



How to Win State Design and Construction Contracts

Mission

- GA helps its customers succeed.

Vision

- Customers seek and value our services and expertise.
- Others recognize our innovation and efficiency.
- People want to work here.

John Lynch

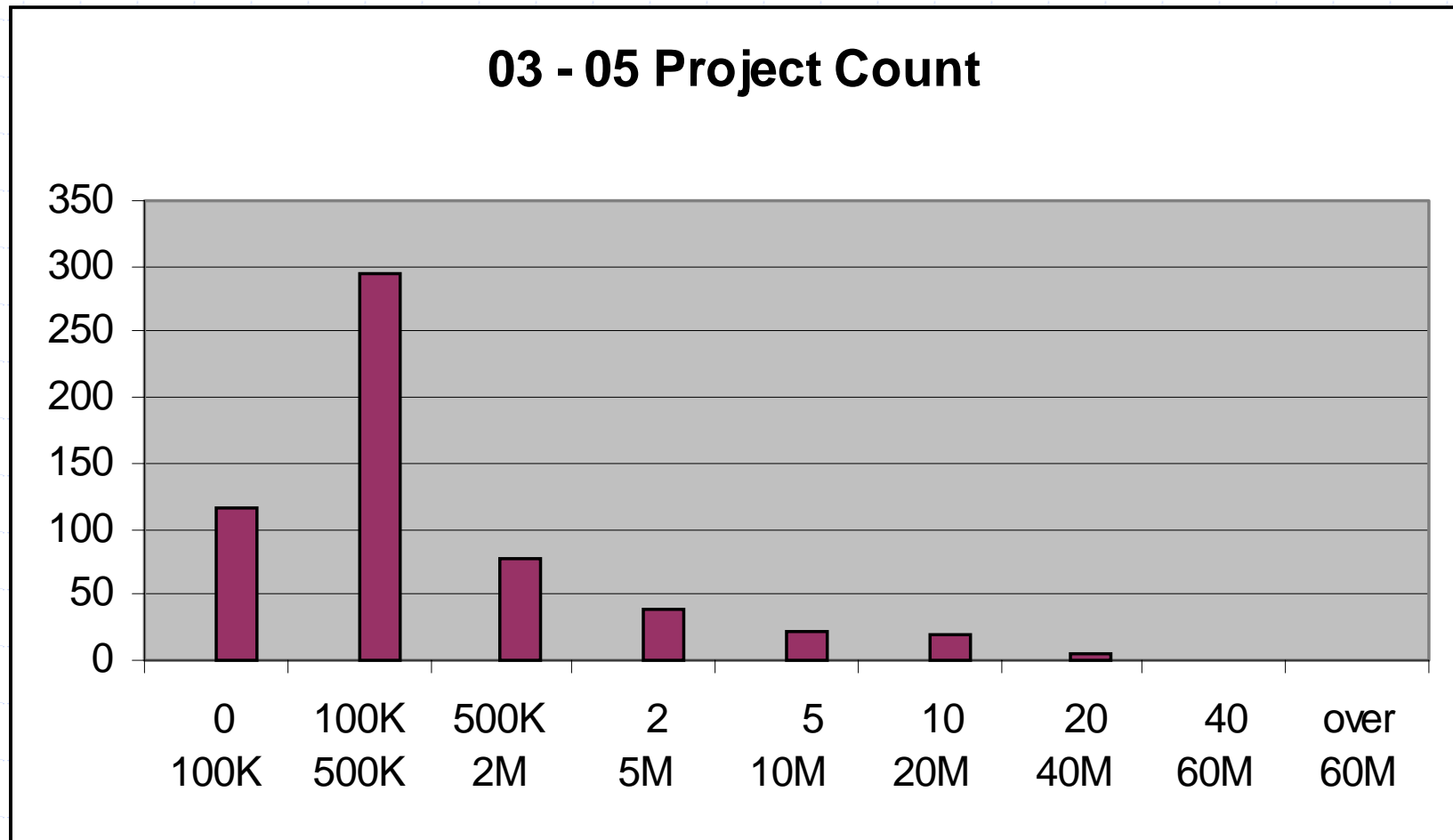
State of Washington

Division of Engineering and Architectural Services

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- ◆ We provide project management services for many state agencies including community colleges, DSHS, DOC, WSP, and GA
- ◆ Staff of 80
- ◆ Workload is approx. \$600M per biennium
- ◆ Approx. 1/3 of our work is “reimbursable”
- ◆ Please visit www.ga.wa.gov/eas

Current Workload



Design and Construction Contracts

◆ Design Contracts

- Qualification based selections

◆ Construction Contracts

- Majority are bid with award to the lowest responsible bidder
- Selections for some large projects made by considering both price and qualifications
- Energy Performance Projects (design-build)

