Get to Know SKANSKA!

A world leading project development and construction company.

Join us for a free webinar
Thursday, June 13, 2024 at 12:00 PM

Registration Required:

Register Here
Agenda

• Welcome

• “Get to Know” Webinar Series

• Speaker Introduction

• Skanska Presentation

• Q & A

• Upcoming Events
“Get to Know” Webinar Series
Skanska USA Building Inc.

Ashley Hunter
Supplier Diversity Coordinator
Getting to Know Skanska

Ashley Hunter
June 13, 2024
Who we are

• One of the world’s leading companies in construction and project development
• Ranked 10th largest general contractor by ENR
• A top green contractors (sustainable building)
• 4,000 repeat customers
• Global headquarters in Stockholm, Sweden
• More than 27,000 employees worldwide
• Three Business Streams
  • Construction (building and heavy civil projects)
  • Commercial Development
  • Residential Development (not in US)
Local presence with global strength
Skanska USA

3
Business units

28
Corporate offices

6,000+
Employees

$10 B
Bonding capacity

States where we have active projects
Offices
Commercial Development and Construction
Key Market Segments in the U.S

**USA Building**
- Healthcare
- Education
- Government
- Corporate offices
- Life Sciences
- Aviation
- Multi-family
- Sports and entertainment
- Mission Critical/data and operation centers

**USA Civil**
- Bridges
- Roads
- Ports
- Tunnels
- Deep foundations
- Mechanical
- Water and wastewater
- Transit
- Rail (freight)
- Aviation
- Environment, DEP

**USA Commercial Development**
Self-financed development
- Class A office
- Multi-family properties
Our Values

Care for life—protecting people and the planet
Health and safety are at the heart of everything we do. We promote and protect the physical and psychological safety of our team members. As changemakers, we deliver sustainable solutions for our communities and hold one another accountable for the legacy that we leave to future generations.

Act ethically and transparently—being a role model
Our team members have an individual responsibility to act with the highest degree of integrity, honesty and transparency. We lead by example and never accept shortcuts. Different perspectives drive our industry forward, and we foster environments where people can speak freely.

Be better together—teaming up
We work together with our partners, customers and communities to design and build projects that provide value beyond our lifetime. Diversity makes us stronger teammates, and we champion an inclusive culture where our people grow and thrive. We listen carefully and share knowledge freely with an aim to innovate and improve.

Commit to customers—having a customer-first mindset
When our customers choose Skanska, they’re gaining a partner who commits to their goals, shares their vision and assures each of their stakeholders has a voice. We bring all our knowledge and expertise to the table because we want nothing more than for our customers to be successful.
USB Supplier Diversity Program

National Support:
- Joycelyn Yue: National Director of Supplier Diversity, Los Angeles, CA
- Sarah Douglass: Executive Assistant, Seattle, WA
- Enzo Mungu: Supplier Diversity Compliance Manager, Houston, TX
- Lauri Davey: East Region, Boston, MA

Regional Support:
- Donna Lodrilli: Regional Supplier Diversity Director, New York, NY
- TID - Vacant: Supplier Diversity Coordinator, New York, NY
- Marco Lewis: Supplier Diversity Manager, Tampa, FL
- Bridget Tobias: Supplier Diversity Coordinator, Rockville, MD
- Ashley Hunter: Supplier Diversity Coordinator, Atlanta, GA
- Ashleigh Dabois: Regional Supplier Diversity Manager, Cincinnati, OH
- Cassandra Manwosoa: Interim Supplier Diversity Manager, Los Angeles, CA
- Roselyn Asher: Regional Supplier Diversity Manager, Dallas/Houston/San Antonio, TX
- Kelsey Wilkins: Supplier Diversity Coordinator, Phoenix, AZ
- Courtney Goldstein: Supplier Diversity Manager, Scottsdale, WA
- Lee Fleming: Supplier Diversity Manager, Portland, OR
Supplier Diversity Areas of Focus

- Inclusion: Inclusion of diverse businesses (DB) in our subcontractor and internal procurement needs (compliance, voluntary and courtesy reporting)
- Development: subcontractor development and education via Construction Management Building Block
- Outreach: Partnerships with local, regional and national business advocacy organizations to identify potential DB subcontractors
Introducing and familiarizing small/ diverse firms with various business management tools and relationships with Skansa

2007
CMBB Program started
800+
Companies have engaged in the program
$740M+
Of contracts for participating firms

Excellence in Construction Leadership Program
ECLP
Nomination-based, executive-level program that teams Skansa leadership with executives from diverse businesses across the nation [Launched April 2024]

Bi-monthly connects with presentations from each regional office (April, June, Aug); In-person session in October 2024
Skanska Atlanta

• Since 1905, Skanska has been building for a better society across Georgia.

• $10 billion in completed construction in Georgia and over $235 million in 2022 revenue.

• Skanska delivered some of the most widely recognized and heralded projects in Georgia.

