Let's Collaborate

Help us Help you



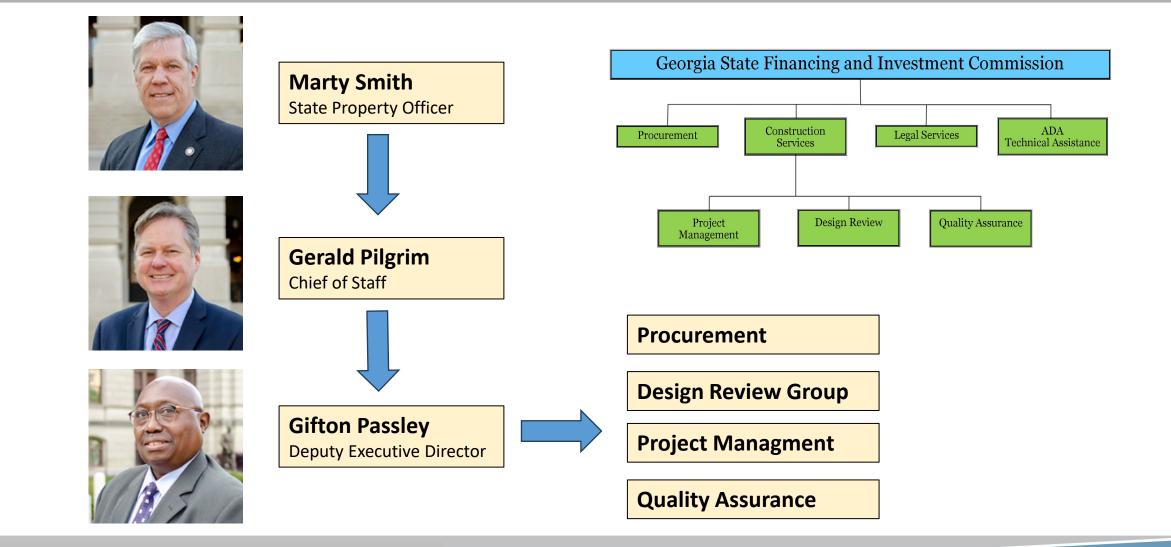
Professional Partnership Workshop

Introduction



- Who is GSFIC?
- State of the Agency (GSFIC)
- Project Overview

Introduction



State of the Agency Report (GSFIC)

Currently Managing 129 Active Projects - \$2.5B

Expected Projects From Current Legislative Session:

- 40+ New Projects
- \$1 to \$1.5 Billion in New Projects Expected
- CASH!?!
 - Procurement from FY 2024A Already Starting
 - Procurement from FY 2025 Expected by June or July

GSFIC Procurement Services: Who We Are



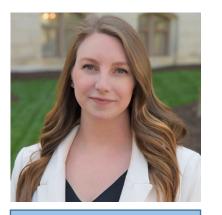
Jeff Lacks Director of Procurement Services



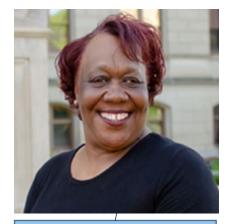
Ashley Eubanks Administrative Assistant



Christy Sanders Legal/Procurement Volunteer



Kelsey Ayers Contracts Manager



Mendi Boddie Sr. Contracts Specialist

GSFIC Procurement Services: What We Procured

FY 2023 - (July 1, 2022 – June 30, 2023)

GC (Design-Bid-Build) - 43 Opportunities Advertised > 14 GSFIC Managed Projects > 29 Using Agency Managed CM-at-Risk/GC (CM) - 14 Opportunities Advertised Design Build (DB) - 4 Opportunities Advertised Commissioning (CxA) - 18 Opportunities Advertised Special Inspections/Material Testing (SI) - 12 Opportunities extended to firms



GSFIC Procurement Services: Where to Find Projects

← → C Ssl.doas.state.ga.us/gpr/index

* 🛛 🚳 🗄

ck Links 🗸 🗸	Supplier Portal for registration or maintenance of Supplier of	r Bidder profiles during this time.		
Bidding Event Search	Feel free to contact Procurement Helpdesk @ 404-657-600	0 or procurementhelp@doas.ga.gov for any question or concern.		
Supplier Search	Thank you for your patience.			
NIGP Search				
Team Georgia Marketplace	Find hidding appartunities affered by the State of Coarsia. To	o submit a bid or proposal, you must be registered as a supplier or bidder. To i	radictor click hara. To coarch fr	ar a bidding avant usa a kayward ar
Bidder and Supplier Portal	any combination of criteria. Events will be displayed in the se		register, <u>click here.</u> To search h	a bidding event, use a keyword of
GPR Buyer Login	Event Search Criteria			
erences >				
	Type of Response	Search Keyword	Event Status	
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GSFIC Procurement Services: Where to Find Projects – Head Start Option!

