



Welcome!

HOW TO ASK THE RIGHT QUESTIONS OF ARCHITECTS AND GENERAL CONTRACTORS





STORY ABOUT A \$466,000 QUESTION

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*
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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

- Top 3 Referendum Mistakes

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



WISCONSIN SCHOOL NEWS ARTICLES

3. **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 construction manager or architect compare

KEY CONSTRUCTION MANAGER QUESTIONS

- Firm and Team Background and Qualifications
- Project Approach
- Costs and Fees
 - Construction Manager Fee
 - Insurance Rate Fee
 - Bond Fee

KEY CONSTRUCTION MANAGER QUESTIONS

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

KEY CONSTRUCTION MANAGER QUESTIONS

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

KEY CONSTRUCTION MANAGER QUESTIONS

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

KEY ARCHITECT QUESTIONS

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

SUMMARY

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

CONTACT INFORMATION

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THANK *you*

