

**ASC Region 1 2011  
Student Competition  
Rules & Schedule of Events**

**Rules**

1. Teams may have a maximum of six students. Students must be currently enrolled on a full time basis in the Construction curriculum. Alternates are not allowed.
2. The competition teams will be presented the project and Request for Proposal on Friday at the opening meeting. During the presentation of the project at 7:45 a.m., everyone is welcome to attend (coaches, spouses, AGC members, ASC members, etc.) The team will start the problem immediately after the meeting and distribution of documents and end at the time designated by the sponsor on the same day. Once the project has been distributed each team will be on the honor system regarding outside help. **No one, other than the team members, is allowed in the designated hotel room during preparation of the proposal response and oral presentation. This includes faculty, coaches, friends, spouses etc. Internet access is prohibited.** The judges will be making several trips to the individual team rooms throughout the competition. Failure to meet this requirement will result in disqualification. Teams are required to work in their rooms with the room door kept unlocked at all times in order that the judges may enter.
3. There can be no identification during the competition, on the proposal package, or in the presentation as to which school you are representing. The original proposal package can be in color (not school colors) and all copies should be in black and white (except the schedule which should be in color for all copies). This would include any identifying addresses, school colors, or school names such as Florida Construction Company, Aggie Builders, or any other similar names. Each team will be assigned a name or letter by the Competition Chairman or the Sponsor. This will be given to each team during the Friday morning meeting. Additional guidelines for specific RFP requirements will be handed out at the opening conference.
4. All written proposal documents, working papers, and support data will be turned in together for review by the judges on Friday at the time designated by the sponsor. For scoring purposes any proposals turned in after the deadline may have points deducted from the written proposal score.
5. An original and five copies of all written proposal documentation will be required. The original proposal package may be in color. All copies can be in black and white. Any copying for the oral presentation materials produced during the competition will be the responsibility of each team. Come prepared to organize the proposal packages with up to 15 tabbed sections. All proposal books should be submitted in a three ring binder (1 ½" or 2").
6. Each team will be allowed to use/bring whatever equipment they feel necessary to complete the written proposal and oral presentation. **There can be no outside**

**assistance or feedback from any group, individual, association, contractor, or any other outside entity during the competition period.** During oral presentation only one computer will be allowed, along with the overhead projector, an LCD panel and any flip charts. Videotapes are not permitted. NOTE: Schedules should be reproduced on 8-1/2 x 11, 8-1/2 x 14 or 11x17, as plotters will not be allowed. An overhead projector, projection screen, computer and flip chart with an easel will be provided at the competition for your use during presentations.

7. Preparation for oral presentations will begin anytime after the competition designated written submission deadline. Presentations will begin at 8:00 a.m., unless a change is required and announced, on Saturday. Teams will be allowed to setup approximately 20 minutes before their presentation. Twenty (20) minutes is allowed for the teams' presentation, followed by a 10-minute question and answer session. Breakdown follows immediately. Each member of the team must speak a minimum of 2 minutes. It is mandatory that these four positions are represented for the oral presentation: Company Officer, Preconstruction Manager / Chief Estimator, Superintendent, and Project Engineer, or as designated by the competition sponsor.

Team presentations must adhere to the schedule. A 5 minute warning will be made 5 minutes prior to the end of presentation time and a timer bell or voice signal will indicate the end of the initial presentation and the beginning of the question and answer period.

Oral presentations are scheduled to begin at 8:00 a.m. on Saturday. *As an example* the presentations time slots will be as follows. Presentations will be given in an order selected by a random drawing:

Team #	Begin
1	8:00 a.m.
2	8:40 a.m.
3	9:20 p.m.
4	10:00 a.m.
5	10:40 a.m.
6	11:20 a.m.
	Lunch Break
7	1:00 p.m.
8	1:40 p.m.
9	2:20 p.m.
10	3:00 p.m.
11	3:40 p.m.

8. All teams should stay in or near their hotel room during the scheduled oral presentations until their time to present. As mentioned above, only the six-member team will be allowed in the room.

