

# ConRAC CONNECTION



## Austin Commercial L.P. Holds Subcontractor Appreciation Breakfast

### VP's Vision

Simeon Terry, MBA, MCA  
Austin Commercial, L.P.  
Vice President of Diversity  
Affairs



As we rapidly approach the end of 2015, I trust and pray that everyone had a wonderful Thanksgiving holiday. We truly have a lot to be thankful for, but let us not forget those who are not as fortunate as many of us. The Thanksgiving and Christmas holidays make this a very special time of the year. Many organizations sponsor food and toy drives for the needy and less fortunate. Let's take a moment and donate our time, services or resources if we can, to help the less fortunate during the holidays .

As you may know, we are looking for various ways to make a positive impact on economic development within our local community as a result of the Tampa International Airport's construction projects. One focus has been our "Workforce Development" program. During the summer, the Tampa Bay Community Advocacy Committee (TBCAC), along with Austin Commercial, sponsored a Job Readiness Workshop in the community. The goal and mission is to assist and help prepare people in the community who are re-entering the job market or changing careers by improving their interviewing and communication skills. The TBCAC in conjunction with Austin Commercial, plan to host a Construction Job Fair in the first quarter of 2016. We are looking forward to participation from subcontractors and other construction entities. The focus will be to address the subcontractors' labor and job specific needs for Tampa International Airport's Consolidated Rental Car (ConRAC) facility and Automated People Mover (APM) projects as well as other jobs that may be available. Providing job opportunities to those here in the community will not only be a big uplift of spirits but will help stimulate our local economic development.

Austin and its Local Community Partners (LCP) will continue to be engaged with the community and many of its local community organizations to address some of the needs within the community. We feel that this project will be a great resource to assist with some of those needs. Let's continue to work together to make a change in the Tampa Bay community...there's still work to be done.

May each of you have a Merry Christmas and a Happy New Year!

## Tampa International Airport ConRAC and APM Projects

### Project Update

Service Center Sites 1 (EHI) and 2 (Hertz) were completed and occupied by the respective car rental companies in September. This cleared the way for the demolition and clearing for the ConRAC garage. The remaining completion of a portion of Service Center 3 (AVIS) is scheduled for occupancy in January 2016.

The stone column foundation installation for the ConRAC is well underway with roughly 60% of the stone column foundations complete. Cap installation follows immediately after, followed by underground utilities and slab on grade preparation. Column steel and formwork have just started the vertical construction of the ConRAC.

Investigative predrilling, pot holing and utility relocations for the guideway structure have been ongoing in four (4) separate areas to allow foundation structure installation for the four (4) separate APM stations and the guideway sections linking each station. Drilled piers, foundations and slab on grade for the on grade portions of the guideway are also well underway.

The reconfiguration of the Post Office parking lot has been completed and Post Office employees have now moved back.

The new temporary Taxi queuing area has been completed and is fully functional. The old Taxi queuing area can now be demolished and open further areas for completion of Service Center 3 and the south end of the ConRAC garage. Extended underground utilities are already underway.

The completed procurement of the structural components of the ConRAC garage, guide way and APM stations, as well as the MEP F/P for the entire project area shifts the focus toward the procurement of the remaining finish trades for each building area.

# Getting To Know The Project Team



Chuong Dang, Scheduler, PSA Constructors, Inc. and his wife, Bich Nguyen

Chuong Dang,  
Scheduler  
PSA Constructors, Inc.

## 1. How did you become employed at PSA?

Last summer, I received an invitation from a friend through LinkedIn, about a position with PSA Constructors, Inc., at the Dallas/Fort Worth International Airport (DFW). I got the job and was assigned to the DFW-Automated People Mover (APM) construction project. I was at DFW for a short period of time. In April, I got transferred to my current position as a scheduler here at Tampa International Airport (TIA) working on the ConRAC/APM projects.

Career wise, I have been involved in the Program/Project Management (Scheduling) arena for over 18 years. I have worked on projects of various types and sizes from private sector to government contracts and energy providers including nuclear.

## 2. What are your responsibilities for the ConRAC/APM project?

My main responsibilities include:

- Meet, discuss, and collect project updates from the subcontractors to generate, incorporate, and maintain the Project Weekly Look-Ahead Construction Schedule.
- Develop and maintain detailed master construction schedules for the program elements. Monitor project progress against an established baseline.
- Provide impact analysis of changes and identify schedule variances. Maintain simplified logic schedules to highlight status of key interfaces for critical path review.
- Recommend corrective actions and work around for schedule variances identified and anticipated.

## 3. Tell us something about yourself that we probably don't know?

I am Vietnamese, the son of a proud South Vietnamese high-ranking Navy officer, and was a “Boat-People-by-Determination”, as a result of the fall of Saigon in April 1975.

