

PRECONSTRUCTION
SERVICES...
LEVERAGING A BUILDER
DURING DESIGN

ATHLETIC BUSINESS CONFERENCE

Athletic Business
CONFERENCE
+ EXPO
success starts here
DECEMBER 4 - 6, 2008
San Antonio, Texas
Henry B. Gonzalez Convention Center

December 4, 2008


BRAILSFORD & DUNLAVEY
Facility Planners • Program Managers
Catalysts for Building Community



How the customer explained it



How the Project Manager understood it



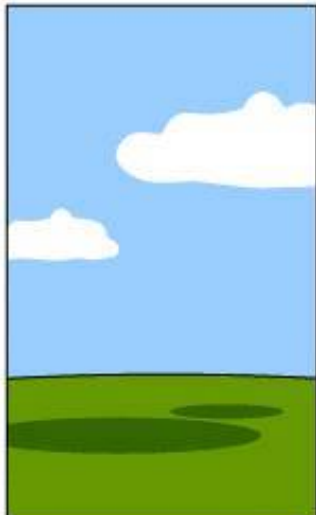
How the Designer designed it



How the Cadd Operator drafted it



How the Salesman described it



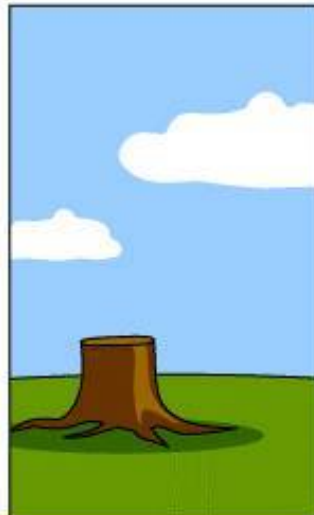
How the project was documented



What construction installed



How the customer was billed



The warranty that was offered



What the customer really wanted

Preconstruction Services...Leveraging a Builder During Design



Outline

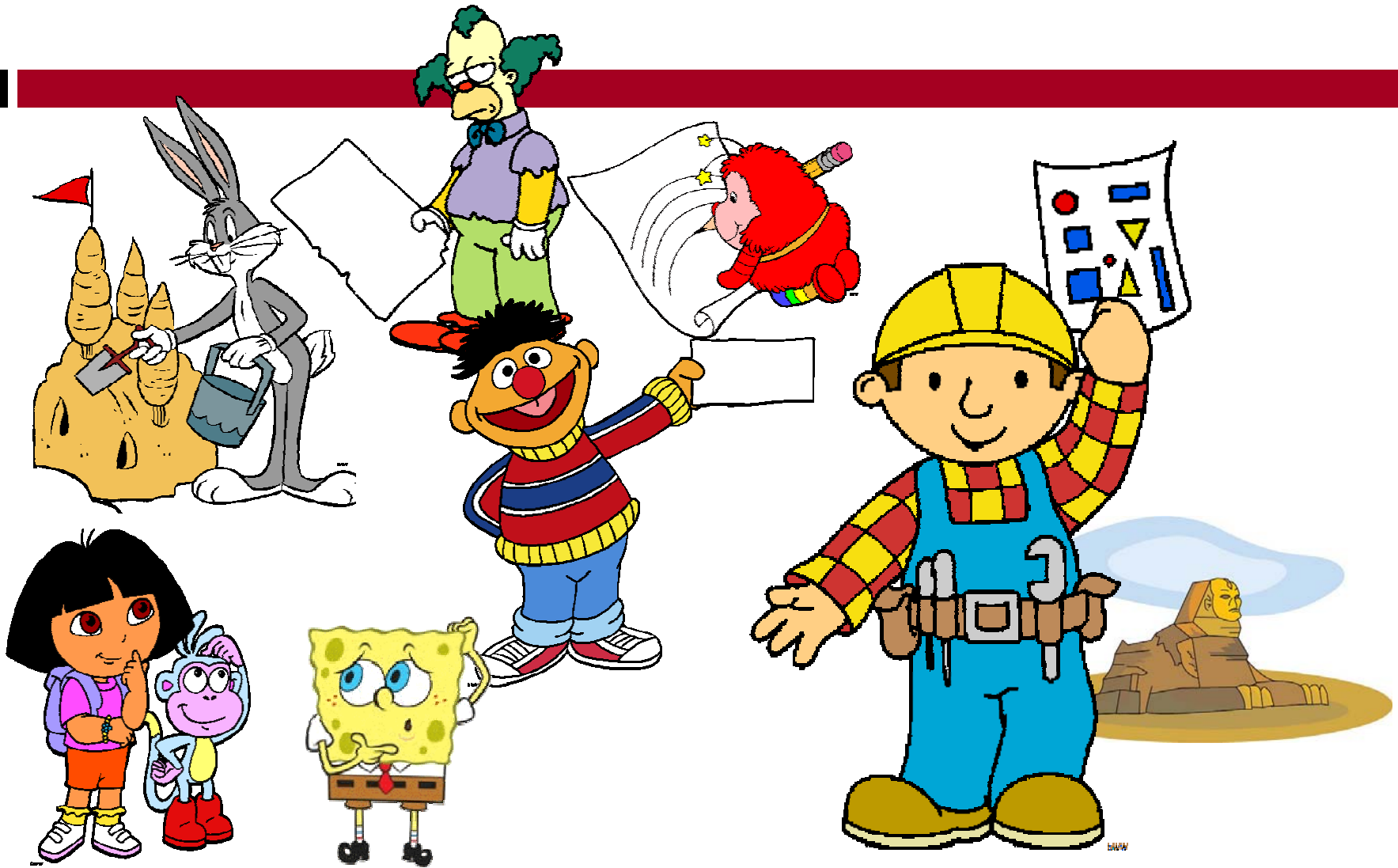
- Introductions
- When and Why of Preconstruction Services
- Role of Builder in LEED
- Preconstruction Service Agreement
- Summary
- Q&A



Introductions

- **Brad Noyes** - Vice President, B&D
 - ▣ Architecture and real estate background
 - ▣ Taken over \$1 billion in projects from initial concept to ribbon-cutting
- **Ann Drummie** – Senior Project Manager, B&D
 - ▣ Engineering and architecture background
 - ▣ Managed the selection and implementation of preconstruction services for numerous projects over the last seven years



