



# Community Involvement

## Using Local Subcontractors

**Hoffman has long recognized the value our clients receive when we actively seek out local subcontractors for their facility projects.**

### **Key benefits include:**

- creating local jobs
- keeping project dollars in the local economy
- increasing community support for the project

Our process for ensuring participation by local subcontractors sets us apart from general contractors and other firms who self perform. Hoffman does not self perform any construction tradework. Instead, we use a 100% competitive bidding process to subcontract all construction work to other firms—especially qualified local subcontractors.

### ***How do local subcontractors get involved in your project?***

### **We actively seek them out to make them aware of the project and invite their participation by:**

- Using networks such as builder's exchanges and the Associated General Contractors to identify qualified local firms
- Placing advanced advertising in local publications of project opportunities

- Researching various databases to identify local subcontractors so they can be notified directly of the availability of bid opportunities
- Working with our clients to identify firms who have provided quality service to them in the past
- Hosting informational meetings with local firms during the design phase to communicate project objectives and to encourage participation
- Researching all major projects from the past five years that are within the surrounding community to identify subcontractor depth and experience
- Leveraging Hoffman's existing relationships with suppliers and subcontractors from past project experience for current trends in the project community

We work with our clients to determine whether preference should be given to local firms and what criteria should apply for making the final selections.

We also structure work packages to provide maximum opportunity for firms of all sizes to participate. Breaking the construction into small, specific work packages allows specialty firms to bid on what they do most efficiently, while allowing larger firms to submit combined bids on multiple bid packages. Not only does this allow for more local firms to compete, but it generates several times the number of bids.

**And more bids from subcontractors trying to win the work means lower costs for you.**



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