In March 1979, with my mom, two (2) younger sisters and others, we secretly escaped our country in search for “Freedoms”: Freedom of Speech; Freedom of Religious Worship and Human Rights. We traveled through the Pacific Ocean for five (5) days on a 16 by 8 meters ‘single-engine’ wooden boat with exactly 100 people on board, packed like sardines. During that time, our boat was robbed three (3) times in international waters by deep sea fishermen from Thailand. We eventually landed on the shore of a Southeast Malaysian beach resort.

We lived in a refugee camp for nine (9) months until my father sponsored us to the United States in late 1979. I was fortunate enough to have been born and raised as a Vietnamese-Catholic believer in which I inherited and gained a rich understanding and appreciation of Southeast Asian cultures, customs and traditions.

I am married with three (3) precious gifts from God, my older son is now in his junior year of college, majoring in Nursing; my daughter is a freshman and plans to become a Pharmaceutical Researcher; and my youngest son is a high school sophomore at a local private Catholic school.

# In The Spotlight



**Oliver "Dan" Fernandez, Jr., President**  
McKenzie Contracting, LLC.

Dirt is in Dan Fernandez's blood. Dan has worked in the field of site development for 36 years. For 28 of those years, he has owned his own company. Originally from the Boston area, Dan relocated to Florida in 2007, lured by good weather and better business opportunities. He initially worked with a company in the Orlando area but in 2008, he started another company with his son. McKenzie Contracting, LLC (named after his daughter) was formed in Tampa in 2013.

## How has being a certified DBE and MBE helped your business?

Certification has definitely opened the door to secure contracting opportunities with Austin Commercial and others. I know that if I did not have the certification required, I may not have been given the opportunity to perform. Certification definitely gets you in the door, then it's up to you to perform!

## What excites you about being a part of the ConRAC/APM project?

It's exciting just to have the opportunity to work with such a large, well-managed company as Austin Commercial and the other project team members. I have learned so much from observing how these guys operate and looking at processes that I can apply to my own business to make it better. The ConRAC is a huge project. When we were awarded the job, I knew we could perform the work out in the field. I had key personnel in place, Lenny Morris and Henry Wood are my field guys. I felt that our challenge would be keeping up with Austin's demanding schedule and the amount of paperwork involved with the project. I credit my in-house staff: Robert Kelley, Estimator/Project Manager; David Pruner, wears all the hats and newcomer Keith Drake, Estimator/Project Manager with making sure that we keep up with the schedule and are in compliance.

## Capabilities Statement

McKenzie Contracting, LLC is a licensed, high performing and competitive organization that provides contractor services for site work development and excavation, underground utility installation and roadway construction (NAICS - 238910). We have associates with over 30 years of knowledge and experience in the construction industry. We have completed projects throughout the state of Florida.

McKenzie Contracting, LLC holds the following certifications:

- DBE - Hillsborough County Aviation Authority
- SBE - Tampa Port Authority
- MBE and SBE - City of Tampa
- MBE and SBE - Hillsborough County

We look forward to tailoring our services to fit your needs. Contact us today!

Oliver "Dan" Fernandez, Jr., President  
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## Community Service by McKenzie Contracting, LLC

I am active in my church, Grace Family Church, Ybor Campus, and hope to begin mentoring young people there with an emphasis on "you can be anything you want to be with sacrifice and hard work."

I personally believe in second chances and through McKenzie Contracting I have been able to provide help to those who have been out of work for a long period of time and may have given up hope of finding a job. For example, I hired Tyrone Jones who was one of the participants in Austin Commercial, L.P. and the Tampa Bay Community Advocacy Committee's (CAC) Job Readiness Workshop in July. Tyrone was a little challenged at first, but I explained to him that I go through challenges too, just on a different level. What we both have to do is strive to be productive and a better man than the one you're working next to.

In the future, I plan to start a scholarship fund in Cambridge, Massachusetts at the church my mother and aunt attended. The scholarship will be in memory of the four (4) women who guided my life: my mother; my Aunt Silvia; and, my two (2) best friends' mothers who had the autonomy to keep me in line as a young man. These women always believed in me through all the peaks and valleys of my life.



Kendrick Bradley, Machine Operator and Julio Salazar, Pipe Layer



**December 15, 2015** – City of Tampa MBE Office – 11:00 A.M. – Orientation for City of Tampa certified Small Local Business Enterprises, Ragan Park Community Center, 1200 E. Lake Ave., Tampa [www.tampagov.net](http://www.tampagov.net)

**December 17, 2015** – NAACP General Membership Meeting – 7:00 P.M. – Check website for location [www.hillsboroughnaacp.org](http://www.hillsboroughnaacp.org)

**January 23, 2016** – Apprenticeship Fair, hosted by City Councilman Mike Suarez – 10:00 A.M. – 2:00 P.M.; Ragan Park, 1200 E. Lake Ave., Tampa; contact Lorena Hardwick, [lorena.hardwick@tampagov.net](mailto:lorena.hardwick@tampagov.net), 813.274.7072 for information