Architect/Engineer Contracts

- ◆ The total value of all A/E contracts currently in place is \$190 million.
- ◆ Agreements written in the last fiscal year (7-1-02 to 7-1-03) total \$29,285,000.
 - \$8,090,000 in > \$125,000 category (320 contracts)
 - \$21,195,000 in < \$125,000 category (62 contracts)

The State's Biennial "Public Works" System

- ◆ OFM assembles the Governor's Capital Budget
- ◆ The Legislature appropriates about \$950 million each biennium
- ◆ GA's family of clients receive about 60% of these funds
- ◆ Many agencies supplement these funds with other sources

The State's Biennial "Public Works" System

- ◆ Capital funds are available from July 1 through June 30 of odd calendar years
- ◆ Funds can be "re-appropriated" to extend into the next biennium
- ◆ Funding for large projects are often appropriated in two year increments

Qualification Based Selection

- ◆ State law requires that we select “the firm deemed to be the most highly qualified to provide the services required for the proposed project.” (RCW 39.80.030)
- ◆ In addition, we must: “include a plan to ensure that minority and women-owned firms are afforded the maximum practicable opportunity to compete ...”

Advertisements

- ◆ All A/E services managed by GA must be advertised (RCW 39.80.030)
- ◆ We advertise annually for our A/E reference file (fee < \$125,000)
- ◆ A/E services with fees > \$125,000 are individually advertised. Also see:
www.ga.wa.gov/eas/aeprojax.htm

How Selections Are Made

- ◆ Selections are made by a panel
- ◆ Private sector architects and engineers are encouraged to serve on panels
- ◆ A two phase process is used
- ◆ A/E teams are generally formed prior to the Phase 1 submittal

The Committee Members

- ◆ Large Projects - Five members
 - Two E&AS Staff Members
 - Two Client Agency Members
 - One Outside Consultant

- ◆ Small Projects - Three members
 - Two E&AS Staff Members
 - One Client Agency Member

The Selection Criteria

- ◆ Qualifications of Key Personnel
- ◆ Previous Performance
- ◆ Relevant Experience
- ◆ Expressed Interest
- ◆ Geographic Proximity
- ◆ Voluntary MWBE goals of 10% MBE and 6% WBE

What is a State A/E Contract?

- ◆ The state uses its own Conditions of Agreement
- ◆ Fees are based on the OFM Fee Schedule
- ◆ Agreements are tailored to meet the construction contract approach
 - Design-Bid-Build
 - General Contractor/Construction Manager
 - Small Works Roster
 - Limited Public Works

Construction Contracts

- ◆ Small Works Roster
 - Projects less than \$200,000
 - Bond and retainage can be waived on projects less than \$35,000
- ◆ Design-Bid-Build
 - Most projects use this traditional method
- ◆ Alternative Public Works
 - GC/CM and Design-Build

Current Contracts

- ◆ Current active const. contracts:
 - 131 contracts with a value greater than \$500,000, worth a total of \$735 million.
 - 191 contracts with a value less than \$500,000, worth a total of \$29 million.
 - Of these, 53 are energy performance contracts with a total value of \$42 million.

Alternative Public Works

- ◆ General Contractor/Construction Manager (GC/CM)
 - Over \$10 million
 - Qualification based pre-qualification
 - Final selection is based on a combination of qualifications and price
 - Sub-contracts are bid

Alternative Public Works

- ◆ Design-Build
 - Over \$10 million
 - Qualifications based short list
 - Finalists provide a conceptual design
 - Final selection based on a combination of qualifications, price, and the conceptual design

Construction Contracts

- ◆ We use the State General Conditions
- ◆ 100% payment and performance bond is generally required
- ◆ Liability Insurance is required

Advertisements

- ◆ Individual projects are advertised
 - Seattle Daily Journal of Commerce
 - Local newspaper
 - Posted on the GA website
- ◆ A/E Roster and Small Works Roster advertisements are posted annually
 - Designers and contractors can apply to get on these lists anytime

Anticipated Projects

- ◆ Over the next year, we plan to bid 50 projects (>\$500,000)
- ◆ These projects have a combined value of about \$325 million
- ◆ Watch for the advertisement, or you may contact the design consultant or the project manager with questions

Contact Information

- ◆ A/E Reference File

- <http://www.ga.wa.gov/eas/reference.htm>

- ◆ Small Works Roster

- <http://www.ga.wa.gov/EAS/smlwrk-roster.htm>

- ◆ Vendor Registration site

- <http://www.ga.wa.gov/webs/>

- ◆ E&AS Contact

- Jo Ann Cabiao

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Thank You

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