9. No team member may be present in the presentation room or in the vicinity of the presentation room except for his or her own school's presentation. The team coach, faculty, friends, and relatives are allowed to watch an individual team's presentation. Coaches are not to have contact with their team until their oral presentation is complete. Teams will not be allowed to watch another school's presentation. Again, coaches may not communicate with their school's teams in any way. Once you have finished your presentation, you are free until the debrief session.
10. Only one coach is permitted for each team. The coach's job is to encourage and support in any way deemed appropriate. However, once the competition begins, the coach's role is to ensure that rules are followed. No direct input is allowed after 7:45 a.m. Friday. In case of emergency or if a coach must see their team during the competition two judges must accompany them. (No exceptions)

Since contact is limited after 7:45 a.m. on November 18, 2011, coaches should evaluate how to arrange for meals for their team during the competition that is not provided by the hotel. The following meals will be provided in the hotel during the competition:

- Friday breakfast
- Friday lunch
- Saturday lunch
- Saturday dinner

11. A group debriefing with the judges will be held on Saturday after the conclusion of the oral presentations. All teams' members and coaches are invited to attend the group debriefing where the judges will provide specific information and answer questions on the real life successes and challenges of the project.
12. On Saturday, an awards banquet honoring all participants will be held. The winning team for each category will be announced at the conclusion of the dinner.  
  
First place will be \$2,000 to the winning school. Second and third place winners will receive a gift of recognition for their school.
13. Any questions or problems should be reported to the Competition Coordinator, who will be identified during the morning conference by name and cell phone #)
14. This last rule, and this is mandatory, have fun!

NOTE: Ethics and moral standards are highly regarded in the construction industry. You are on the honor system during the competition. Please do not talk with other teams, friends, coaches, or anyone regarding the problem. All team members should stay in the room during the competition. Exceptions are to make copies, turn in questions, attend pre-bid and receive addenda and then only one to two team members should be designated for such tasks. Do not bring more team members than required. If violations are found to exist, your team will be dismissed from the competition.

Let us **re-emphasize** that coaches are not to have any contact with the team after the competition begins.

These rules will be strictly enforced so please read them carefully.

### **Example - Commercial Project Presentation 2004**

#### **INTRODUCTION:**

The project chosen for the 2004 Regional Student Competition is a new Middle School and will require each team to demonstrate skills in various aspects of construction.

Each team will be judged on a scale of 70 points for the written proposal book and 30 points for the oral presentation. Teams can also receive additional points for value added in their proposal books or oral presentations, i.e. ethics, creativity, etc. Points for value added will be awarded at the discretion of the judges.

Scoring criteria will be assigned to each main category and to sub categories to establish a consistent guide for the panel of judges.

#### **The Challenge:**

The successful team will be required to demonstrate full knowledge of the plans and specifications, problem solving, methods of construction, presentation and communication skills. Responding to the request for proposal will involve application of scheduling techniques, estimating, risk management, budgeting, evaluation of client criteria, and coordination.

Teams will be judged on the following criteria and are advised to prepare for the competition by utilizing the following skills:

#### **WRITTEN PROPOSAL**

Organization and appearance etc.

Completeness, address owner concerns, special provisions, etc.

Submission of proper bid package including correct spelling and grammar, etc.

Were the issues, features, benefits, and proofs demonstrated and addressed?

Does the proposal demonstrate a full understanding of what is required by the owner?

The owner expects the proposal to be original and specific to the project.

Does the proposal address your ability to meet the customer's needs and requirements?

Did you differentiate yourself from the competition?

Are the RFP instructions followed and is there complete compliance with the proposal request?

Boilerplate material is not acceptable. Judges will be looking for this and will mark down any proposal containing “boilerplate” material

#### SCHEDULING/LOGISTICS

Specification reading, plan reading, scheduling, logic analysis, etc.  
Identification of pertinent activities, logic of durations, breakdown by phases  
Coordination of trades, utilities, shutdowns, startups, etc.  
Hoisting, quality, safety, traffic, site plan and lay down consideration, etc.  
Areas of potential concern, material delivery and storage  
Street utilization, traffic, public concerns, etc.  
How will you ensure the project is built to the highest safety standards?

#### COST ESTIMATING/PRICING

Completeness of budget, logic of costs, general conditions costs etc.  
Value engineering  
Labor, material, equipment, and subcontract analysis.  
Audit trail, presentation organization, and readability.

#### ORAL PRESENTATION

Appearance, professionalism, voice projection, verbal skills, etc.  
Project overview, problem solutions, schedule, etc.  
Use of text, graphics, charts, visual aids, overall participation by team members  
Logic, order, clarity, technical accuracy, organization etc.  
Response to questions concerning written proposal, knowledge of project by all members

#### QA/QC

Safety, quality assurance and quality control, subcontractor insurance and bonds, etc.

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