. One of the original TIPS Vendors was CDW-G. Today **CDW-G** is the number one TIPS vendor in sales to our membership. The number one construction vendor for the current year is **Ameresco**.

My path with TIPS has been many. For the first seven years I ran the internal operations in my role as Deputy Executive Director of Region 8 ESC. In the beginning we had 3 people on staff; me, my secretary Kim Thompson and our outside consultant, Jay. Today there are 35 individuals that work on the **TIPS Team**. I retired from Region 8 ESC in November of 2009. I then contracted with Region 8 ESC to be the TIPS National Coordinator. And in 2012 my role changed to one that manages and develops our construction contracts.

Today in my role as Vice-President of Construction, I am very proud of the **TEAM** that we have put together to serve our construction vendors, and more importantly our member agencies. We pride ourselves on **COMPLIANCE**. We are also very proud of our customer support that our team provides to both members and vendors. Cooperative construction contracts can be hard to navigate at times, and we hope that you reach out for guidance on your next project.

- David Mabe

Compliance Corner



Greetings Awarded Vendors!

Welcome to the first installment of the compliance corner. Here, we will hopefully give you some insight and tools to aid you with your understanding of a **compliant proposal** to further aid in streamlining of the potential purchase using a cooperative contract.

In this installment our focus is on the TIPS contract number. In the past few months, we have had a large turnover of our contract numbers, including but not limited to, 210603-Roofing 01 & 02, 211001-Job Order Contracting, 220107-Trades, Labor, and Materials 1&2, and the 220106-Comprehensive HVAC 1&2.

Our team is still seeing old contract numbers referenced on proposals dated well past the expiration dates of old contracts. As new contracts are awarded, the awarded vendor must remember to update the contract numbers in the proposals accordingly with the new contract numbers.

Here are a few of things to keep in mind as you are writing or reviewing proposals:

- Contract numbers **MUST BE EASILY VISIBLE** and can be implanted anywhere within your proposal document.
- If the vendor holds multiple contracts, they must **REFERENCE ONLY ONE CONTRACT NUMBER**. The contract referenced must be the most applicable contract number for the scope of work being proposed. This also points our compliance team to the correct pricing structure for the proposal that they have provided.
- The vendor must **HAVE PRICING DOCUMENTATION READILY AVAILABLE** for the compliance team when it is requested. The pricing documentation must match the pricing documentation that is on file for the referenced contract. (More to come on this in later installments)

For those not familiar with the process, the **TIPS Purchase Order Procedure** will aid the vendor and the potential member agency with the steps necessary while going through our purchasing process. If you are unsure of the contract numbers you can visit the vendor page on the **TIPS Website** to locate the most current contract number. If you have any questions, please do not hesitate to reach out to the **TIPS Construction Team**.

TIPS Project Spotlights



Byrne and Jones Construction Project Spotlight

Project Overview:

Westville High School in Westville, IL

Shared on [LinkedIn](#)

Full Excavation/Demolition of their existing track, field, and bleachers and full rebuild into an 8-lane all-weather running track, synthetic turf football field and new home and visitor bleachers and press boxes.

Install full synthetic turf baseball and softball fields.

Quote from Joseph Schuit, Byrne and Jones Construction Territory Manager:

"Westville High School's massive athletic renovations project is a perfect example of how utilizing the purchasing cooperative can save time and money without sacrificing quality. By avoiding the long, costly, and risky process of low-bidding, Westville was able to hire Byrne & Jones directly and quickly to ensure the project was started and completed within their tight timeline. Westville's first contact with B&J was in October of 2020 - we had a full scope and contract in place by December 2020 - started digging in February of 2021 and completed our project by August 2021 for football season. In the scope-development process, Westville was able to utilize Byrne & Jones' vast industry knowledge of sports construction to explore different turf products, equipment uses and bleacher set-ups to build exactly what was best for their athletes and spectators. Westville is a school who knew what they wanted and went out and got it."

Quote from Dr. Seth Miller, Superintendent of Westville School District #2:

"Byrne & Jones did outstanding work for us. In the middle of the COVID pandemic their team continued to meet timelines, budget parameters, and complete work. Superior communication and dependability are the two major reasons we would continue to recommend and use them in the future for similar projects."



Performance Services, Inc. Project Spotlight

Project Overview:
City of Beeville, TX
Shared on [LinkedIn](#)

Phase 1 - **The City of Beeville** replaced all 5,192 of their existing water meters with new “smart meters” that are connected to a secure Advanced Metering Infrastructure (AMI) network. This 21st-century technology provides the City and residents with more visibility into their water usage and resources. For example, one of the features of the new system allows the City to remotely monitor potential water leaks by setting up notifications when water usage exceeds certain thresholds. The project also includes improvements to critical City infrastructure, including new LED lighting, HVAC replacements, building controls, and power conditioning.

Phase 2 - The City of Beeville is also utilizing a Performance Contract to finance critical infrastructure improvements at its wastewater treatment plant. Performance Services is replacing the motor control center, upgrading the bar screen for removal of non-organic materials, upgrading the headworks and grit chamber, installing a new lift station, eight new aeration rotors, four new energy efficient pumps, two new emergency power generators, a new chemical storage tank, rehabilitation of the chlorination chamber and a new SCADA system. This \$14.5 million project is expected to be completed in the Fall of 2022.

Quote from Jim Adams, **Performance Services, Inc.** General Manager:

“Performance Services is an accredited member of the National Association of Energy Service Companies (NAESCO) and a proud member of TIPS. We help our customers create high-performance buildings, optimal working & learning environments, and smart city infrastructure. Solar power is also an integral part of our portfolio of services. Our projects provide guaranteed performance with emphasis on reduced long-term operating costs. Best practices we’ve developed over the past 20+ years has enabled us to provide a unified team approach with successful project results for over 600 customers with construction value of \$2+ billion. We are a local builder with a national reach and a reputation that consistently offers the best value and an excellent customer experience.”

Quote from John Benson, **City of Beeville City Manager:**

“My experience with Performance Services is exceptional. They provide expertise, excellent communication, and project management. I am kept informed, and if I have questions, they are prompt in following up with me. I found our water and wastewater projects to be seamless and am confident recommending them for your next city improvement project.”

Talk with Tara



Welcome to the 1st Edition of the TIPS Construction Newsletter.

As the newest Member of the TIPS Construction Team, I am excited to be part of the most extensive cooperative program assembled providing contracts to the public sector for the facility and construction space.

Having worn all three hats of manufacturer, contractor and public procurement during my 20+ years in the industry has allowed me to build an extensive network and knowledge base to lean on and share with you on an ongoing basis. Every quarter, this section will provide updates on upcoming webinars and podcasts to help you learn how you can be more efficient as both a buyer and supplier.

This schedule is under development and is scheduled to launch July 2022 for the Facility Management and Facility Providers Community, reshaping the Future of FM Hard and Soft Services. The Goal is to Build a Community around the Facilities Industry expanding into an entire spectrum of long-term strategic value and overall service quality.

Look forward to seeing you on an upcoming session!

TIPS Construction

410 N JEFFERSON AVE PMB 226, MOUNT PLEASANT, TX 75455-3937



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