**March 5, 2016** – TBCAC Job Fair – 10:00 A.M. to 3:00 P.M. – Robert W. Saunders, Sr. Library, 1505 N. Nebraska Ave., Tampa; For additional information call 813.812.(JOBZ) 5629 or email [tampabaycac@gmail.com](mailto:tampabaycac@gmail.com)

The end of the calendar year is usually a time of reflection for individuals and businesses. Take time to look back over the previous months and assess your business by conducting a SWOT Analysis. This tool was developed by Albert S. Humphrey in the 1960's but is still relevant today. A SWOT Analysis is a technique that can be used to understand your businesses **Strengths** and **Weaknesses** as well as identifying the **Opportunities** and **Threats**. It is sometimes called the Internal-External Analysis because “strengths and weaknesses” are **internal** to your business while “opportunities and threats” are **external** to your business. Below are a few questions to consider as you get started. Be sure to write down the questions and answers:

- **Strengths** – What does my business do better than anyone else? What do our competitors see as our strengths?
- **Weaknesses** – What can be improved? What do our competitors see as our weaknesses?
- **Opportunities** – What good opportunities have been found? Are you aware of trends in your area of work?
- **Threats** – What are the obstacles facing your business? Could any of your weaknesses threaten your business? Are there any new government regulations or requirements that may affect your business?

The Tampa Bay Community Advocacy Committee (TBCAC) is working to improve on the success of the recent Job Readiness Workshop held in Tampa. At the Workshop there were over 80 participants in attendance; 10 companies and agencies participated with booths; and most importantly, four (4) individuals received job offers on site.

The CAC is actively working towards its first Job Fair, to be held in March 2016, specifically targeting contractors and subcontractors working on Tampa International Airport's Consolidated Rental Car (ConRAC) and Automated People Mover (APM) projects as well as other significant airport's Master Plan projects. The goal of the Job Fair is to bring together skilled and unskilled individuals seeking employment and companies with employment opportunities in construction and construction related industries.

The CAC continues to strive to provide and communicate information to the Tampa Bay community on business opportunities and workforce initiatives that impact the economic well-being of the areas' citizens. After the first of the year, the CAC members will be reaching out to large construction contractors, subcontractors and construction related companies in the area to familiarize them with the CAC and its mission and vision for the Tampa Bay area.

## Calendar Of Events

**December 8, 2015** – Black Women Business Owners Executives and Entrepreneurs (BWBOEE), 10:45 A.M., Holiday Brunch, Hilton Gardens Inn, 10309 Highland Manor Dr., Tampa. See website for details [www.bwboee.com](http://www.bwboee.com)

**December 12, 2015** – Tampa Bay Black Chamber of Commerce, Scholarship Banquet (semi-formal) – 5:00 P.M. to 9:00 P.M.; Robert W. Sanders, Sr. Library, 1505 N. Nebraska Ave., Tampa; tickets \$50 in advance or \$60 at the door.

## Cash Mob - Focus Apricot Lane Boutique



basketball player, two-time World Champion, five-time WNBA All Star and business woman.

Crystal Dupree is an experienced retailer. Crystal is responsible for the daily operation and management of the boutique. She has held various retail positions throughout her career including assistant manager and store manager positions at a number of prestigious stores where she gained the experience, knowledge and confidence to help build and operate her own boutique.

Candice is involved in the boutique as the overall business manager and investor. She has been managing her professional career in the Women's National Basketball Association (WNBA) since 2006 when she was drafted by the Chicago Sky. In 2010, Candice was traded to the Phoenix Mercury where she currently plays and trains. Her team won the 2014 WNBA Championship.

The Dupree sisters have everything in place to ensure the future success of **Apricot Lane Boutique**; experience, compassion for others, and a strong connection to their community. Now they need your business! Stop by the store with this copy of the newsletter for a **15%** discount off your purchase during the month of December! Maybe you can find a unique holiday gift...or two.

Apricot Lane Boutique, a nationwide franchise, opened in Westshore Mall in June 2015. Apricot Lane Boutique carries trendy women's wear and accessories for diverse women of all ages. The franchisees are twin sisters Candice and Crystal Dupree. Candice is a professional

Remember there are many additional questions to be asked and answered in each category. This exercise can assist in identifying and focusing on your business' strengths and weaknesses as well as identifying and minimizing threats and recognizing and optimizing opportunities. There are many resources available to assist you. When you Google SWOT, you get websites such as Mindtools, Business News Daily and many others that will also provide the SWOT Matrix for free. Detailed assistance is available at the local Small Business Development Center [www.sbdctampabay.com](http://www.sbdctampabay.com), SCORE [www.score-suncoast.org/QWS/SelfAssessmentSimple.pdf](http://www.score-suncoast.org/QWS/SelfAssessmentSimple.pdf) and other local business resource centers.

During this holiday season, take time to reflect on the reason you are in business, review your SWOT and move forward into the New Year with renewed enthusiasm. Merry Christmas and have a prosperous 2016.