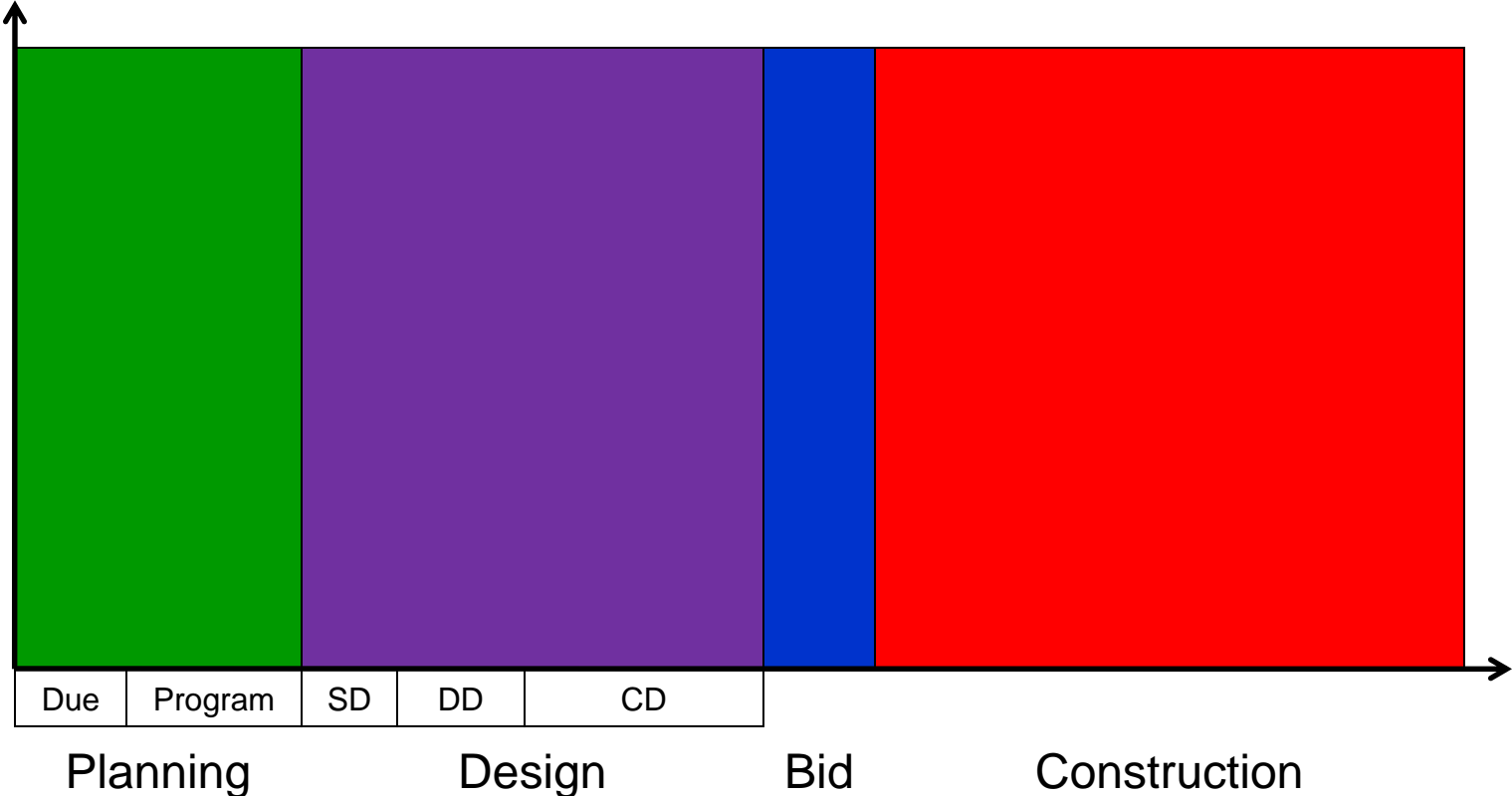


Preconstruction Services...Leveraging a Builder During Design



When and Why

Project Timeline

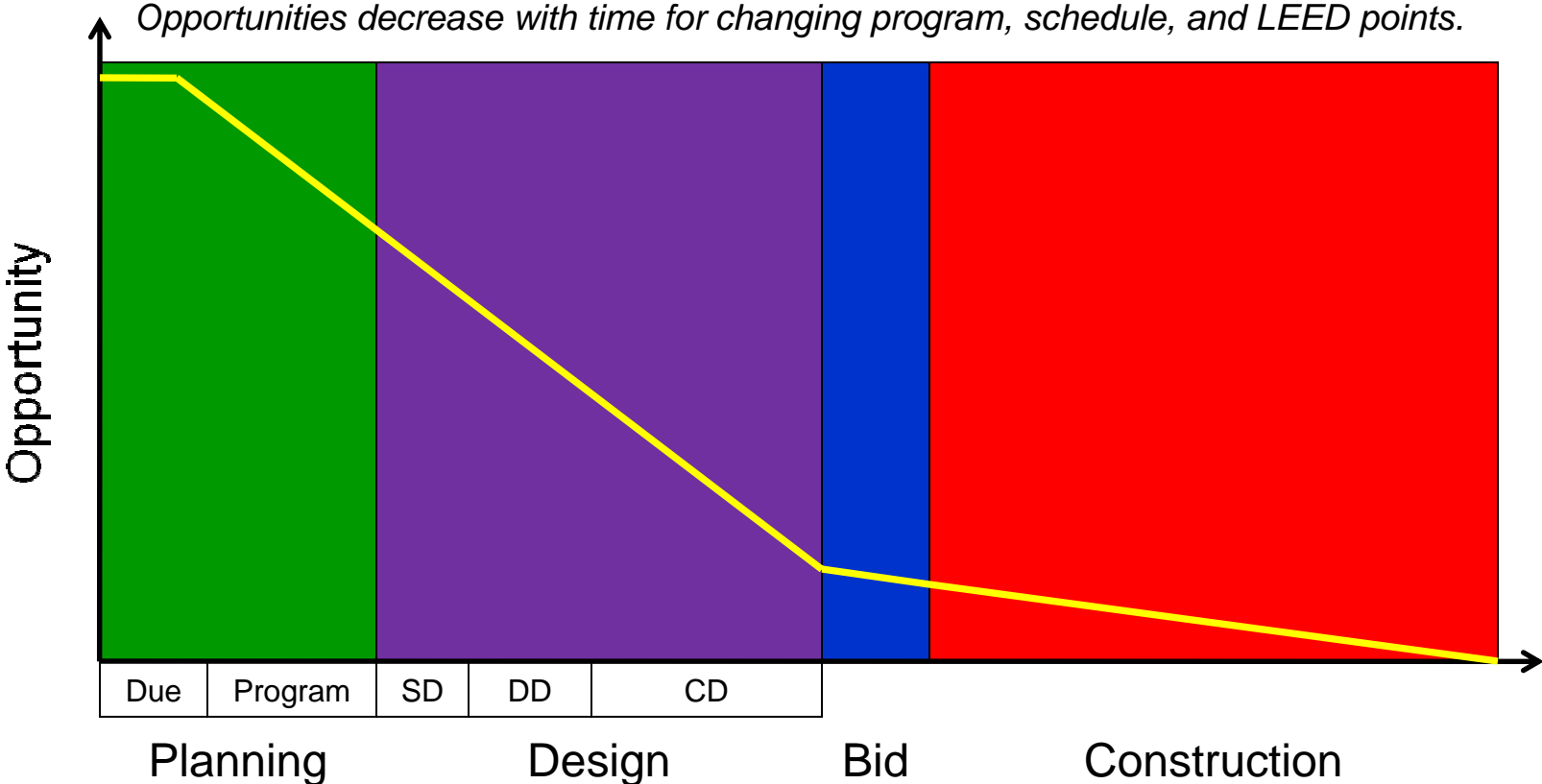


Preconstruction Services...Leveraging a Builder During Design



When and Why

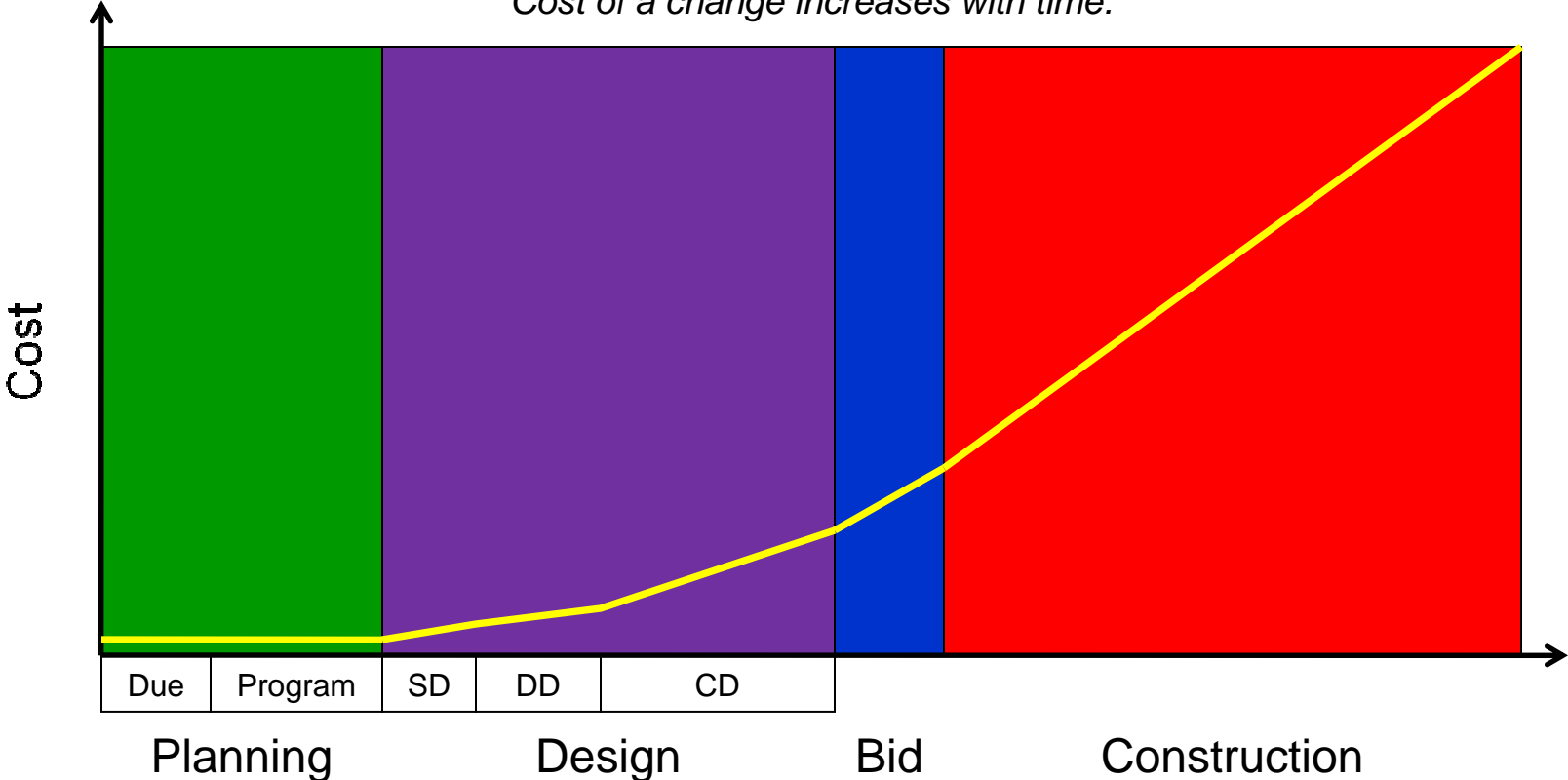
Time versus Opportunity



When and Why

Time versus Cost

Cost of a change increases with time.