Check the Budget!

- In January, the Governor's Office of Planning and Budget (OPB) publishes Governor's Recommended Budget. Then House and Senate each adopt their own budgets.
- Find Budgets online at Governor's Office of Planning & Budget, House Budget Office, and Senate Budget Office.
- Bond Funded Projects are Listed at the end of the budget document.

HB 9	16		FY2025
	County.(H:Recognize \$11,000,000 appropriated in the Amended FY 2024 budget (HB 915, 2024 Session) to reflect completion of project funding.)		
4482	Regents, University System of Georgia Board of: Construction of Pafford Building Renovation, University of West Georgia, Carrollton, Carroll County.	\$9,600,000	\$9,600,000
4483	Regents, University System of Georgia Board of: Construction of Eastman Campus Extension, Middle Georgia State University, Eastman, Dodge County. (H: Recognize \$10,670,000 appropriated in the Amended FY 2024 budget (HB 915, 2024 Session) to reflect completion of project funding.)	\$5,335,000	\$5,335,000
4484	Regents, University System of Georgia Board of: Design and construct the Science and Ag Hill Modernization, Infrastructure Upgrades 2, University of Georgia, Athens, Clarke County.	\$8,500,000	\$8,500,000
4485	Regents, University System of Georgia Board of: Design, construct, and equip the partial renovation of the Davidson Student Center, Columbus State University, Columbus, Muscogee County.	\$4,800,000	\$4,800,000
4486	Regents, University System of Georgia Board of: Design and construction to upgrade the primary electrical distribution system, East Georgia State College, Swainsboro, Emanuel County.	\$2,700,000	\$2,700,000
4487	Regents, University System of Georgia Board of: Design for the Science and Ag Hill Modernization Phase III - Poultry Science Building Renovation, University of Georgia, Athens, Clarke County.	\$2,300,000	\$2,300,000
4488	Regents, University System of Georgia Board of: Design and construction for renovations to the interdisciplinary research building, Augusta University, Augusta, Richmond County.	\$5,000,000	\$5,000,000
4489	Regents, University System of Georgia Board of: Design and construct the replacement of two chillers at the 10th Street Chiller Plant, Georgia Institute of Technology, Atlanta, Fulton County.	\$5,000,000	\$5,000,000
4490	Regents, University System of Georgia Board of: Design and construct a campuswide renewal of HVAC and electrical systems, Gordon State College, Barnesville, Lamar County.	\$4,000,000	\$4,000,000
4491	Georgia Research Alliance: Equipment for the Georgia Research Alliance, statewide.(H:Reflect \$2,000,000 in the Amended FY 2024 budget (HB 915, 2024 Session).)	\$3,000,000	\$3,000,000
4492	Regents, University System of Georgia Board of: Design, construct, and equip the renovation of the College of Business Building, Georgia Southern University, Statesboro, Bulloch County.	\$5,000,000	\$5,000,000
4493	Georgia Military College: Repair roof of College Academic Building (Boylan and Miller Hall) - Phase III, Milledgeville, Baldwin County.	\$112,000	\$112,000
4494	Georgia Military College: Exterior Stucco Repair for College Academic Buildings, Milledgeville, Baldwin County.	\$67,200	\$67,200
4495	Georgia Military College: Furniture, Fixtures, and Equipment for Wilder Hall, Milledgeville, Baldwin County.(H:Reflect funding in the Amended FY 2024 budget (HB 915, 2024 Session).)	\$0	\$0
4496	Technical College System of Georgia: System-wide equipment refresh, statewide.	\$5,475,000	\$5,475,000
4497	Technical College System of Georgia: Equipment for a new Georgia industrial systems and industrial robotics training center at Ogeechee Technical College, Statesboro, Bulloch County.	\$3,580,000	\$3,580,000
4498	Technical College System of Georgia: Design, construction, and equipment for Walton County Campus Renovations, Phase 1 at Athens Technical College, Monroe, Walton County.	\$9,875,000	\$9,875,000
4499	Technical College System of Georgia: Design, construction, and equipment for RAAME Center renovation at Southern Crescent Technical College, Griffin, Spalding County.	\$2,675,000	\$2,675,000
4500	Technical College System of Georgia: Design and construction for new transportation	\$0	\$0

