

# **DESIGN-BUILD & DEFENSE SPENDING**



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# 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**

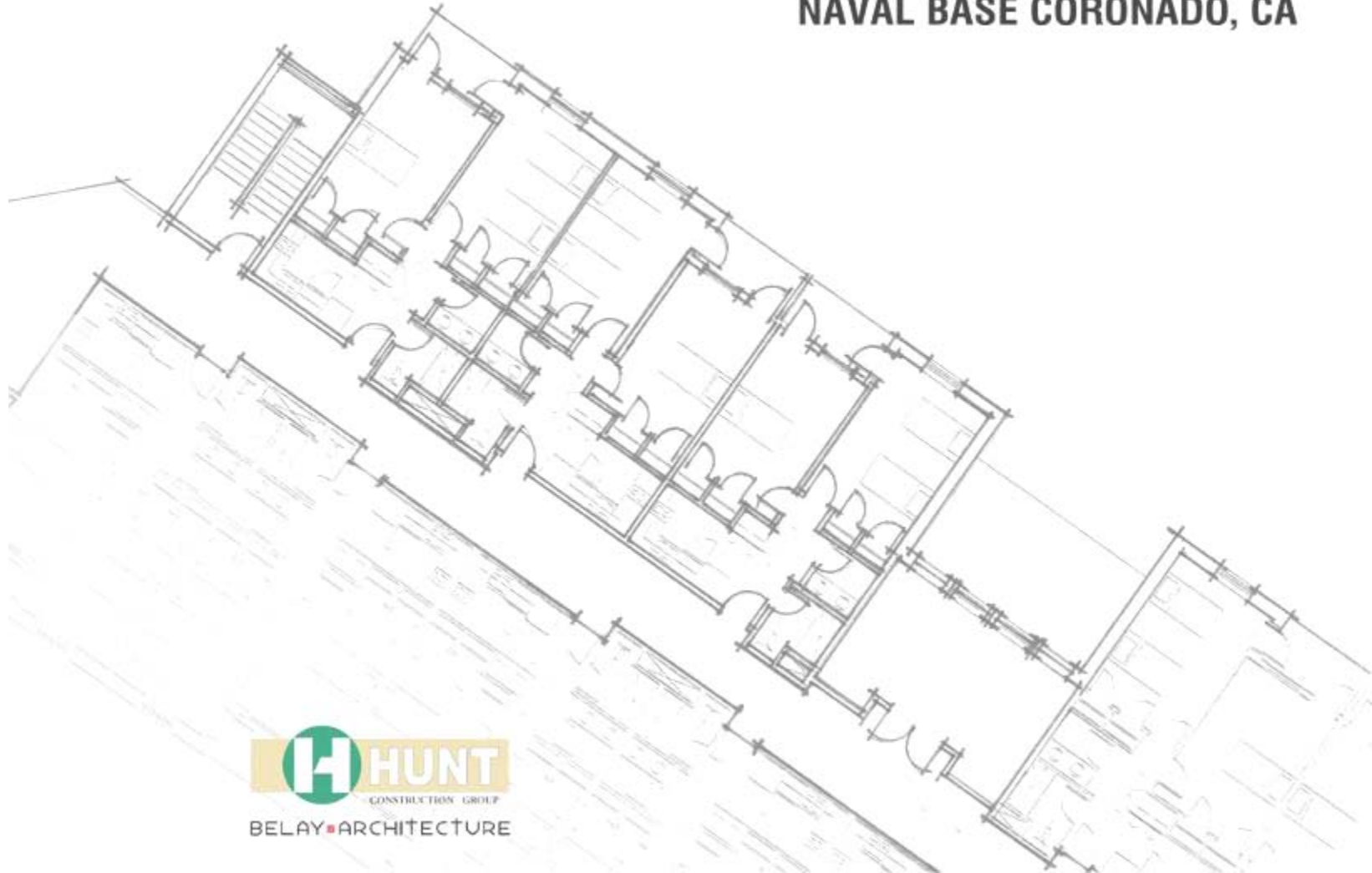
- JBLM
- McChord
- Fairchild
- Veterans Administration  
(American Lake, Seattle)



**US Army Corps  
of Engineers®**

**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



EXPANDED LOBBY SPACE AND JUICE BAR, VIEW FROM RUNNING TRACK



# 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**

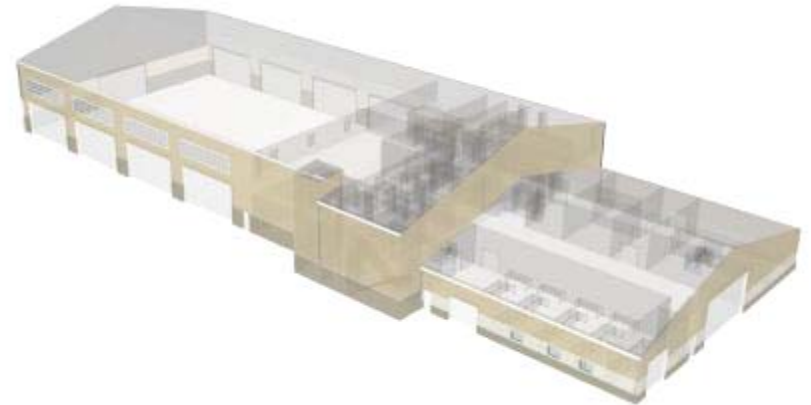


Image provided by: BELAY ARCHITECTURE



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## ***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.**



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