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

03 - 05 Project Count

- 0
- 100K
- 500K
- 2M
- 2
- 5M
- 5
- 10M
- 10
- 20M
- 20
- 40M
- 40
- 60M
- over 60M
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/aeprojix.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**

- **Small Works Roster**

- **Vendor Registration site**

- **E&AS Contact**
  - Jo Ann Cabiao
  - (360) 902-7231, [jcabiao@ga.wa.gov](mailto:jcabiao@ga.wa.gov)
Thank You

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