GSFIC Procurement Services: How We Procure

Design Professionals (DP)

- Qualifications Based Selection Process See OCGA 50-22-1 Design-Bid-Build (DBB)
- ➢ Hard Bid, Select Bid, or Pre-qualified Low Bid
- CM-at-Risk/GC (CM)
- Qualifications Based Selection Process + Fee Proposal Selection

Commissioning Agent (CxA)

Qualifications Based Selection Process

Construction Materials Testing and Special Inspections (SI)

Select from Prequalified Firms (List and application is on GSFIC website)



GSFIC Procurement Services: How We Procure Architects, Commissioning Agents, and SI/CMT

Architects

2 Steps

- (statutory process OCGA 50-22-1)
- Selection Committee will:
- 1) Review Statements of Qualifications and Shortlist
- 2) Interview Shortlisted Firms, select most qualified
- After selection, price is negotiated.

Commissioning Agents

1 or 2 Steps (see RFQ to determine) (Depending on Size/Complexity of Project)

Selection Committee will:

- Review Statements of Qualifications and Shortlist (or) Select Most Qualified
- 2) Interview Shortlisted Firms, select most qualified

After selection, price is negotiated.

Special

Inspections/Mat. Testing

1 or 2 steps (see RFQ to determine) (Depending on size/complexity of Project)

- 1) Random selection of prequalified firms
- QBS of randomly selected firms (review SOQ and select most qualified firm (or) Review SOQ's, conduct interviews, select most qualified firm)

After selection, price is negotiated.

GSFIC Procurement Services – How we Procure DBB



- ✓ Find Project on Georgia Procurement Registry (GPR)
- ✓ Open Invitation to Bid (ITB) under "Documents"

- ✓ Create e-Builder Account to view Bidding Documents
- ✓ See eBuilder User Guide under "Documents" Tab
- ✓ Practice Logging into eBuilder
- ✓ Submit Bid via e-Builder
- Email confirmation for bid submission

GSFIC Procurement Services: How We Procure CM/GC Selection Process = Price + Qualifications



- Step 1 Submissions of Qualifications and creating a shortlist of Firms (Same as Old Process, Deliverables tweaked)
- Step 2 Submissions of Fee Proposal and Overall Project Schedule, Interviews, and Scoring of Shortlisted Firms by Selection Committee
- Step 3 Procurement calculates score for Fee Proposal, Adds Score to Qualifications Score = Highest Score Wins

Implementation

Two Reasons GSFIC was Directed to Add Fee as a Factor in FY2022 (July 2021):

- 1) Ensure the State was Getting Value on CM Projects
- 2) Ensure Competition for New Qualified CM Partners

How's It Going?

- New Partners 40 Proposers since Adding Fee as a Factor vs 28 Proposers from the Same Period Before Fee as a Factor
- Proposer Sucess Rates 52% of Proposers Since Adding Fee as a Factor and 65% If you Propose on More than 1.
 - Get Better as You Do it!
 - BOR Cohort Groupings
- 3) Overall Percentage of Project (At Contract Award) 11.90% to 9.66%
 - Includes Pre-Construction Sum + CM General Conditions Costs + Construction Phase Fee ("GCs & Fee")

Challenges and Concerns

- The Quality of the Management Team is going to "Drop"
- The CM won't have Enough Money to Do their Job
- Fee is Going to Drop To A Point Where We Can't Make Money
- Unqualified Firms are Going to "Win on Fee"
- Fee is Going to Determine the Winner
- The "Low Fee Bidder" is Just Going to Make it Up in "Job Costs"
- "Buying the Job" by Reducing the Schedule

"GCs and Fee" Breakdown

	Pre-Con <u>%</u>	Labor <u>%</u>	Non-Labor <u>%</u>	Construction Fee <u>%</u>	Final Contract %
Quality Based	0.68%	5.02%	2.56%	3.80%	11.90%
Quality & Fee Based	0.37%	3.74%	2.27%	3.27%	9.66%
Difference Since Change	-0.31%	- 1.28%	-0.29%	-0.53%	-2.24%
% Change	-45.52%	- 25.54 %	-11.33%	-13.97%	-18.82%

- Construction Fee Did Was Not Main Faction in Overall Reduction
- Labor Was Main Factor But Multiple Reasons for Change and Quality of Team Proposed has Not Significantly Changed
- Preconstruction Cannot be Overlooked!

