DESIGN-BUILD & DEFENSE SPENDING
DESIGN-BUILD

Olympia City Hall
615 4th Avenue East, Olympia, Washington

Belay Architecture - Hoffman Construction
KPFF - FSi - Sparling - Glander Associates - Brightworks
CLIENT CONTRACTORS

Vet Industrial
Shape Construction
Hoffman
Mortenson
P&L
Bristol ANC
Doyon ANC
Alutiq ANC
Soltek
Korte
Cherokee General
Cheokee Construction Services
Alantic 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)
THEN / NOW

P742 BACHELOR ENLISTED QUARTERS
NAVAL BASE CORONADO, CA
WHO & WHAT

Set Asides
- HUB, SB, SBD, MBE, WOSB, VOSB, SDVOB

Full & Open
(2) Phase
MATOC / MACC / IDIQ
MAJOR DIFFERENCES | D/B/B vs. D/B

Design / Bid / Build
- Contractor often has right to assume least expensive

Design / Build
- Contractor is told to assume most restrictive
- Contractor is responsible and liable for almost everything
D/B CHALLENGES & OPPORTUNITIES

Past Performance
CCASS Ratings
Exclusive Arrangements
Bidding at 30%
Design Narratives
Scope Coverage
DIRECTION

3-4 Years of Solid Local Spending
Congressional Debt Concerns
More Restrictive Qualifications
Changed Paradigm
WHAT TO DO?
WHERE TO LOOK?

Subcontracting Opportunities
- Joint Ventures
- Teaming Agreements

MACC & MATOC
Business Set-up
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.
IN THE NOT TOO DISTANT FUTURE

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