HOW TO ASK THE RIGHT QUESTIONS OF ARCHITECTS AND GENERAL CONTRACTORS







TOPICS

- About Building Solutions
- Bottom Line of the Presentation
- Wisconsin School News Articles Top 3 Mistakes
- Key Construction Manager (CM) / General Contractor (GC) Questions
- Key Architect Questions

ABOUT BUILDING SOLUTIONS

- Owner's Representative Firm
- JOURNEY + RESULTS
- Background



BOTTOM LINE OF THE PRESENTATION

- What: Questions to Ask Architects and CMs prior to hiring (small or large project)
- Why: Improved Project JOURNEY and RESULTS



WISCONSIN SCHOOL NEWS ARTICLES



- From Architect's perspective
- From Construction Manager's perspective
- From Owner's Representative perspective



IN THIS ISSUE, we examine the top 3 referendum mistakes from the architect's perspective

- referendum project for the students and the community.
- 2 Failing to follow the results of the survey.
- 3 Failing to engage the entire district.



PART 2: June-July issue

Construction Manager's perspective:

- 1 Not creating a clear "road map" or plan.
- 2 Allowing too much "scope creep" in the project.
- 3 Not managing the project's soft costs.



PART 3: August issue Owner's Representative

perspective: 1 - Inadequate request for proposal when hiring the

architect and construction manager 2 - Ignoring or not knowing important roles of the school district.

3 - Failing to audit project costs.



WISCONSIN SCHOOL NEWS ARTICLES

Failing to audit project costs.

MISTAKE #1: Poor request for proposal when hiring an architect and construction manager

School districts must fully understand the request for proposal process and the strategy behind it. If district personnel are not confident in this role, they can hire a professional to create the RFP when selecting the architect and construction manager. The investment in this

- 1. Firm's qualifications How likely will the firm excel based on the previous experience, history and structure of the firm?
- 2. Project team qualifications How likely will the specific team (project managers, project superintendent, estimators, etc.) excel based on their past history, experience and skills? The quality of the team that the district will interact with each day will be critical to the success of the project.
- 3. Work plan, strategy or approach to the project Does the firm's strategy, approach, processes and work plan align with what is needed to excel?
- 4. Fees and costs How do all the fees and costs of hiring the constition manager or architect comp

- Firm and <u>Team</u> Background and Qualifications
- Project Approach
- Costs and Fees
 - o Construction Manager Fee
 - o Insurance Rate Fee
 - o Bond Fee



- Costs and Fees (cont)
 - o General Conditions (cost to manage the project)
 - o Labor Rate (including burden and profit)
 - o Self-Perform work fee
 - o Material Mark-up fee
 - o Construction Manager Owned Equipment Fee/Profit



- Costs and Fees (cont)
 - o Pre-Construction and Referendum Fee
 - o Change Order Fee
 - o Profit on Fixed Cost (salaries, etc)
 - o Shared Contingency Savings
 - o Shared Savings to Not Bond Sub-Contractors



- Costs and Fees (cont)
 - o Early Completion Bonus
 - o Fee Charged to Subcontractor (require subs to pay for CM owned equipment, etc)
 - o Subguard Insurance Markup Fee



KEY ARCHITECT QUESTIONS

- Firm and <u>Team</u> Background and Qualifications
- Project Approach
 - o Pre-Referendum Planning, Design, Construction
 - o Design Quality Control and Assurance
 - o Cost of Design Errors and Omissions
- Cost and Fees



SUMMARY

- Firm and <u>Team</u> Qualifications, Project Approach, and Fee/Costs
- Small or Large Project
- Journey + Results



CONTACT INFORMATION

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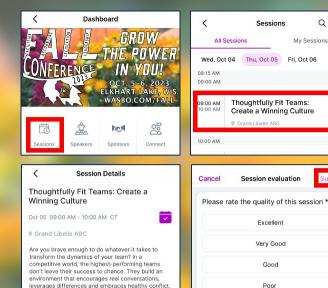
CONTACT

Curt Wiebelhaus, Director curt@buildingso.com / 414.303.4608



PLEASE COMPLETE THE SESSION EVALUATION!

- 1. IN THE WASBO GO APP, GO TO THE FALL CONFERENCE AFTER VISITING THE CALENDAR TAB.
- 2. GO TO "SESSIONS" AND CLICK THIS SESSION.
- 3. CLICK THE EVALUATION LINK AT THE BOTTOM OF THE SESSION LISTING.
- 4. PROVIDE YOUR FEEDBACK ON THE SESSION (LESS THAN ONE MINUTE!) AND CLICK "SUBMIT." (SEE EXAMPLE TO RIGHT).



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exploration of what it takes to create a winning culture on your team. From tackling tough issues

head-on to fostering trust and camaraderie, she'll

unveil the secrets from coaching hundreds of teams over the last 20 years. Walk away with three game-

changing questions you can use immediately that'll propel your team forward. Don't settle for mediocrity

when greatness awaits.
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Evaluation

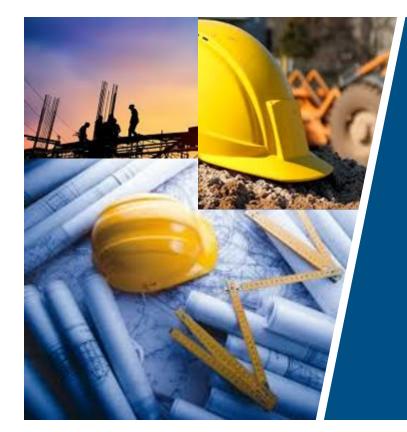
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Very Poor

Comments:

Write something here...





THANKyou

