

Columbia Construction Doing Business Webinar 5.29.2025

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<p>About the Company</p>	<ul style="list-style-type: none"> • How Columbia approaches partnerships: <ul style="list-style-type: none"> ○ They believe building strong teams includes expanding access to opportunity ○ They focus on fairness, psychological safety, and trust on every jobsite ○ They seek partners with diverse experiences and local knowledge ○ They're intentional about who we work with—and how we work together • Markets Served: <ul style="list-style-type: none"> ○ Academic Corporate Interiors Healthcare Hospitality Science + Technology Energy
<p>Requirement s/ Non- negotiables</p>	<ul style="list-style-type: none"> • Prequalification Process for Trade Partner: • Step 1: Review Requirements <ul style="list-style-type: none"> ○ Prospective trade partners must meet Columbia's safety, financial, and operational standards. • Step 2: Access the Online Application <ul style="list-style-type: none"> ○ Visit: columbiacc.com/trade-partners/become-a-trade-partner • Step 3: Submit Required Information <ul style="list-style-type: none"> ○ Company details (legal name, address, contacts) ○ Financial statements ○ Safety record (EMR, OSHA logs) ○ Insurance documentation ○ Project experience and references • Step 4: Evaluation by Columbia's Team <ul style="list-style-type: none"> ○ Columbia reviews submissions for alignment with company standards and project requirements. • Step 5: Approval & Next Steps <ul style="list-style-type: none"> ○ Approved partners are added to Columbia's bid list and may be invited to participate in upcoming opportunities.
<p>Process</p>	<p><u>Bid Solicitation Process:</u></p> <ul style="list-style-type: none"> • Invites sent out via email <ul style="list-style-type: none"> ○ ITB's sent to primary estimating contracts • Project Specific Info <ul style="list-style-type: none"> ○ Description of Project ○ Project schedule ○ Trades that are needed ○ Bid date & time • Responses are collected electronically • Follow-up phone calls to confirm status

<p>Best Practices</p>	<p><u>What Columbia Values in their Trade Partnerships:</u></p> <ul style="list-style-type: none"> • Transparency <ul style="list-style-type: none"> ○ Clear expectations, timelines, and communication • Reliability <ul style="list-style-type: none"> ○ Partners who follow through and stay aligned with project needs • Respect <ul style="list-style-type: none"> ○ Professionalism and trust on every job site. • Growth <ul style="list-style-type: none"> ○ Invested in building long-term relationships with emerging partners. • Excellence <ul style="list-style-type: none"> ○ A shared commitment to high-quality work and performance.
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