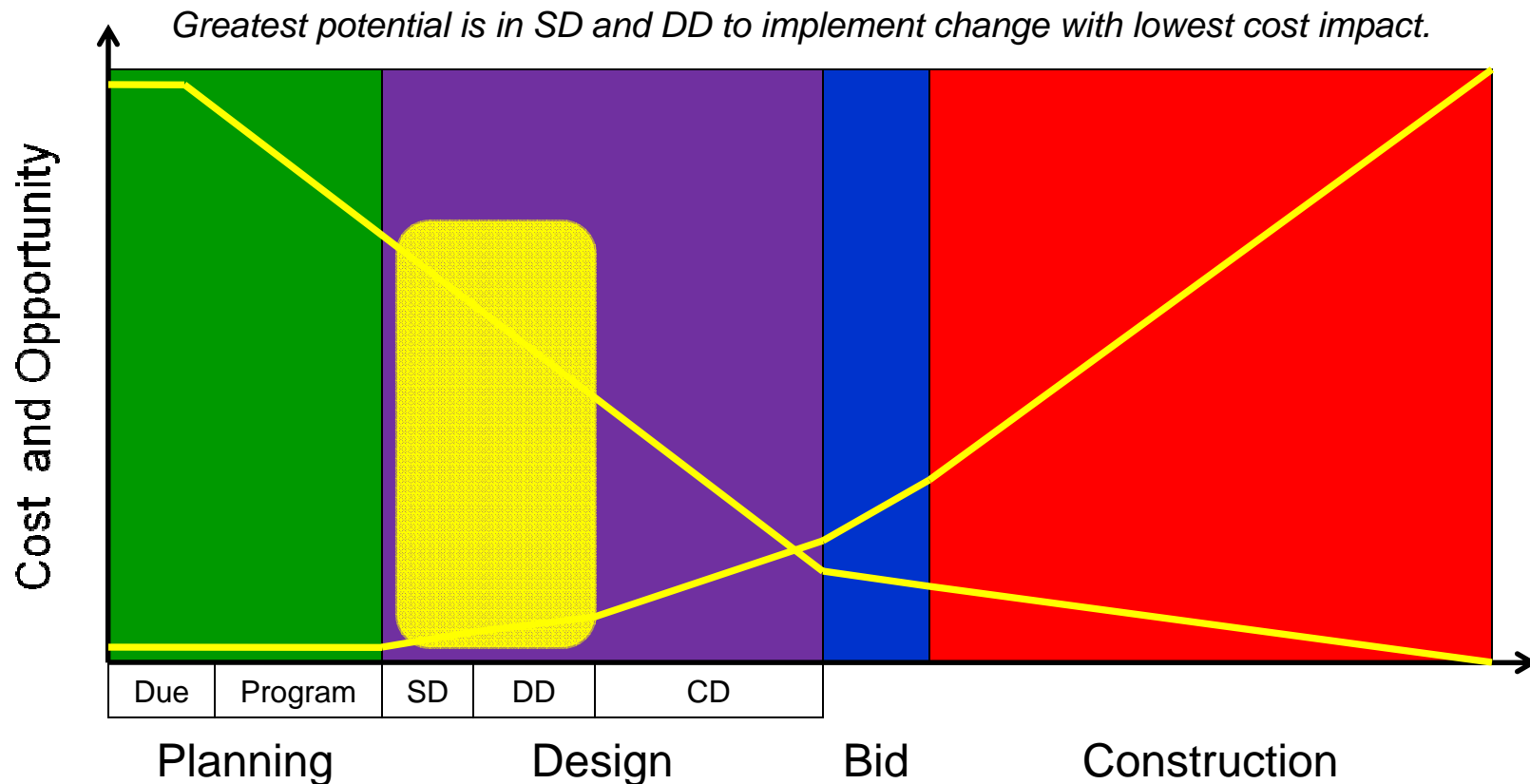


Preconstruction Services...Leveraging a Builder During Design



When and Why

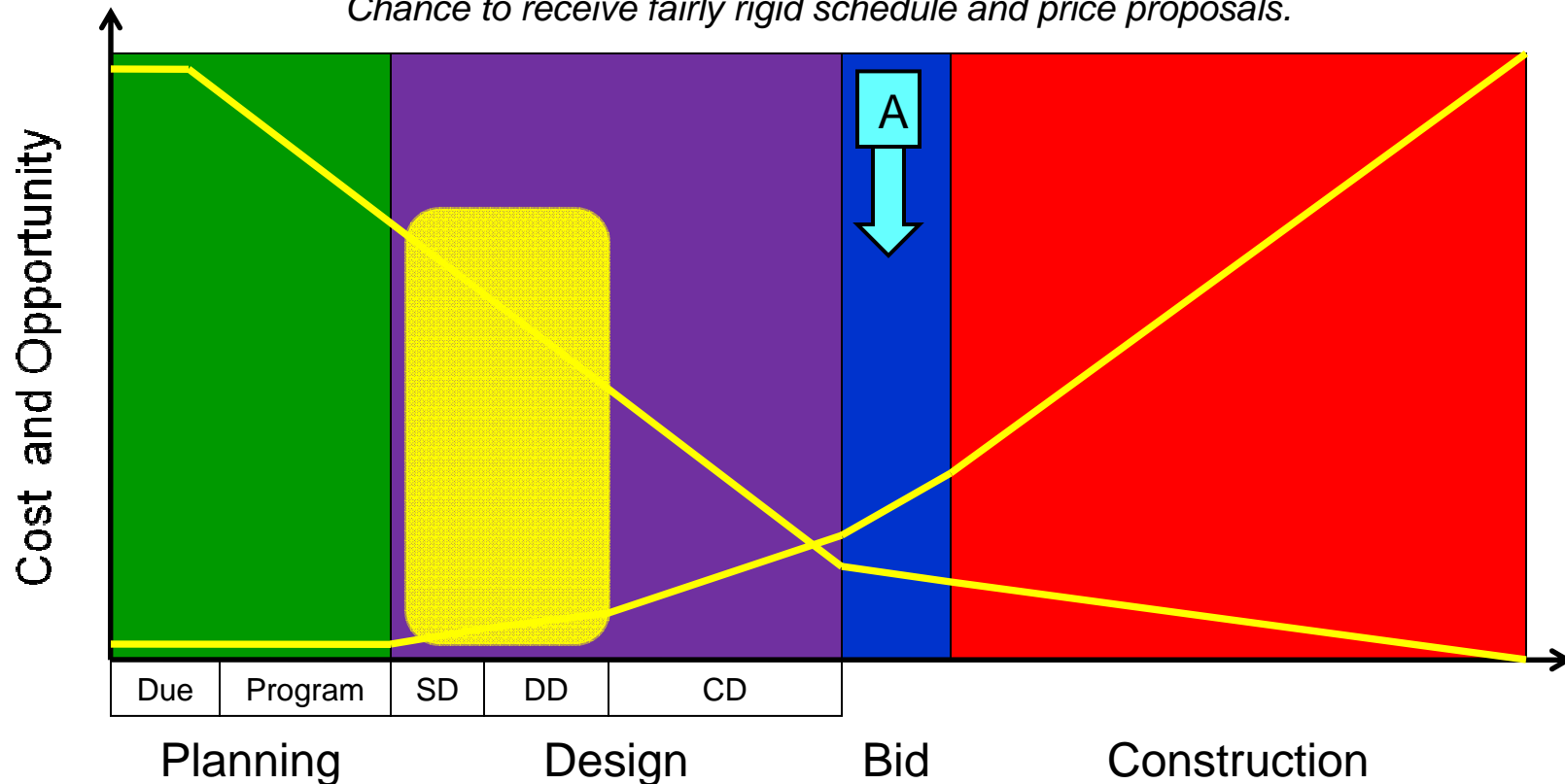
Time versus Cost and Opportunity



When and Why

Traditional Insertion Point A: at Bidding

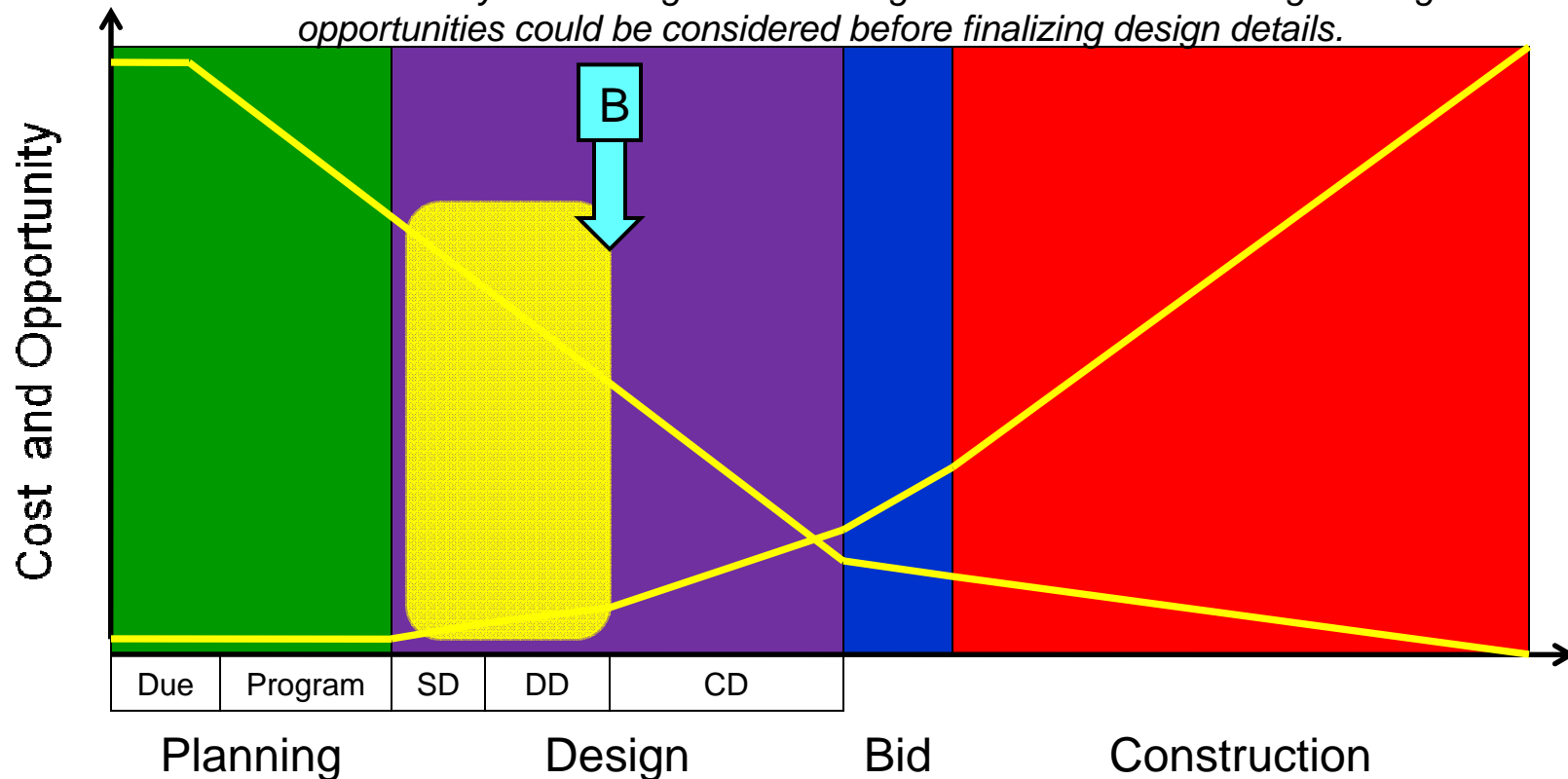
Chance to receive fairly rigid schedule and price proposals.



When and Why

Traditional Insertion Point B: at DD budget check

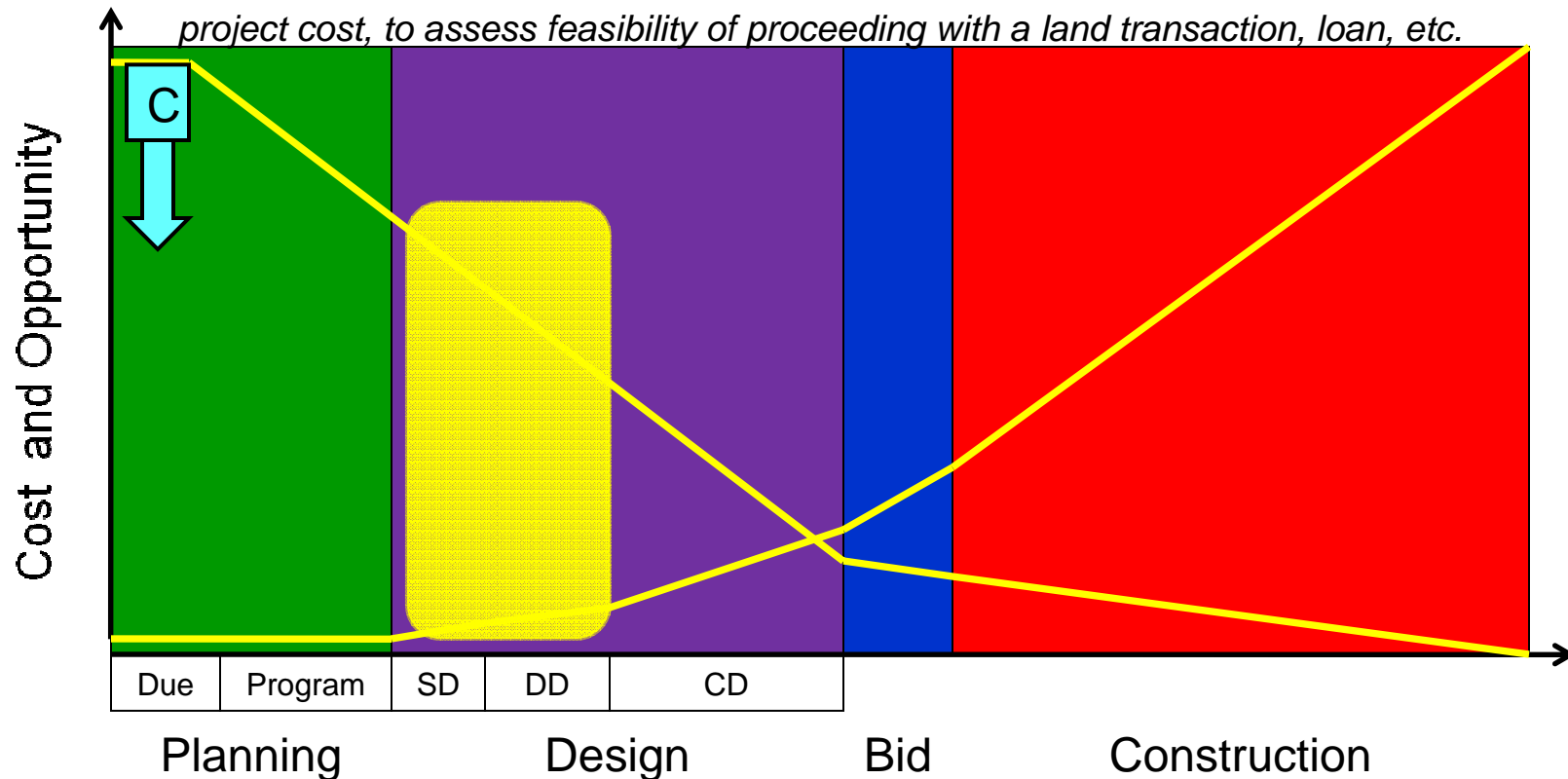
Chance to identify if the design is over budget and/or what value engineering opportunities could be considered before finalizing design details.