Selected Firm Breakdown

		Selected Proposer	% of Award
	1st	25	66%
	2nd	6	16%
Quality Ranking	3rd	6	16%
	4th	0	0%
	5th	1	3%

- Proposers with a Top 2 Quality Score were Awarded 82% of Time (Highest Rank is 8 of Last 9)
- Proposers Who were Awarded Projects with the 3rd Quality Ranking Is Rare, But There are Reasons for Each

How Have We Responded:

Updating Procedures and Contract Language:

- All Bidders Use RFQ Duration
- Clarifying Allowable Costs and Fee Percentages
- General "Clean Up" of Construction Phase Service Deliverables (Removal and Clarifications)

Leveraging Fee as Factor for Efficiency:

Procurement:

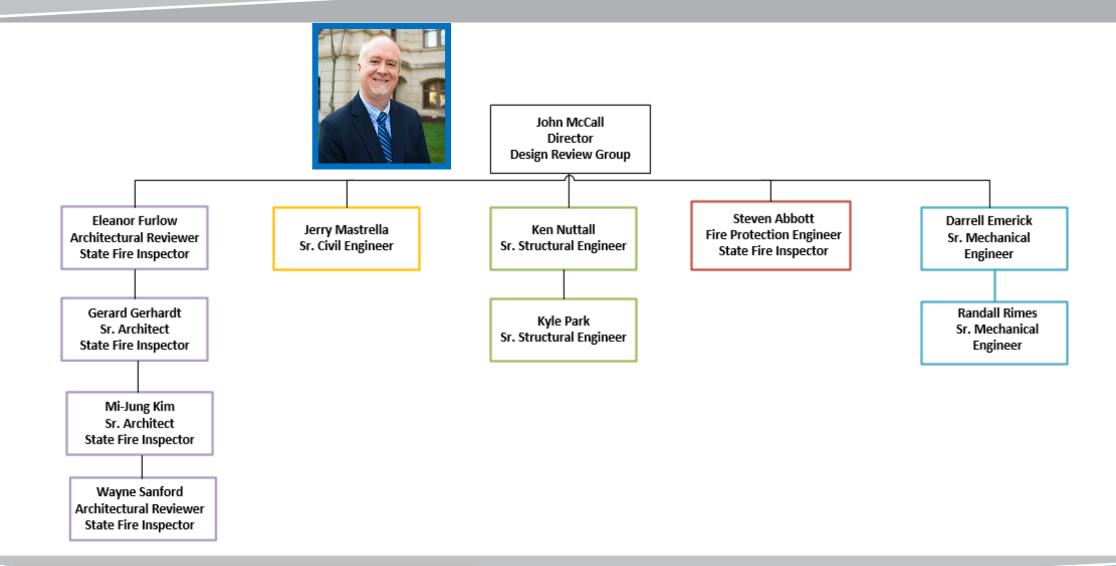
- 1 Written Proposal Vs 2 Written Proposals Construction Phase:
- Lump Sum Billing for GCs
- Guaranteed Fee at SCL
- Daily and Monthly Rate for Time Extensions

BOR Procurement

BOR Procurement Process

- How To Learn About Non-GSFIC Opportunities (BOR Website; GA Procurement Registry)
- Non-GSFIC Managed Projects (Small Cap; Campus Projects)
- Design Professional Procurement
- Program Management Procurement
- Cohort??

