Scott E. Harm, Founding member and Senior Partner of Belay Architecture
DOD experience for more at 19 years
DBB/DB/DD
SCIF Projects; Guam, Argentina, Korea, Japan, Hawaii, Iceland, Western States
Design Build sole (90%) business line of Belay Architecture for 7 years
DESIGN-BUILD

Project Types:
Fire Stations, Bachelor Enlisted Quarters (BEQ), Equipment Maintenance Facilities, Headquarters Buildings, Dining Hall, Air Traffic Control Rooms, Training and education Buildings, City Hall, Baseball Stadium, Hotel, Lift Stations
Clients list: Who our client is; and who they are serving:

**OUR CLIENTS:** Vet Industrial, Shape Construction, Hoffman, Mortenson, P&L, Bristol ANC, Doyon ANC, Alutiiq ANC, Soltek, Korte, Cherokee General, and Cherokee Construction Services, Atlantic Marine.
SERVING OWNERS

NAVFAC NW
- North Island Coronado
- San Diego
- NAS Fallon NV
- NAS Whidbey Island
- Naval Station Kitsap
  (Bangor, PSNS, CIA, Indian Island)
- Pearl Harbor
JBLM
- Department of Public Works
USACE
- JBLM
- McChord
- Fairchild
- Veterans Administration
  (American Lake, Seattle)

THEIR CLIENTS:

NAVFAC NW
  North Island Coronado
  San Diego
  NAS Fallon NV
  NAS Whidbey Island, Naval Station Kitsap (Bangor, PSNS, CIA, Indian Island)
  Pearl Harbor
JBLM
  Department of Public Works
USACE
  JBLM
  McChord
  Fairchild
  Veterans Administration; American Lakes and Seattle
That was then – This is now

- Everett BEQ - $61 Million Design Build
- Coronado Island, CA BEQ (North Island)
- Fairchild Fitness Center
- Border Patrol Stations; Colville, Oroville, Bonners Ferry
- Coast Guard ENG/AST Coos Bay, OR
- Emergency Power Improvements

What has worked – What has not?

- Best Value Awards
- Lowest Bid Awards
- Buying a Project
- Change orders ‘on the fly’
- Conflicts in Request for Proposals
- “Assumptions”
WHO & WHAT

Set Asides
- HUB, SB, SBD, MBE, WOSB, VOSB, SDVOB
Full & Open
(2) Phase
MATOC / MACC / IDIQ

Who and what they are now
Set Asides
HUB, SB, SBD, MBE, WOSB, VOSB, SDVOB
Full and Open
(2) Phase
MATOC/MACC/IDIQ
Major Differences: Design/Bid/Build vs. Design/Build

D/B/B: Contractor often has the right to assume least expensive
D/B: Contractor is told to assume the most restrictive
D/B: Contractor is responsible and liable for almost everything
Design/Build Challenges and Opportunities:

- Must have Past Performance; save everything that is good
- CCASS Ratings: the good the bad & the ugly
- Non DoD project may count
- Exclusivity vs Non Exclusive Arrangements: designers & engineers
- Bidding on 30% at best (70% not shown): Bidding what you don’t see
- Design Narratives
- Someone has to know everything: One person is best; Scope coverage's
Where do we think it is going:

- Solid Local Spending for the next 3 to 4 years
- Subject to the whim of congress
- Offices of Standardization
- More restrictive qualifications
- A changing paradigm when the economy improves
WHAT TO DO?
WHERE TO LOOK?

Subcontracting Opportunities
- Joint Ventures
- Teaming Agreements
MACC & MATOC
Business Set-up

What to do now and where to look:
Subcontracting opportunities
Joint Ventures
Teaming Agreements
Determine who has the MACC's and MATOC's
They are all setting up businesses
Stationary
Living Quarters; extended stay, hotels, rental homes and purchases
Cars
Uniforms
Signage
Catering
Trailers
Office equipment

How to integrate into the system / Network.
   Single Day Passes
   SAME
   Open Houses at Headquarters
   Regional Offices
AFTER YOU WIN – WHAT TO EXPECT?

Be prepared to wait.
Be prepared to extend proposal and price.
Award vs. NTP
Get off on the correct foot.
Play by the rules, but the rules will change.
Client review periods.
Liquidated damages are real.

After you win: what to expect
Be prepared to wait
Be prepared to extend proposal and price: as long as a year
Award vs NTP
Get off on the correct foot
You will be required to play by the rules; but the rules will change
The clients has review periods they will not reduce
Liquidated Damages are real

Pitfalls of DoD work compared to Public/Private sector
   Paperwork
   Reporting
   Staffing
   Safety
   Superintendent
   Construction Quality Control (CQC)
   Project Manager
   Design Manager
IN THE NOT TOO DISTANT FUTURE

New construction will slow down... it has to.
Building Repair and Maintenance.
Systems Services.
Expanded Community Needs.

The not too distant future

New construction will slow down...it has to
Building Maintenance
Building Repairs
Systems Services
Expanded Community Needs