Major Market Sectors

- K-12
- Higher Education
- Aviation
- Commercial Healthcare
- Mission Critical
- State/Local Federal
Projects Recently Completed

Grady Health System, Center for Advanced Surgical Services | $168M, 600,000-SF

Georgia World Congress Center, Signia by Hilton Hotel | $330M, 1,225,000-SF

Georgia Institute of Technology, Kendeda Building | $20M, 47,000-SF

Mercedes-Benz USA, New Headquarters | $64M, 200,000-SF

Hartsfield-Jackson Atlanta International Airport, Concourse T North Expansion | $259M, 50,000-SF

ASHRAE, New Global Headquarters | $12M, 67,000-SF
Projects Under Construction and In Preconstruction

New Data Center | $171M, 244,000-SF

Warner Media, Campus and Infrastructure Upgrades | $116M, 200,000-SF

MARTA, Five Points Station Transformation | $160M, 144,000-SF

DuBois Integrity Academy, New Middle School | $17M, 36,000-SF
Doing business with Skanska

At Skanska, we deliver the best results by working together with our subcontractors as partners from the onset, during the building process and in the community. Together we are thinking ahead to achieve new heights.

1. Join Skanska on BuildingConnected.com
   Skanska's online platform for bidding opportunities. Click here to create a profile.

2. Prequalify with Skanska USA Building

3. Learn more about Skanska USA Building's Vendor Diversity Program

4. View projects on BuildingConnected.com

5. View additional opportunities and outreach events by state
Prequalification

Follow these steps to start the prequalification process:

1. Connect and fill out the inquiry form: https://partners.skanska.com/prequalinquiry
2. At the bottom of the page click “request login”.
3. Fill out the form and hit “save”
4. Within 2 business days you will receive an invitation regarding a Skanska prequalification account with TradeTAPP. This invitation will appear in your inbox as "Skanska via TradeTapp." Complete the prequalification questionnaire and submit for review.
Required Documentation and Single Project Limits

$0 - $500,000
Single Project Limit

- Company Information
- Project Team verifies safety information during each bid solicitation

Bi-annual update

$500,000 - $1,999,999
Single Project Limit

- Questionnaire
- Surety Letter
- Trade Credit References
- Project References
- EMR Letter/OSHA Logs
- Safety Information

Expiration one (1) year from approval

$2,000,000+
Single Project Limit

- Questionnaire
- Surety Letter
- Trade Credit References
- Project References
- CPA Audited or Reviewed Financial Statements
- EMR Letter/OSHA Logs
- Safety Information

Expiration 18 months past the period end date of the financial statement
Questions about the prequal process?

Prequalification Link

Hayley Gartee  
(813) 539 4817  
hayley.gartee@skanska.com
How to Bid the Project

Bid invitations are sent to subcontractors through BuildingConnected.com. If you have not used BuildingConnected before there are a couple of ways to join.
Supplier Diversity Portal

Skanska USA Building strives to achieve mutually beneficial supplier relationships built on shared values, behaviors and constructive dialogue. We pride ourselves on our long-standing relationships, many of which extend decades, with small and diverse business owners. Serving as a partner to bolster the economic capacity of small and diverse businesses is core to who we are, and embedded in our culture and values.

Paul Hewins
President & CEO, Skanska USA Building

Supplier Diversity Registration

To enhance the quality of our supplier diversity program and develop stronger relationships with business partners, Skanska USA Building Inc. asks that you complete the information below. By registering with Skanska your company will have access to local and national procurement opportunities.

Taxpayer ID*

Company Name*

Address*

Additional Address (If required)

City*
Next Steps?
Intake Process

- Complete SD Business Evaluation Form portal
- Interview/Meeting Virtual or in-person meetings to discuss potential collaboration
- Invitation to participate in meet and greets with projects team, pre-con.

STAY VISIBLE, FOLLOW UP, BE PROACTIVE
Upcoming Opportunities

**Trade Opportunities**
- Demolition
- Sitework
- Utilities
- Paving
- Concrete
- Masonry
- Structural Steel
- Misc. Steel
- Glass & Glazing
- Doors, Frames, & Hardware
- Drywall
- Ceilings
- Paint
- Flooring
- Ceramic Tile
- Misc. Specialties
- Elevators
- Fire Protection
- Plumbing
- HVAC
- Electrical

**Bidding in 2024**
- Clayton County School Project
- Hartsfield Jackson Projects

**Other Upcoming Events**
- Supplier Outreach and Networking Expo June 18th
- Lunch and Learn - Growing and Scaling Your Business – June 20th GMSDC
Contact Information
Ashley Hunter
Supplier Diversity Coordinator
ashley.hunter@skanska.com
Questions?
Upcoming Events
Upcoming Events

How to Do Business with Cobb County Government
Virtual Lunch-n-Learn Series

Tuesday | June 18, 2024 | Noon

Join us for this free informational webinar featuring the Cobb County PARKS Department.

Registration Required at www.cobbcounty.org/doing-business

Go to www.cobbcounty.org/doing-business to register.
Upcoming “Get to Know” Webinars

JULY 18 – GET TO KNOW
FIRST CITIZENS BANK

AUGUST 22 – GET TO KNOW
TURNER CONSTRUCTION
Thank you for attending!

Stefanie Taylor
Stefanie.Taylor@cobbcounty.org
(770) 528-3661