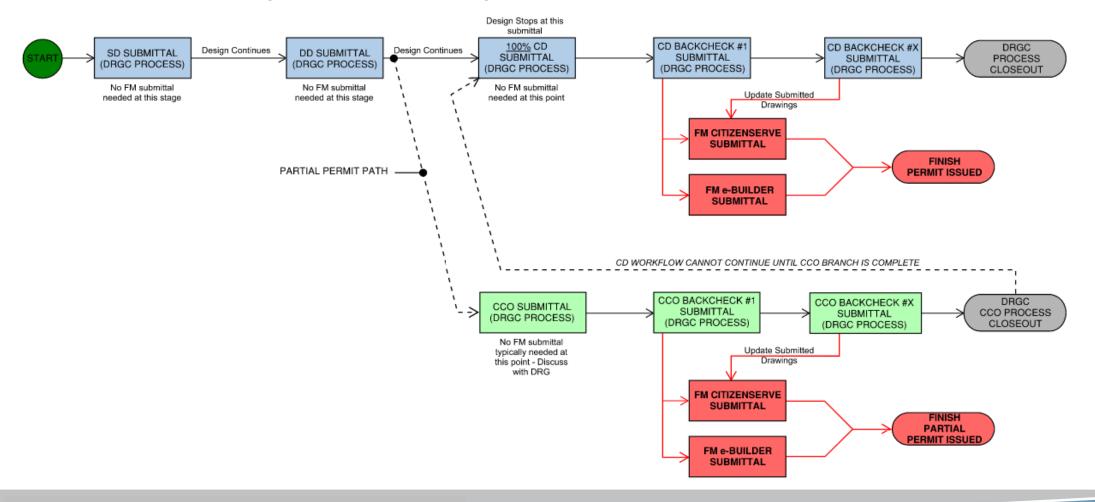
Design Review Group – Who We Are



• What do we do?

- The Design Review staff performs over 400 reviews annually on GSFIC and non-GSFIC managed projects.
- DRG performs Constructability Reviews on GSFIC managed projects in order to identify and correct problems prior to construction.
- DRG issues Construction Permits for GSFIC and non-GSFIC managed projects.
- DRG also reviews fire sprinkler and fire alarm shop drawings on behalf of the State Fire Marshal's office.

What does our plan review process look like?



• Our Review Comment spreadsheet...

		Structural C	Constructability Review Comments		
			CCO#2 Review Comments	Programming Date:	
Project-				SD Date:	
Location-				DD Date:	
		Reviewer:		DD/CCO#1:	
		Contact:		CCO#1 BC#1:	
			Black: General constructability comment	CCO#2:	
			Blue: Code comment		
			Red: Critical comment		
Comm. No.	Drawing/ Specification Reference Number	Room/ Detail Number	Reviewer's Comments	Architect's / Engineer's Response and Location of Response	Status Open/Closed By GSFIC
10	S201	1	Both wings have two references to Note 12 near the existing construction. There is no note 12.	References have been updated.	Closed
11	S201	1	Please check the dimensions between the alpha indicated column lines with those on Sheet A-100. ⇒CCO#2: Now using A-201 since A-100 was not submitted, the dimension between Col. Lines A & B does not match.	Dimensions have been updated.	Open
12	S201	Sheet Notes	Please check the referenced details for Notes 8. & 10.	References have been updated.	Closed
13	S202	Sheet Notes	Please check the referenced details for Notes 8. ⇒CCO#2: The note discusses overbuild while the detail referenced is for new openings.	References have been updated.	Open
14	S206	1	The Reference Elevation given does not match the Roof Level elevation given on Architectural Elevation sheets A221 thru A225.	Elevations have been coordinated.	Closed
15	S304	2&3	IBC 1901.2, ACI 10.5.4 Reinforcing in footings to comply with minimum reinforcing requirements. The minimum reinforcing ratio for Grade 60 reinforcing steel is 0.0018. The #4@12" lateral do not supply the minimum reinforcing ratio.	Reinforcing has been updated to meet minimums.	Closed
16	S401	12	The arrow side weld is a flare bevel groove weld.	Detail has been updated.	Closed
17	S411	1, 2, 3, 6, 7, & 8	The upper working points of the diagonals generally do not coincide as shown in 2/S412. Please locate these work points.	Work points have been located in elevations.	Closed
18	S411	6	The Column Line indicated in the title matches neither that shown on the elevation nor on the plan where referenced.	Elevation titles have been updated.	Closed

What Is Your Role As Design Professional?

- Read and memorize our Process Guide.
 - Where is it? (On Our Website)
- Provide complete and coordinated documents.
- Allow time in your design schedule for QA/QC.
- Provide Narratives for complicated Life Safety situations.
- Please communicate with us.