When and Why

Traditional Insertion Point C: at due diligence

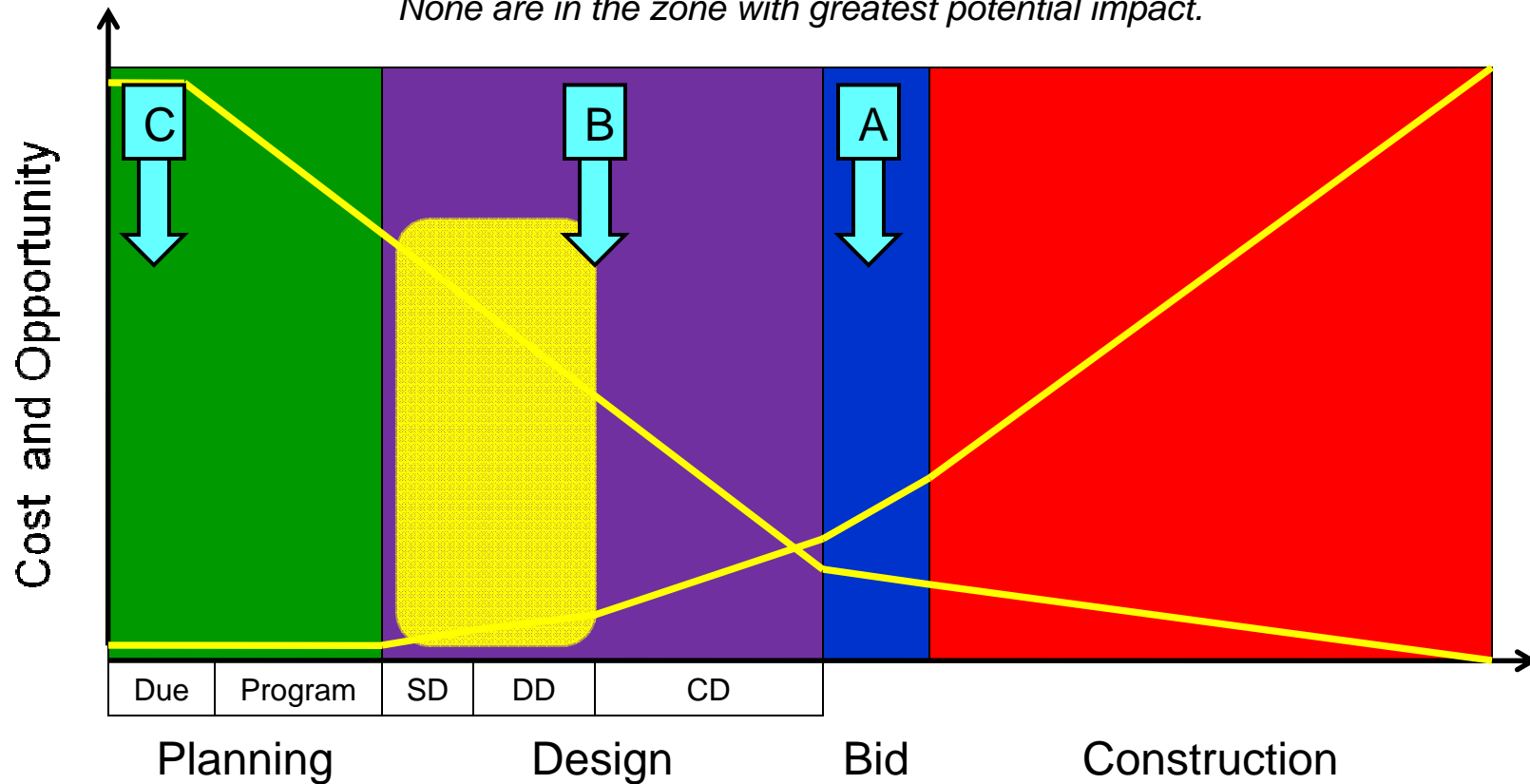
Chance to have additional information on construction cost to add to an estimate of project cost, to assess feasibility of proceeding with a land transaction, loan, etc.



When and Why

Traditional Insertion Points

None are in the zone with greatest potential impact.

