

GilbaneConnects with Trade Contractors

GilbaneConnects Maryland: Connect. Build. Impact.

GilbaneConnects is a forum for Gilbane employees to network one-on-one with local trades. This unique format facilitates connections with Gilbane staff and participants. Ultimately, the goal of the event is to connect local trade contractors to opportunities with Gilbane, primes and our clients; build long-lasting relationships at every level of our organization, and impact our contractors' businesses, our communities and the economy in a positive way.

The program was developed to engage trade contractors, suppliers and service providers in our local metro areas with an emphasis on MBE/WBE/LBE and veteran-owned firms. The program focuses on outreach efforts to local stakeholders, including a presentation on upcoming business opportunities, introductions to the Gilbane team and an overview on the prequalification process.

Gilbane is committed to helping build the capacity of these firms to achieve long-term success. Our ultimate goal of these forums is to create lasting relationships with our trade partners that result in new and continued work with Gilbane. This fuels business growth and positively impacts local economies by boosting employment, productivity and income.

Gilbane has been "Building Maryland" for more than 45 years. With projects across the state, Gilbane's portfolio spans from rural western and southern Maryland to the Eastern Shore, Baltimore City and the highly developed I-95 and I-270 corridors. We've managed iconic projects across the state like the construction of the McCormick & Company corporate headquarters, the upgrades to the Baltimore Ravens M&T Bank Stadium, the historic restoration of the Enoch Pratt Free Library and the repurposing and expansion of the University of Maryland's iconic Cole Field House.

With expertise across a wide variety of markets, our teams deliver innovative building solutions, from state-of-the-art sustainable buildings to the latest applications in construction technology, for clients across Maryland. We specialize in technically complex projects ranging from hospitals to corporate headquarters to sports arenas. In addition, we have a dedicated special projects group that manages projects varying in size from 5,000-square-foot office renovations to multi-regional building programs.

We practice our Core Values in our work, giving our clients a unique experience of trust and advocacy. We are committed to achieving sustained growth that enables us to provide enhanced value to clients and industry partners and opportunities for our people. Integrity is the foundation upon which we build our relationships with our clients and our employees. Our core values include:

- Integrity
- Toughmindedness
- Teamwork
- Dedication to Excellence
- Loyalty
- Discipline
- Caring

List of projects seeking vendor participation:

1. Johns Hopkins University O'Connor Recreation Center
2. University of Maryland Eastern Shore School of Pharmacy
3. AstraZeneca ADC Clean Room
4. Goucher College Science Center Addition
5. Cyber Center for Education & Innovation Home of the National Cryptologic Museum
6. Chesapeake Bay Maritime Museum New Exhibition & Library Building
7. Vann's Spices
8. Laurel Park Grandstand

To be included in Gilbane's bid opportunities, you must complete/update your existing profile in Gilbane's Subcontractor Prequalification database, iBidPro (www.ibidpro.com). Below is a list of required documents:

- Signed and dated 2019 WP
- Street, mailing and remittance address
- 2019 Certificate of Insurance
- Three (3) years (2016-2017, 2017-2018 & 2018-2019) Experience Modification Ratings (EMR) confirmation from your insurance agent.
- Three (3) years (2018, 2017 and 2016) signed and dated OSHA 300A
- Project references for current and complete work
- Current financials

Gilbane employs Sub-guard with all subcontractors across all our projects.

Quotes

"It's extremely important that Gilbane support the communities where we live and work," said Ted Holt, Gilbane Vice President. "Through events like GilbaneConnects, we create deeper relationships with our trade partners across the state. This provides clients with a more diverse pool of contractors and ultimately a project that supports the local economy."

"In our family-centered culture we believe that when everyone brings their contributions to the relationship – we build trust and we treat each other with respect," said Linda Graves, vice president, director of community affairs at Gilbane Building Company. "We know that when businesses and families in our communities thrive – we all thrive."

"Gilbane's representatives discussed how to do business with their company, their minority business inclusion policies, subguard surety protection and a vast list of backlog projects that are right down my alley. As a small minority flooring contractor, I couldn't ask for more, but a contract itself and I know I have to price it right," said Earl Turner, Owner of We Are Floors, Inc.

"The Gilbane Connect event was informative and beneficial for all who attended. ibidpro.com streamlines the entire process for companies to bid on projects, become qualified vendors, and track opportunities. Gilbane has made a complicated process incredibly easy and efficient," said Sarah Hoff, President of SMJ Drones.

“GilbaneConnects Outreach on January 22, 2019, was a terrific way to start the New Year and it accomplished what it set out to do; it connected with scores of trade contractors. Ted Holt, Gilbane’s Vice President and Baltimore Office Leader, had his troops prepared and eager to engage their guest. I counted at least twenty projects they shared looking for certified MBE/WBE trades and many of them were privately owned. Congratulations to Gilbane for being MBE/WBE inclusive,” said Wayne R. Frazier, Sr., President of Md. Washington Minority Companies Association (MWMCA).

[Event Pictures](#)