Perceptions about DRG

- Plan reviews delays projects
- Confusion on Constructability and Fire Marshal review process
- Lack of Communication
- Transparency on review target dates
- Comments added during back check

Design Review Group – How We Have Responded

Get Ahead of "Confusion" by Informing Partners Early

- PROCESS GUIDE!!
- Project Orientation (After Award) Helps Both Parties get Informed and Aligned)
- Pre-Submission Drawing Review Helps DRG "Catch Up" and get context before document review
- Face to Face when Possible and Productive

Schedule Management (Internal and Project Schedules)

- Revamped Design Review Checkpoint Meeting Internally
- Weekly Update from PM to DRG about Future Submissions
- Transparency for ENTIRE TEAM on due dates
- Clarity about Each Step of Review Process with GSFIC Team and Project Partners

Get to Know DRG Teammates

- Direct Communication with Reviewers and DRG Director
- Early Lessons Learned, Required Items and Best Practices in Meetings

Other Changes We are Working On:

- Providing Permit with MINOR Open Comments
- Metrics for Tracking and Measuring Successful DRG Submissions
- Additional Process During Design and Preconstruction Phase to Ensure Progress

Design Review Group – How Can You Help?

Design Professionals:

- Read the Process Guide the PROCESS GUIDE!! (Don't just learn from your peer)
- Engage with DRG on Complex Items Early
- Don't Hit Print Because of the Calendar, Hit Print Because YOU ARE READY! (QC! QC! QC!)
- Respond To Comments in Detail and Engage If you Aren't Sure
- Work With your CMs Beyond Drawings Deliverables

Construction Managers:

- Review Documents Early and Often...and Before DRG Review (Simultaneous QC)
- Talk to DP About Details Before They are Drawn

EVERYONE: LET US KNOW!

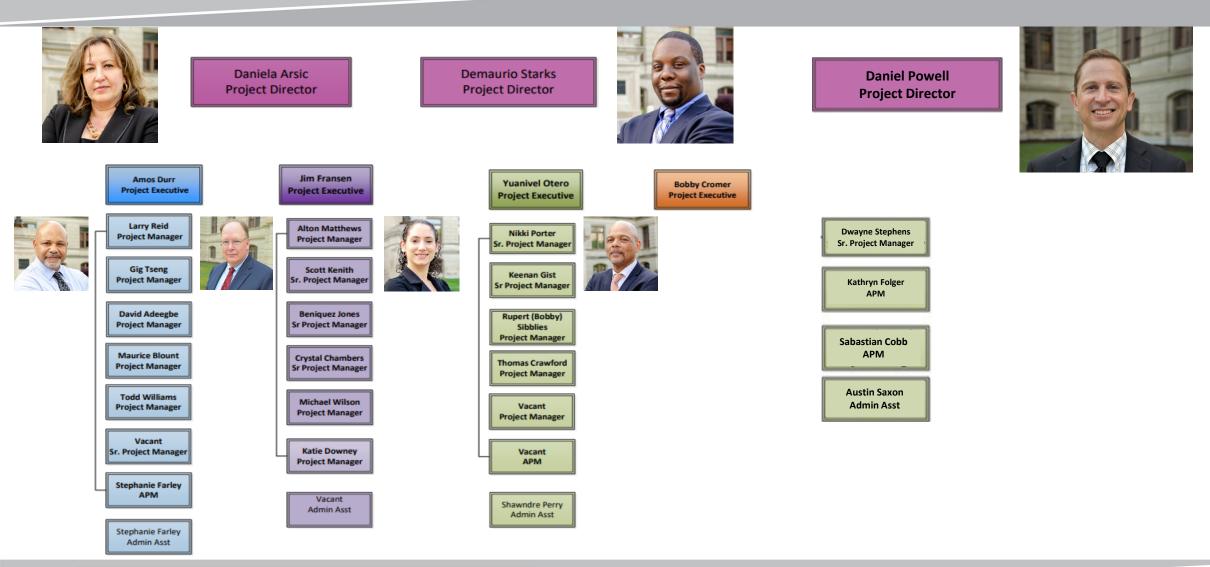
BREAK TIME!

(Presentation Start Again at 11:00am)

Questions:

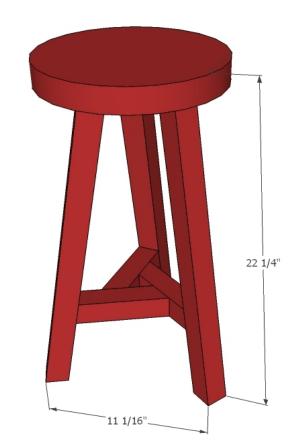
- In Person Write Questions at Front Table or Ask Live During Panel
- Virtual Ask Question in Chat and Administrator will Get it to the Panel