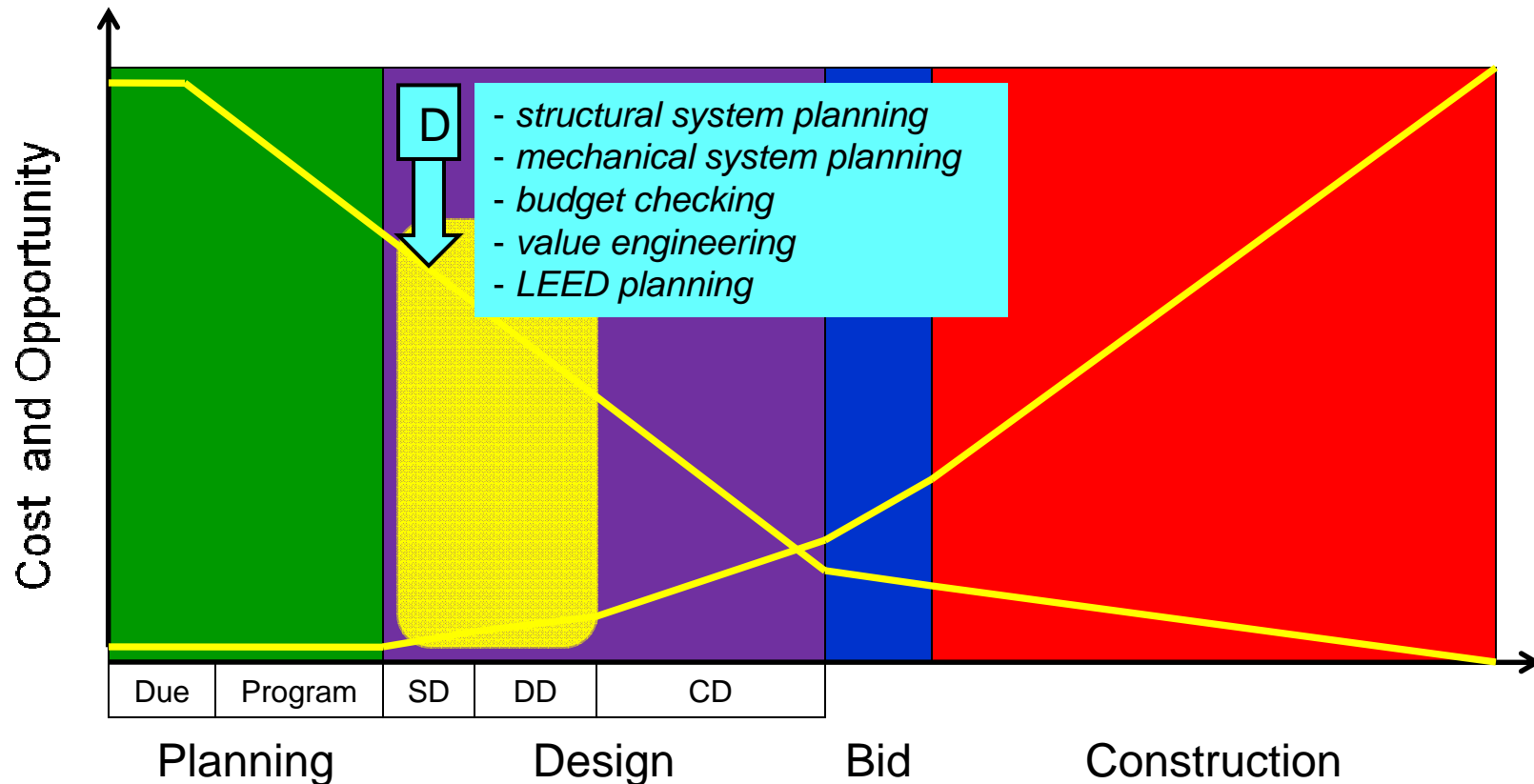


Preconstruction Services...Leveraging a Builder During Design



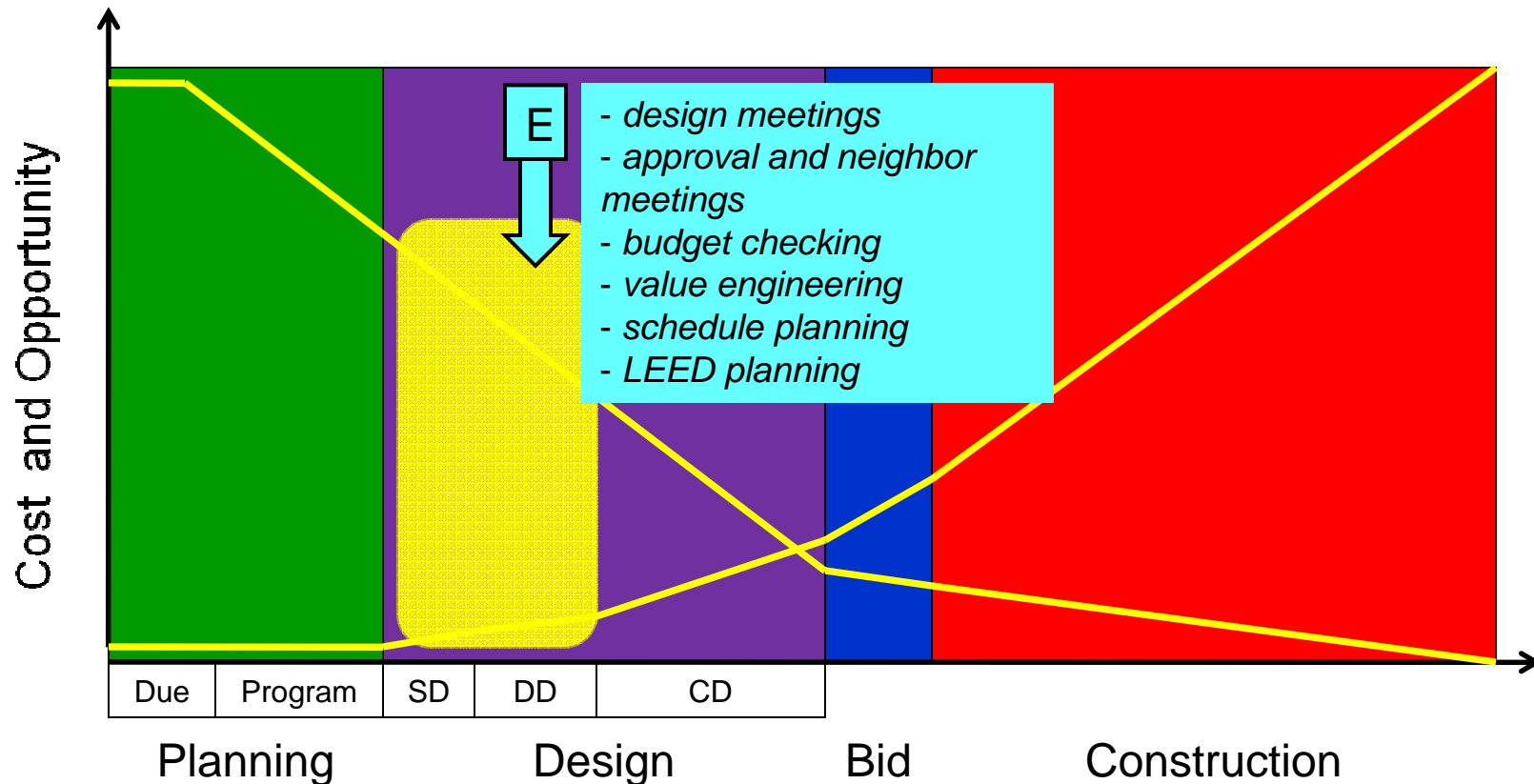
When and Why

Recommended Insertion Point D: Schematic Design

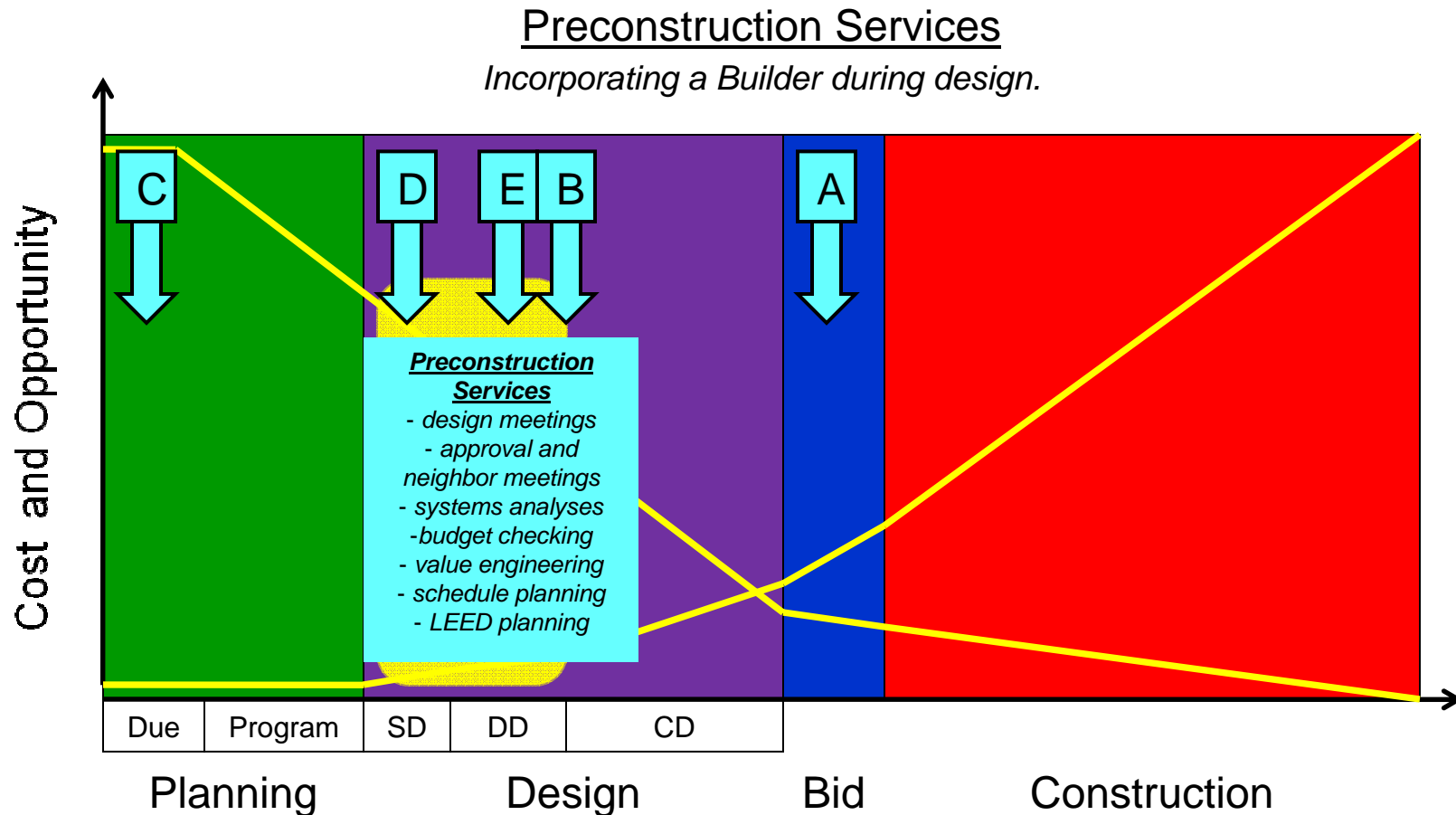


When and Why

Recommended Insertion Point E: Design Development



When and Why



Preconstruction Services...Leveraging a Builder During Design



When and Why

- Possible preconstruction services deliverables
 - Structural and mechanical systems options analyses
 - Cost estimate at end of SD and/or DD
 - Value engineering meeting and follow-up cost analyses at end of SD and/or DD
 - Gantt chart construction schedule at end of SD and/or DD
 - # of approvals and neighbor meetings
 - # of design meetings
 - # of LEED planning sessions (approx. every 3 months)



Role of Builder in LEED

□ General overview of LEED

- Leadership in Energy and Environmental Design Green Building Rating System™
- U.S. Green Building Council
- Initial focus: new construction; gone through various versions; now on version 2.2
- Developing programs for existing buildings, commercial interiors, schools, retail, healthcare, homes, and neighborhood development



Role of Builder in LEED

- Example for this presentation

- New construction
- Version 2.2
- Points:
 - 26 to 32: Certified
 - 33 to 38: Silver
 - 39 to 51: Gold
 - 52 to 69: Platinum



Role of Builder in LEED

□ 69 possible points, plus 7 required items:

Sustainable Sites		Energy & Atmosphere		Indoor Environmental Quality	
Construction Activity Pollution Prevention	Required	Fundamental Commissioning of the Building Energy Systems	Required	Minimum IAQ Performance	Required
Site Selection	1	Minimum Energy Performance	Required	Environmental Tobacco Smoke (ETS) Control	Required
Development Density & Community Connectivity	1	Fundamental Refrigerant Management	Required	Outdoor Air Delivery Monitoring	1
Brownfield Redevelopment	1	Optimize Energy Performance	1 to 10	Increased Ventilation	1
Alternative Transportation, Public Transportation Access	1	10.5% New Buildings or 3.5% Existing Building Renovations	1	Construction IAQ Management Plan, During Construction	1
Alternative Transportation, Bicycle Storage & Changing Rooms	1	14% New Buildings or 7% Existing Building Renovations	2	Construction IAQ Management Plan, Before Occupancy	1
Alternative Transportation, Low-Emitting & Fuel-Efficient Vehicles	1	17.5% New Buildings or 10.5% Existing Building Renovations	3	Low-Emitting Materials, Adhesives & Sealants	1
Alternative Transportation, Parking Capacity	1	21% New Buildings or 14% Existing Building Renovations	4	Low-Emitting Materials, Paints & Coatings	1
Site Development, Protect or Restore Habitat	1	24.5% New Buildings or 17.5% Existing Building Renovations	5	Low-Emitting Materials, Carpet Systems	1
Site Development, Maximize Open Space	1	28% New Buildings or 21% Existing Building Renovations	6	Low-Emitting Materials, Composite Wood & Agrifiber Products	1
Stormwater Design, Quantity Control	1	31.5% New Buildings or 24.5% Existing Building Renovations	7	Indoor Chemical & Pollutant Source Control	1
Stormwater Design, Quality Control	1	35% New Buildings or 28% Existing Building Renovations	8	Controllability of Systems, Lighting	1
Heat Island Effect, Non-Roof	1	38.5% New Buildings or 31.5% Existing Building Renovations	9	Controllability of Systems, Thermal Comfort	1
Heat Island Effect, Roof	1	42% New Buildings or 35% Existing Building Renovations	10	Thermal Comfort, Design	1
Light Pollution Reduction	1	On-Site Renewable Energy	1 to 3	Thermal Comfort, Verification	1
		2.5% Renewable Energy	1	Daylight & Views, Daylight 75% of Spaces	1
		7.5% Renewable Energy	2	Daylight & Views, Views for 90% of Spaces	1
		12.5% Renewable Energy	3		
		Enhanced Commissioning	1	Innovation & Design Process	
		Enhanced Refrigerant Management	1	Innovation in Design: Provide Specific Title	1
		Measurement & Verification	1	Innovation in Design: Provide Specific Title	1
		Green Power	1	Innovation in Design: Provide Specific Title	1
				Innovation in Design: Provide Specific Title	1
				LEED® Accredited Professional	1
Water Efficiency		Materials & Resources			
Water Efficient Landscaping, Reduce by 50%	1	Storage & Collection of Recyclables	Required		
Water Efficient Landscaping, No Potable Use or No Irrigation	1	Building Reuse, Maintain 75% of Existing Walls, Floors & Roof	1		
Innovative Wastewater Technologies	1	Building Reuse, Maintain 100% of Existing Walls, Floors & Roof	1		
Water Use Reduction, 20% Reduction	1	Building Reuse, Maintain 50% of Interior Non-Structural Elements	1		
Water Use Reduction, 30% Reduction	1	Construction Waste Management, Divert 50% from Disposal	1		
		Construction Waste Management, Divert 75% from Disposal	1		
		Materials Reuse, 5%	1		
		Materials Reuse, 10%	1		
		Recycled Content, 10% (post-consumer + ½ pre-consumer)	1		
		Recycled Content, 20% (post-consumer + ½ pre-consumer)	1		
		Regional Materials, 10% Extracted, Processed & Manufactured Re	1		
		Regional Materials, 20% Extracted, Processed & Manufactured Re	1		
		Rapidly Renewable Materials	1		
		Certified Wood	1		

Preconstruction Services...Leveraging a Builder During Design



Role of Builder in LEED

□ **Builder input: 60-70% of points and 100% of reqs**

Sustainable Sites	
Construction Activity Pollution Prevention	Required 1
Site Selection	1
Development Density & Community Connectivity	1
Brownfield Redevelopment	1
Alternative Transportation, Public Transportation Access	1
Alternative Transportation, Bicycle Storage & Changing Rooms	1
Alternative Transportation, Low-Emitting & Fuel-Efficient Vehicles	1
Alternative Transportation, Parking Capacity	1
Site Development, Protect or Restore Habitat	1
Site Development, Maximize Open Space	1
Stormwater Design, Quantity Control	1
Stormwater Design, Quality Control	1
Heat Island Effect, Non-Roof	1
Heat Island Effect, Roof	1
Light Pollution Reduction	1
Water Efficiency	
Water Efficient Landscaping, Reduce by 50%	1
Water Efficient Landscaping, No Potable Use or No Irrigation	1
Innovative Wastewater Technologies	1
Water Use Reduction, 20% Reduction	1
Water Use Reduction, 30% Reduction	1

Forms of input:

- potential vendors and products
- previously analyzed systems
- pricing implications of design choices

Energy & Atmosphere	
Fundamental Commissioning of the Building Energy Systems	Required
Minimum Energy Performance	Required
Fundamental Refrigerant Management	Required
Optimize Energy Performance	1 to 10
10.5% New Buildings or 3.5% Existing Building Renovations	1
14% New Buildings or 7% Existing Building Renovations	2
17.5% New Buildings or 10.5% Existing Building Renovations	3
21% New Buildings or 14% Existing Building Renovations	4
24.5% New Buildings or 17.5% Existing Building Renovations	5
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42% New Buildings or 35% Existing Building Renovations	10
On-Site Renewable Energy	1 to 3
2.5% Renewable Energy	1
7.5% Renewable Energy	2
12.5% Renewable Energy	3
Enhanced Commissioning	1
Enhanced Refrigerant Management	1
Measurement & Verification	1
Green Power	1

Materials & Resources	
Storage & Collection of Recyclables	Required
Building Reuse, Maintain 75% of Existing Walls, Floors & Roof	1
Building Reuse, Maintain 100% of Existing Walls, Floors & Roof	1
Building Reuse, Maintain 50% of Interior Non-Structural Elements	1
Construction Waste Management, Divert 50% from Disposal	1
Construction Waste Management, Divert 75% from Disposal	1
Materials Reuse, 5%	1
Materials Reuse, 10%	1
Recycled Content, 10% (post-consumer + ½ pre-consumer)	1
Recycled Content, 20% (post-consumer + ½ pre-consumer)	1
Regional Materials, 10% Extracted, Processed & Manufactured Re	1
Regional Materials, 20% Extracted, Processed & Manufactured Re	1
Rapidly Renewable Materials	1
Certified Wood	1

Indoor Environmental Quality	
Minimum IAQ Performance	Required
Environmental Tobacco Smoke (ETS) Control	Required
Outdoor Air Delivery Monitoring	1
Increased Ventilation	1
Construction IAQ Management Plan, During Construction	1
Construction IAQ Management Plan, Before Occupancy	1
Low-Emitting Materials, Adhesives & Sealants	1
Low-Emitting Materials, Paints & Coatings	1
Low-Emitting Materials, Carpet Systems	1
Low-Emitting Materials, Composite Wood & Agrifiber Products	1
Indoor Chemical & Pollutant Source Control	1
Controllability of Systems, Lighting	1
Controllability of Systems, Thermal Comfort	1
Thermal Comfort, Design	1
Thermal Comfort, Verification	1
Daylight & Views, Daylight 75% of Spaces	1
Daylight & Views, Views for 90% of Spaces	1
Innovation & Design Process	
Innovation in Design: Provide Specific Title	1
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Innovation in Design: Provide Specific Title	1
Innovation in Design: Provide Specific Title	1
LEED® Accredited Professional	1

Preconstruction Services...Leveraging a Builder During Design



Role of Builder in LEED

□ **Builder commitment: 30% of points and 1 req**

Sustainable Sites	
Construction Activity Pollution Prevention	Required 1
Site Selection	1
Development Density & Community Connectivity	1
Brownfield Redevelopment	1
Alternative Transportation, Public Transportation Access	1
Alternative Transportation, Bicycle Storage & Changing Rooms	1
Alternative Transportation, Low-Emitting & Fuel-Efficient Vehicles	1
Alternative Transportation, Parking Capacity	1
Site Development, Protect or Restore Habitat	1
Site Development, Maximize Open Space	1
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Heat Island Effect, Roof	1
Light Pollution Reduction	1
Water Efficiency	
Water Efficient Landscaping, Reduce by 50%	1
Water Efficient Landscaping, No Potable Use or No Irrigation	1
Innovative Wastewater Technologies	1
Water Use Reduction, 20% Reduction	1
Water Use Reduction, 30% Reduction	1

Forms of commitment:

- appropriate submittal and shop drawing paperwork
- construction waste and site management practices
- affidavits

Energy & Atmosphere	
Fundamental Commissioning of the Building Energy Systems	Required
Minimum Energy Performance	Required
Fundamental Refrigerant Management	Required
Optimize Energy Performance	1 to 10
10.5% New Buildings or 3.5% Existing Building Renovations	1
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Enhanced Refrigerant Management	1
Measurement & Verification	1
Green Power	1

Materials & Resources	
Storage & Collection of Recyclables	Required
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Minimum IAQ Performance	Required
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Innovation in Design: Provide Specific Title	1
LEED® Accredited Professional	1

Preconstruction Services...Leveraging a Builder During Design



Precon Services Agreement

- Outline

- Review of construction contract
- Timetable
- Components of an RFP
- Components of an agreement



Precon Services Agreement

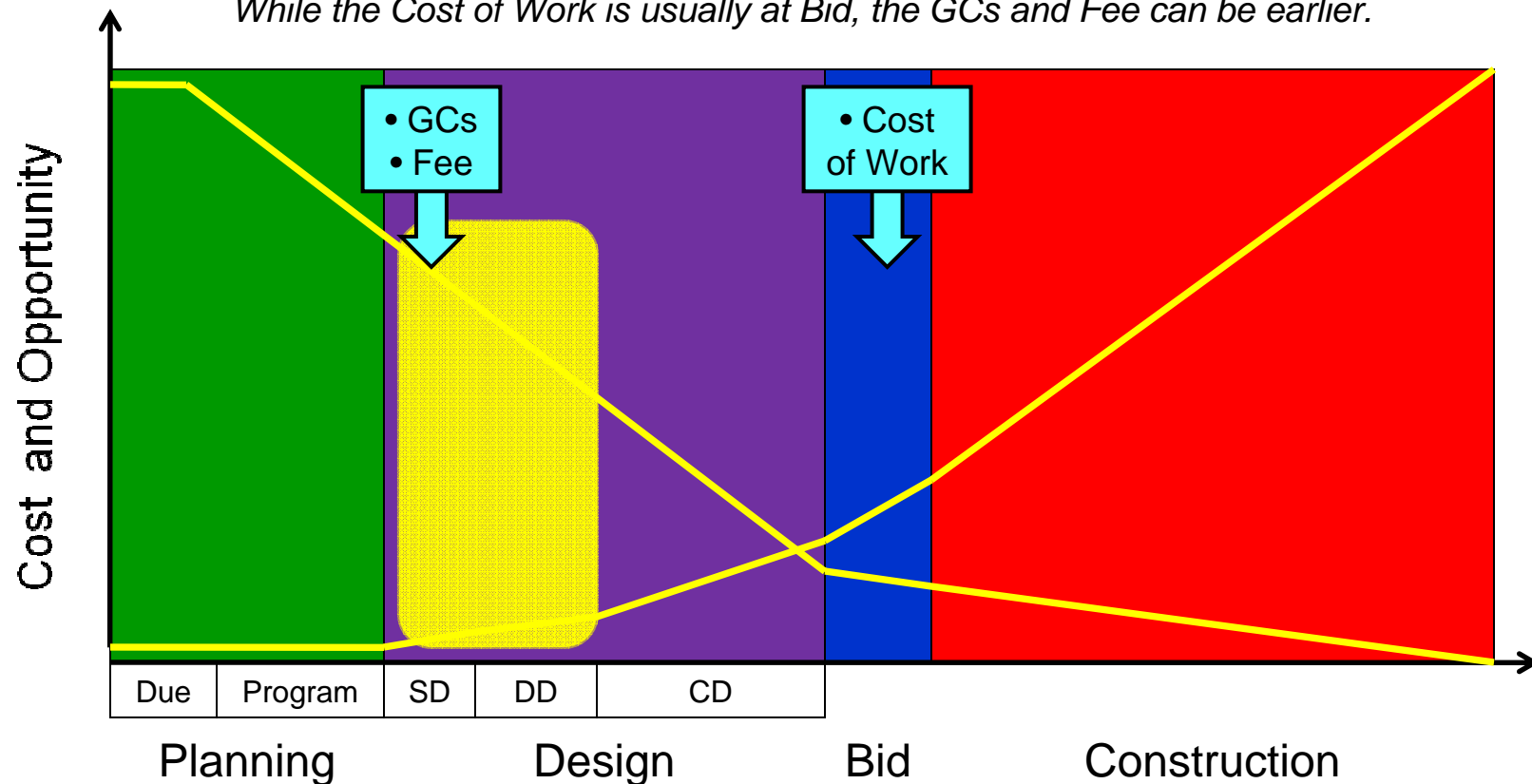
- Review of **construction** contract
 - Cost of Work
 - Material and labor, and internal contingency
 - General Conditions
 - Direct expenses ex. trailers, port-o-potties, cell phones, vehicles, salaries
 - Overhead and Profit aka Fee
 - % of Cost of Work (and sometimes general conditions too)



Precon Services Agreement

Timeline for Components of a Construction Contract

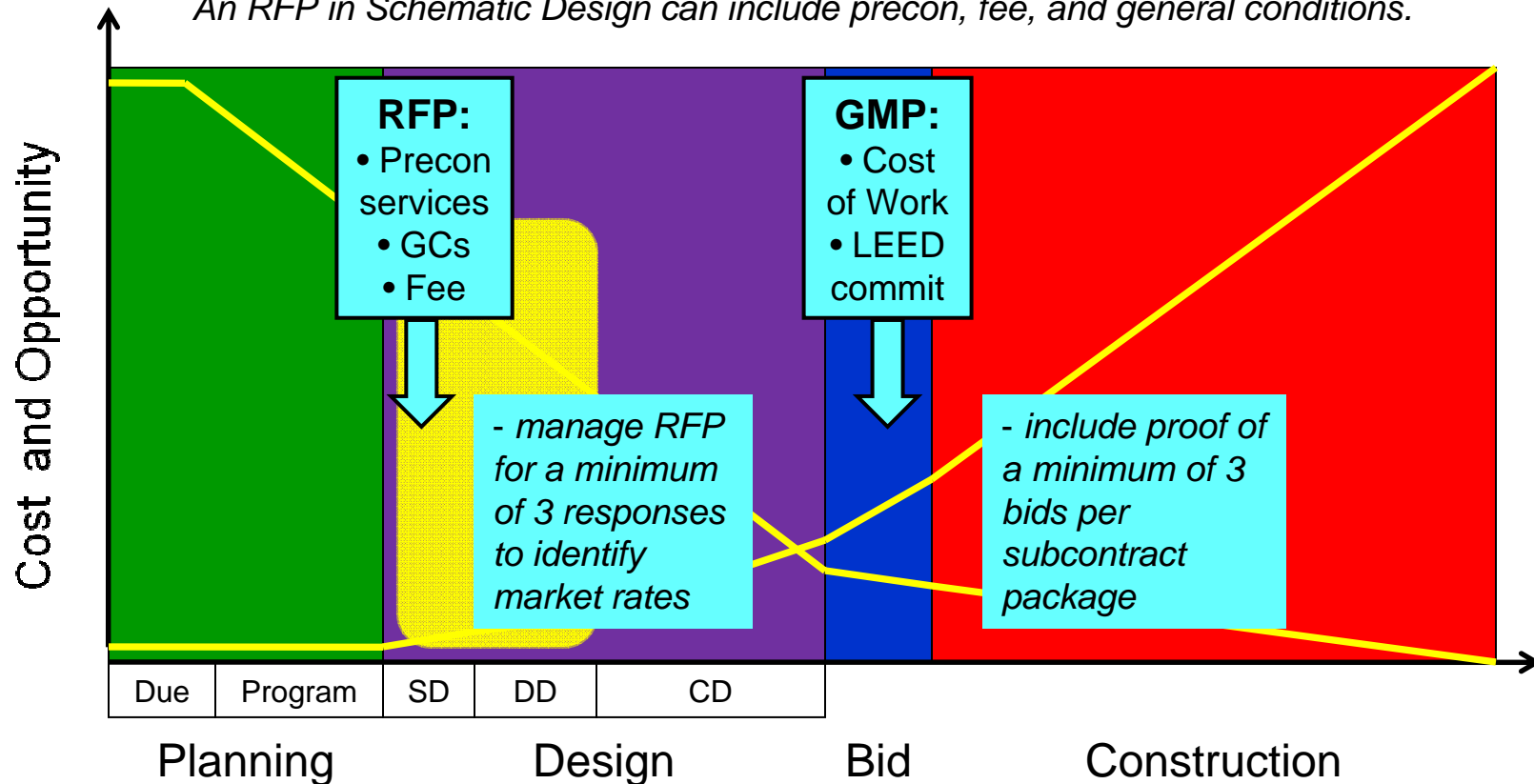
While the Cost of Work is usually at Bid, the GCs and Fee can be earlier.