Project Management



Project Management - Roles and Responsibility

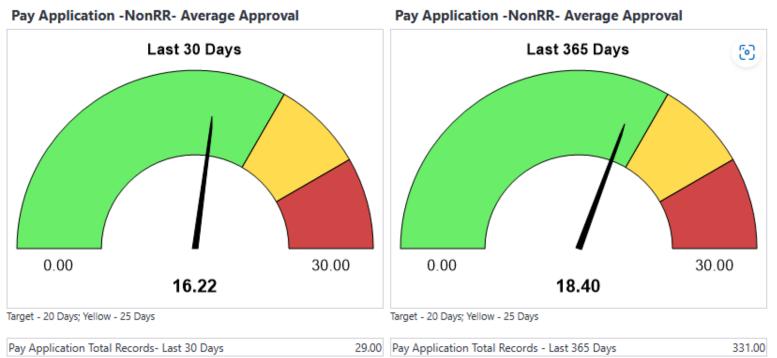
- Manage Projects from Legislative Approval Through Warranty
- Three Main Focus Areas:
 - Budget
 - Schedule
 - Quality
- Project Ownership and Partnership
 - Using Agencies, Tenant Agency and other Stakeholders
- Project Management Software e-Builder
 - Free Training
 - PMs Assist Throughout Process



Project Management – eB Data and Reporting

Active Projects by Delivery Method

Delivery Method		Record Count	Pay Appl
CM/GC		68.00	
DB		13.00	
DBB		42.00	
Other		1.00	
Task Order		3.00	
Total Active Projects		127.00	
A Historical Time and Cos	st Reports (9)		0.00
Edit Delete Export History	*HISDA Cor	nmitment Verification Report	
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Project Management – Procurement Phase

- In cooperation with UA, PM's develop/aid in development of Total Project Budget
- What is an SCL?
- Delivery Methods CM/GC, DBB, DB, and Task Order
 - PM Group's role during procurement is secondary
 - PMs are voting committee members

Start D	Process				Print	Check Spelling	Submi
Juitr	Project:	z * PM Trair	ving Project			circer spening	Sabin
	Process:	Procuremen					
Details	Documents (0) Attache	d Processes (0)	Attached Forms (0)	Attached Viewpoints (0)			
Expand	I All Collapse All						
Atta	chments						
	se use the Attached	D (<i>c c c</i>			

Project Management – Design Phase

- Design Professional Kick-off and Meetings
 - Design OAC and Meeting Mins. Bi-Weekly or Monthly
- Design Schedule and Milestones
 - Meeting Milestone Timelines
 - Phased Updates to Schedule
- Accountability
 - Design Schedule vs Construction Schedule
 - Program vs. Budget
 - Design Standards and Quality Assurance



Project Management – Construction Phase

- Proceed Order Issuance
- Attending OAC meetings
- Managing Expectations
 - Impacts to Cost and Schedule
 - Changes
 - Industry/Economic
 - Weather
 - Partners
- Closeout/Quality Assurance



GSFIC Quality Assurance: Who We Are



Gifton Passley Deputy Executive Director Georgia State Financing & Investment Commission