Precon Services Agreement

Timeline for Builder Proposals

An RFP in Schematic Design can include precon, fee, and general conditions.



Precon Services Agreement

□ Components of an RFP

E. L. Haynes PCS
RFP for CM Services July 2006
Page 1 of 4

REQUEST FOR PROPOSAL

Construction Management Services ("CM") E. L. Haynes PCS Introduction

I. INTRODUCTION

E. L. Haynes, the only year-round public school in the District of Columbia, is quickly becoming locally and nationally recognized for driving student achievement. Haynes opened in August 2004, serves 183 pre-K to 5th graders this school year, and will grow until it serves over 650 pre-K to 12th graders. The school provides its students with high-quality academic enrichment programs for 47 weeks per year and uses an innovative evidence-based approach, integrating key elements of success drawn from the most current research in education reform and student achievement.

E.L. Haynes' mission is to ensure that every Haynes student will attain high levels of academic achievement and succeed at the college of his or her choice; to eliminate the achievement gaps related to the race, gender, home language, and socioeconomic status of our diverse student body; to serve as a model school by demonstrating that all students can succeed academically; and to impact the academic achievement of DC public school students through training school professionals.

Haynes is soliciting proposals for construction management services for a new school building at 3600 Georgia Avenue NW, Washington DC (see map).

II. PROJECT DESCRIPTION

E. L. Haynes PCS is currently planning a new school building at 3629 14th Street, NW, Washington DC. The school program through 12th grade to serve 650 students. This Project will include a new building to serve 465 Pre-K to 8th grade students.

The Project will include:

- 18 classrooms
- 1 art room
- 1 art studio
- 1 cafeteria with a raised kitchen only - approx. 2,000 SF
- 1 small gymnasium - approx. 4,200 SF
- general administrative space

E. L. Haynes PCS
RFP for CM Services July 2006
Page 2 of 4

Project Description

- buffers parking
- loading dock
- outdoor playground
- green roof

The proposed site is approximately 0.4 acres. The design is a 46,000 gross SF five story building with a basement. The building will be used in the school year 2008.

Design began in November 2005 and was completed in February 2007. The Architect of Record is [redacted] and the Architect's Representative, and will serve as the main point of contact.

Scope of Work

The [redacted] will be responsible for the following:

Various preconstruction services will include the following:

- Cost estimating at the end of Design Development (immediately upon selection and pending through Construction Documents)
- Review all similar submissions with input regarding constructability, material selection, and existing conditions.
- Preliminary construction site staging plans.
- Development and maintenance of a critical path schedule.

By a determined date and mutually agreed conditions, a Guaranteed Maximum Price (GMP) is to be officially presented to the Owner and if the parties cannot agree on the GMP, the preconstruction services will be compensated, the contract terminated, and the GMP not applied to the work.

IV. PRE-QUALIFICATION

The Bidder must have prior experience in construction management at risk and in schools of a similar size and scope in accordance with applicable codes, standards, rules, and regulations in the District of Columbia.

E. L. Haynes PCS
RFP for CM Services July 2006
Page 3 of 4

Form of Proposal

Proposals must contain the following information:

- Cover letter
 - Statement of interest in the Project
 - Name of the Bidder
 - Signature of the Bidder
- Plans/specifications
 - Title
 - History
 - Previous work (if applicable)
 - Current and projected program over the next two years
 - Estimated maximum loading capacity.
- Proposal team:
 - Description of each team member's current and past experience
 - Resumes of key personnel for the AIA Project, their proposed roles, and availability.
- Previous work and references:
 - Descriptions of up to five projects that best illustrate the proposed team's experience and capabilities with building elementary and middle schools in the District of Columbia; providing preconstruction services; and/or achieving effective value for money ("VFM") construction cost. For each project, please provide all of the following information in a consistent format:
 - Project name, client name, phone number, location, enclosed.
 - Gross square feet of new construction.
 - Gross square feet of renovation.
 - General program intended.
 - Bidder and/or other involved.
 - Planned and actual opening date.
 - Budgeted and actual construction cost.
- Approach to the Construction Schedule:
 - Description of approach to scheduling construction of the school to open by August 2007 (containing that a building permit is not expected until October 2006). Please provide a response in a narrative format with all supporting data and drawings, various details and solutions for the Owner to consider.
- Fees:
 - Draft list of expected general conditions expenses and estimated total.
 - Proposed fee for preconstruction services.
 - Proposed fee for construction services.

E. L. Haynes PCS
RFP for CM Services July 2006
Page 4 of 4

Submission Details

Submission of Proposal

- by email to [redacted]
- or by mail to [redacted]

Submission of bound copies of the Proposal to the District of Columbia Public-Choice School Board, 1140 Connecticut Avenue, NW, Washington, DC 20004.

Attention: Ms. Anni Drumme

The selection will be based on the quality of the content of the Proposal. No modifications will be considered unless requested in writing.

The Owner reserves the right to waive irregularities and the right to reject any Proposals at any point during the selection process.

The Owner also reserves the right to approve all sub-consultants, subcontractors, and team members.

VI. SELECTION SCHEDULE

RFP Issuance: [redacted]

Submission Deadline: [redacted]

Notification of shortlist for interviews: Wednesday July 19, 2006

Bidder's Presentation: [redacted] (see contract)

Note that the contract is posted by the District of Columbia Public-Choice School Board.

Schedule of Selection

VII. QUESTIONS

Please address your questions concerning the RFP to the Owner's single point of contact:

Ms. Anni Drumme
Executive Director
Phone: 202 289 4455
Fax: 202 289 8481
Email: adrumme@dcpublicchoiceschools.com

Preconstruction Services...Leveraging a Builder During Design



Precon Services Agreement

□ Components of an RFP

■ **Project Description:**

- SF of new vs. renovation, and types of spaces
- construction budget range (inclusive of gc's and fee)
- location
- architect (if known)
- Owner's Rep
- expected date for completion



Precon Services Agreement

- Components of an RFP

- **Scope of Work:**

- Identify expected number of cost estimates, Gantt charts, value engineering sessions, design meetings, LEED planning sessions, approvals and neighbor meetings, etc.



Precon Services Agreement

□ Components of an RFP

■ **Proposal Format:**

- Qualifications and experience with preconstruction services, including involvement in LEED projects
- Approach to preconstruction services
- Proposed fee for precon, how it is calculated, and how it would be billed
- Itemized proposed items and costs for general conditions
- Proposed overhead and profit (fee) as % of Cost of Work



Precon Services Agreement

□ Components of an RFP

■ **Notes about precon fees:**

- shouldn't be zero, so that you have a valid release mechanism
- may be almost zero as a marketing cost but your team may not be available for extra meetings or be fully engaged
- may be billed at direct time and materials. If you ask for lots of meetings and analyses, this may add up



Precon Services Agreement

□ Components of an RFP

■ **Notes about selecting/negotiating:**

- Apples-to-apples:
 - reconcile general conditions lists
 - reconcile general conditions totals with durations
- Consider approach and experience
- Consider 'fit' of people proposed with your own team



Precon Services Agreement

Preconstruction Services leading to a GMP

Wonderful University (Owner) is in the design phase of a new construction project located at Lovely Lane, Washington, DC. The preferred delivery method is a Construction Manager-at-Risk, therefore engaging a general contractor to participate during design and be best informed to provide a Guaranteed Maximum Price proposal. Accordingly, whereas Owner desires to engage Awesome Construction Company (Contractor) for this purpose and Awesome Construction Company desires to perform the work, the parties mutually agree as follows:

Scope of Work:

The scope of work shall include, without limitation, the following:

- Attend Design Committee meetings, cost estimate review meetings, general progress meetings, and other meetings as needed.
- At all meetings, actively participate in identifying value engineering strategies for achieving a project within the Owner's construction budget.
- Based on drawings issued on March 17, 2009, provide: a detailed construction cost estimate; a memo or chart of recommended critical path and construction schedule milestones; a memo sharing input regarding constructability, material selection, and existing conditions; and a memo or sketch of input regarding preliminary construction site staging.
- Near the end of the Design Development phase, provide: a detailed construction cost estimate; a revised schedule; and a revised staging plan.
- Provide pricing and input on related project impacts of value engineering ideas during Schematic Design, Design Development, and GMP value engineering exercises.
- Identify early trades and bid packages and arrange for procurement subject to Owner written approval.
- Assist in procurement of applicable County approvals.
- Provide a detailed Guaranteed Maximum Price proposal at a mutually agreeable date in the Construction Documents phase incorporating the general conditions (labor and supervision, and general requirements) as indicated on the attached Exhibit A and a 3.0% fee on a construction budget up to \$50.0M, and a 2.0% fee for any construction costs beyond \$50.0M.

Points of Contact:

Joe Goodfellow shall serve as point of contact for the Contractor, and shall not be reassigned or substituted without Owner written consent. Shirley Best of Brailsford & Dunlavey shall serve as point of contact for this scope on behalf of the Owner. Bill Vision shall serve as point of contact for Drawing LLC, Project Architect.

Timetable, Compensation and Payment:

April 1, 2009 to GMP prior to March 1, 2009: By a determined date and mutually agreeable milestone, prior to March 1, 2009, a Guaranteed Maximum Price ("GMP") is to be officially presented to the Owner. The Contractor will be paid for all services and expenses rendered to that date, and this Agreement will be superseded by an AIA A111. Compensation for the above scope of work shall not exceed \$300,000.00 for services. Services shall be billed monthly reflective of the level of effort in a month based upon activities and phasing milestones. The maximum monthly fee for services shall be as shown in Exhibit B. Monthly reimbursable expenses will be submitted at cost against a total capped allowance of \$30,000.00.

Extension if GMP is beyond March 1, 2009: If the date for the GMP is extended and preconstruction services are requested by the Owner past March 1, 2009, the Contractor will be compensated for preconstruction services on a prorated basis per this Agreement.

Termination at GMP: If the parties cannot agree on the GMP, the Contractor will be paid for all services and expenses rendered to that date, this Agreement will be terminated, and the GMP bid will be opened to the public.

General Termination: The Owner has the right to terminate the Contractor's participation at any time and for any reason without prior notice, subject to payment for all services and expenses rendered to the date of termination.

Agreed,

Wonderful University	Awesome Construction Company
Signed: _____	Signed: _____
Name: _____	Name: _____
Title: _____	Title: _____
Date: _____	Date: _____

- Opening, identifying parties
- Scope of Work, identifying deliverables
- GCs and Fee expected with GMP
- Points of Contact
- Compensation for Precon Services
- Release, if parties can't agree on GMP
- Owner's right to terminate at any time

Preconstruction Services...Leveraging a Builder During Design



Precon Services Agreement

- Components of an **Agreement**

- Coordinate with:

- Legal counsel – agreement language

- Procurement manager – application within policies for public notices and selection procedures



Learning Objectives

- *Identify in a project schedule when to involve preconstruction services.*
- *Acknowledge the role of the builder in achieving LEED goals.*
- *Prepare a scope and contract terms for preconstruction services.*

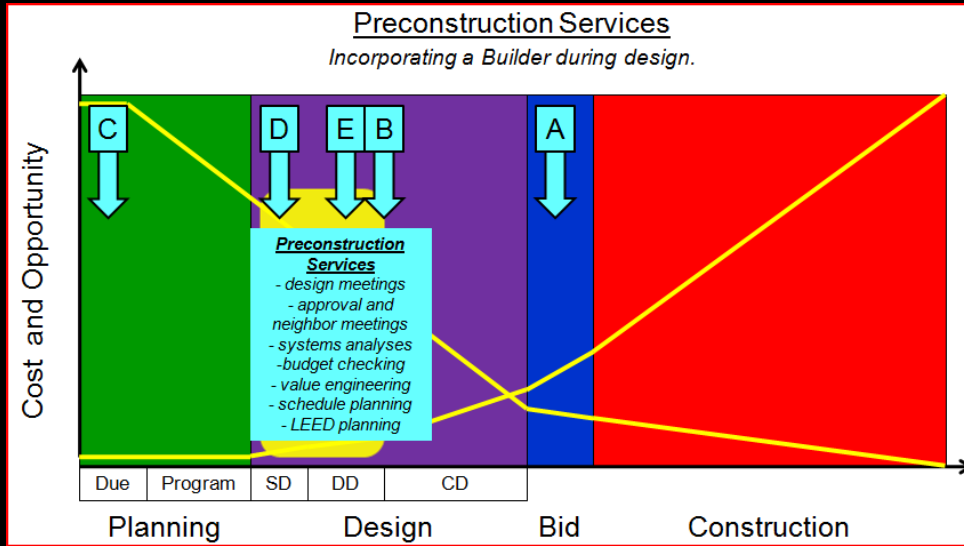


Summary

- When and Why of Precon Services
 - ▣ Schematic Design offers the greatest opportunities for management of quality & program, use of budget, and coordination of schedule.
- Role of Builder in LEED
 - ▣ Assist with choices and commit to specific points
- Precon Service Agreement
 - ▣ Can be a basic letter, with a release clause.



Discussion



Sustainable Sites	Energy & Atmosphere	Indoor Environmental Quality
Construction Activity Pollution Prevention Site Selection Brownfield Redevelopment Alternative Transportation, Public Transportation Access Alternative Transportation, Bicycle Storage & Changing Stations Alternative Transportation, Low-Emitting & Fuel-Efficient Vehicles Alternative Transportation, Parking Capacity Site Development, Plant or Restore Habitat Site Development, Maximize Open Space Stormwater Design, Quantity Control Stormwater Design, Quality Control Heat Island Effect, Non-Roof Heat Island Effect, Roof Light Pollution Reduction	Fundamental Commissioning of the Building Energy Systems Minimum Energy Performance Optimize Building Management Fundamental Commissioning Management 18.5% New Buildings or 2.5% Existing Building Renovations 14% New Buildings or 7% Existing Building Renovations 17.5% New Buildings or 10.5% Existing Building Renovations 27% New Buildings or 14% Existing Building Renovations 24.5% New Buildings or 17.5% Existing Building Renovations 28% New Buildings or 21% Existing Building Renovations 31.5% New Buildings or 24.5% Existing Building Renovations 35% New Buildings or 28% Existing Building Renovations 38.5% New Buildings or 31.5% Existing Building Renovations 42% New Buildings or 35% Existing Building Renovations On-Site Renewable Energy 2.5% Renewable Energy 7.5% Renewable Energy 12.5% Renewable Energy Enhanced Commissioning Enhanced Subsystem Management Measurement & Verification Green Power	Minimum IEQ Performance Environmental Tobacco Smoke (ETS) Control Outdoor Air Delivery Monitoring Increased Ventilation Construction M2 Management Plan, During Construction Construction M2 Management Plan, Before Occupancy Low-Emitting Materials, Adhesives & Sealants Low-Emitting Materials, Paints & Coatings Low-Emitting Materials, Carpet Systems Low-Emitting Materials, Composites, Sealers & Applied Products Indoor Chemical & Pollutant Source Control Controllability of Systems, Lighting Controllability of Systems, Thermal Comfort Thermal Comfort, General Thermal Comfort, Verification Daylight & Views, Daylight 15% of Spaces Daylight & Views, Views for 90% of Spaces
Water Efficiency Water Efficient Landscaping, Reduce by 50% Water Efficient Landscaping, No Potable Use or No Irrigation Innovative Wastewater Technologies Water Use Reduction, 20% Reduction Water Use Reduction, 30% Reduction	Materials & Resources Storage & Collection of Recyclables Building Reuse, Maintain 75% of Existing Walls, Floors & Roof Building Reuse, Maintain 50% of Existing Walls, Floors & Roof Building Reuse, Maintain 50% of Interior Non-Structural Elements Construction Waste Management, Over 75% from On-Site Construction Waste Management, Over 75% from Off-Site Materials Reuse, 5% Materials Reuse, 10% Materials Reuse, 15% (pre-consumer + 1% pre-consumer) Materials Reuse, 20% (pre-consumer + 1% pre-consumer) Materials Reuse, 25% (pre-consumer + 1% pre-consumer) Materials Reuse, 30% (pre-consumer + 1% pre-consumer) Materials Reuse, 35% (pre-consumer + 1% pre-consumer)	Innovation & Design Process Innovation in Design, Project Specific Title Innovation in Design, Project Specific Title Innovation in Design, Project Specific Title Innovation in Design, Project Specific Title LEED Accredited Professional

Forms of commitment:

- appropriate submittal and shop drawing paperwork
- construction waste and site management practices
- affidavits



Preconstruction Services leading to a GMP

University (Owner) is in the design phase of a new construction project located at Lowly Lane, Washington, DC. The University is a Construction Manager-at-Risk. Therefore engaging a general contractor to participate during design and bid to provide a Guaranteed Maximum Price proposal. Accordingly, whereas Owner desires to engage Awesome Construction Company (Contractor) for this purpose and Awesome Construction Company desires to perform the work, the parties agree as follows:

if work shall include, without limitation, the following:

- Attend Design Committee meetings, cost estimate review meetings, general progress meetings, and other meetings as needed.
- At all meetings, actively participate in identifying value engineering strategies for achieving a project within the Owner's construction budget.
- Based on drawings issued on March 17, 2009, provide a detailed construction cost estimate, a memo or short of recommended critical path and construction schedule milestones, a memo sharing risk regarding constructability, material selection, and existing conditions, and a memo or sketch of your engineering preliminary construction site staging.
- Near the end of the Design Development phase, provide a detailed construction cost estimate, a revised schedule, and a revised pricing plan.
- Provide pricing and input on related project impacts of value engineering ideas during Schematic Design, Design Development, and GMP value engineering exercises.
- Identify early trades and bid packages and arrange for procurement subject to Owner written approval.
- Assist in procurement of applicable County approvals.

Provide a detailed Guaranteed Maximum Price proposal at an mutually agreeable date in the Construction Documents phase, incorporating the general conditions, labor and supervision, and general requirements as indicated on the attached Exhibit A, and a 3.0% fee on a construction budget up to \$50.0M, and a 2.0% fee for any construction costs beyond \$50.0M.

Points of Contact:

Joe Donofrio shall serve as point of contact for the Contractor, and shall not be reassigned or substituted without Owner written consent. Shirley Best of Brakeland & Dunaway shall serve as point of contact for this scope on behalf of the Owner. Bill Vinton shall serve as point of contact for Drawing LLC, Project Architect.

Timetable, Compensation and Payment:

April 1, 2009 to GMP only to March 1, 2010: By a determined date and mutually agreeable milestones, prior to March 1, 2009, a Guaranteed Maximum Price (GMP) shall be officially presented to the Owner. The Contractor will be paid for all services and expenses rendered to that date, and this Agreement will be superseded by an AIA A111. Compensation for the above scope of work shall not exceed \$100,000.00 for services. Services shall be billed monthly reflective of the level of effort in a month based upon activities and drawings completed. The maximum monthly fee for services shall be as shown in Exhibit B. Monthly reimbursable expenses will be submitted as cost against a total approved allowance of \$100,000.00.

Extension of GMP is beyond March 1, 2010: If the date for the GMP is extended and preconstruction services are required by the Owner, until March 1, 2010, the Contractor will be compensated for preconstruction services on a prorated basis per this Agreement.

Termination at GMP: If the parties cannot agree on the GMP, the Contractor will be paid for all services and expenses rendered to that date. This Agreement will be terminated, and the GMP will be opened to the public.

General Termination: The Owner has the right to terminate the Contractor's participation at any time and for any reason without prior notice, subject to payment for all services and expenses rendered to the date of termination.

Agreed:

Wonderful University
 Signed: _____
 Name: _____
 Title: _____
 Date: _____

Awesome Construction Company
 Signed: _____
 Name: _____
 Title: _____
 Date: _____

REQUEST FOR PROPOSAL
 Construction Management Services (CMS)
Introduction

1.1. Purpose: The sole purpose of this Request for Proposal is to solicit proposals for the design and construction management services for the University of Maryland System (UMS) and its various units. The UMS is a public institution of higher education and is located in College Park, Maryland. The UMS is currently in the process of renovating and expanding its facilities. The UMS desires to engage a Construction Management Services (CMS) provider to provide design and construction management services for the UMS. The CMS provider will be responsible for the design and construction management services for the UMS. The CMS provider will be responsible for the design and construction management services for the UMS. The CMS provider will be responsible for the design and construction management services for the UMS.

Project Description

1.2. Project Description: The project consists of the design and construction management services for the UMS. The project includes the design and construction management services for the UMS. The project includes the design and construction management services for the UMS. The project includes the design and construction management services for the UMS. The project includes the design and construction management services for the UMS.

Scope of Work

1.3. Scope of Work: The scope of work for the CMS provider includes the design and construction management services for the UMS. The scope of work includes the design and construction management services for the UMS. The scope of work includes the design and construction management services for the UMS. The scope of work includes the design and construction management services for the UMS.

Project Description

1.4. Project Description: The project consists of the design and construction management services for the UMS. The project includes the design and construction management services for the UMS. The project includes the design and construction management services for the UMS. The project includes the design and construction management services for the UMS.

FORM OF PROPOSAL

1.5. Form of Proposal: The form of proposal for the CMS provider includes the design and construction management services for the UMS. The form of proposal includes the design and construction management services for the UMS. The form of proposal includes the design and construction management services for the UMS. The form of proposal includes the design and construction management services for the UMS.

Submission Details
 (ex. pdf to email address)

1.6. Submission Details: The submission details for the CMS provider include the design and construction management services for the UMS. The submission details include the design and construction management services for the UMS. The submission details include the design and construction management services for the UMS. The submission details include the design and construction management services for the UMS.

Schedule of Selection

1.7. Schedule of Selection: The schedule of selection for the CMS provider includes the design and construction management services for the UMS. The schedule of selection includes the design and construction management services for the UMS. The schedule of selection includes the design and construction management services for the UMS. The schedule of selection includes the design and construction management services for the UMS.

Preconstruction Services...Leveraging a Builder During Design



PRECONSTRUCTION
SERVICES...
LEVERAGING A BUILDER
DURING DESIGN

ATHLETIC BUSINESS CONFERENCE

Athletic Business
CONFERENCE
+ EXPO
success starts here
DECEMBER 4 - 6, 2008
San Antonio, Texas
Henry B. Gonzalez Convention Center

December 4, 2008


BRAILSFORD & DUNLAVEY
Facility Planners • Program Managers
Catalysts for Building Community