Quality Assurance

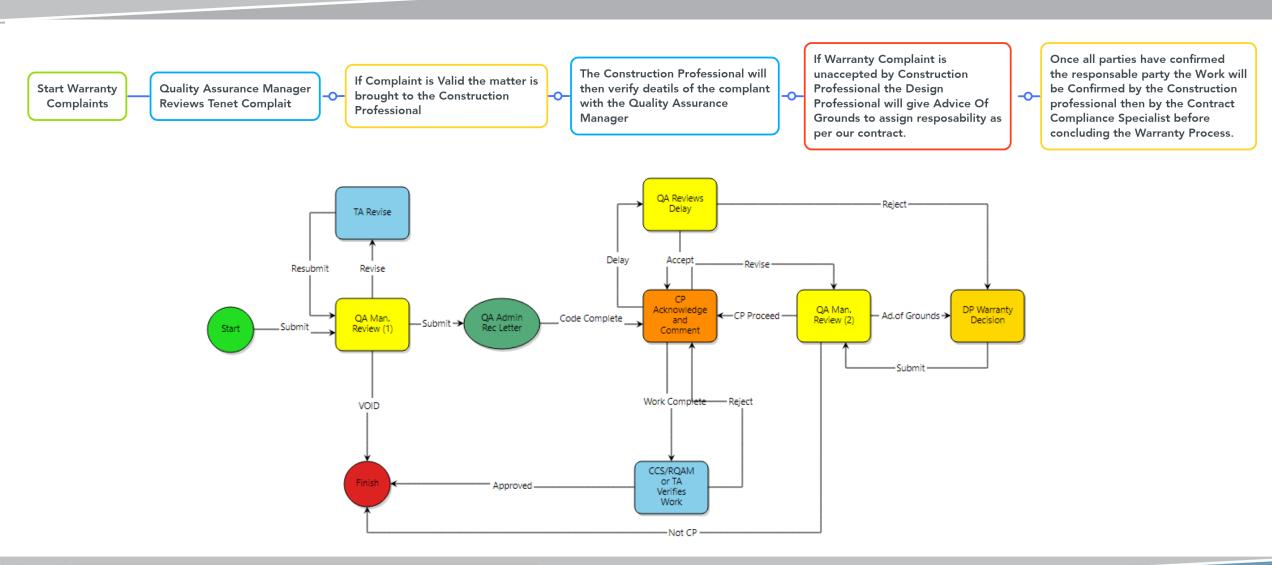
• Role During Construction Phase

- Provide Construction Compliance Specialist On Site Daily
 - Confirms CM/GC's Compliance with all Construction Documents
 - Confirms Process are Followed (Pre-Installs, Inspections, etc.)
 - Not the Official Inspector of Record
 - Observes and Documents Daily Construction Activities.

Warranty

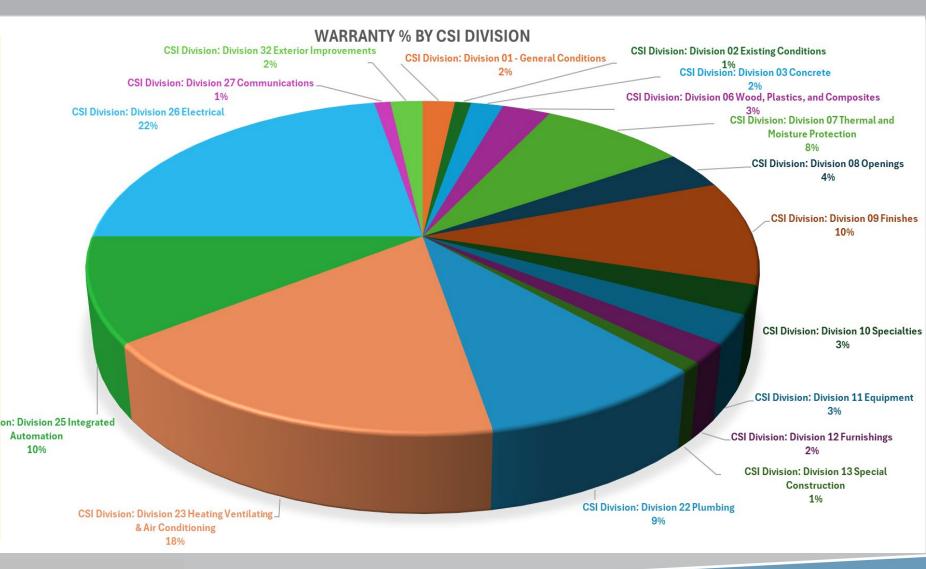
- Use e-Builder to Document and Track Warranty Items
- Coordinates with CM, DP, Using Agency, etc.
- Provides Database of Warranty Items
- Feedback to PMs
- NEW PROCESS FLOW!
 - RQAM is POC with a Warranty Manager Providing Support to RQAMs

Warranty



Warranty

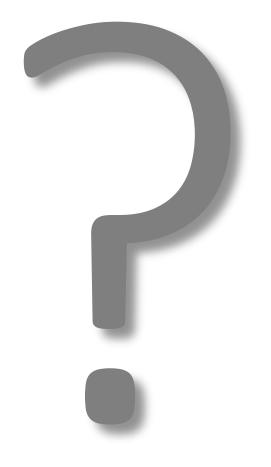
- Top Issues:
 - MEP is 59%
 - Leave Proper Time
 for Cx
 - Complete Cx, Pre-Functional and Functional
 - Envelope/Openings 12%
 - Great Improvement!
 - Testing/Review
 - Finishes 10%
 - Product Selection
 - Owner Training
- Back-feed Problems to CCS for Review and Identification During Construction Phase



BOR Project Management

BOR Project Managment

- GSFIC Managed Projects GSFIC and BOR Managers work together
- Non-GSFIC Managed Projects (Small Cap; Campus Projects)
- Where can I find Agreements



LUNCH!

Thanks for Coming!