

August 16, 2017

Re: 2017 ASC Regional Competition **Problem Statement for Commercial Category**

LECESSE Construction hereby invites your firm to submit a proposal for General Construction contracting services.

The project involves an upscale senior living facility in Region 1. The project is located on a tight site requiring a strong logistics plan and creative arranging of schedule and deliveries. The RFP will emphasize operations based issues and will require solutions to real time problems of a project in progress. All solutions are to emphasize client satisfaction. The RFP package will include a detailed pricing form and other information for the use of the respondent teams.

Systems include: structural steel, light gauge framing, concrete, masonry, shingle roofing, plumbing, mechanical and electrical systems, specialized finishes, and site work. There are particular site logistics issues, noise and vibration constraints, and issues with existing conditions.

LECESSE Construction will be assessing the following (at a minimum) in your formal proposal. A detailed narrative will be required for each of the following:

Safety	Value Engineering
CPM Scheduling	Subcontractor De-scoping
Staffing/ GC's	Submittal Review
Site Logistics	Project Approach
Change Order/ASI Pricing	Owner's Meeting Minutes

Please do not provide boiler plate or "pre-packaged" work. Work is expected to be project specific. Only Key Personnel Biographies are to be completed prior to the competition.

LECESSE Construction, the Owner's representatives, will also require an oral presentation. It is important to not only tell us about your team's approach, but also explain how and why your company handles operations based responsibilities differently than other GCs. Our committee is currently finalizing the RFP materials and contract documents for distribution at the competition.

Please be prepared to supply (1) one white three ring binder. LECESSE Construction will supply organizational bid tabs for the binders.

**Good luck to all teams!**

## Competition Scoring Criteria

**PCMB (Up to 5 points):** (Professional Consultant Mindset and Behavior)  
Overall School Conduct In & Out of “Office” (5 points)

**Proposal Elements (Up to 70 points):**

Project Approach (2 points)  
Site Logistics (6 points)  
Site Safety (7 points)  
Schedule (8 points)  
Staffing & GCs (7 points)  
Proposals & Value Engineering (10 points)  
Owner Change Orders & Backup (10 points)  
Subcontractor Descoping (7 points)  
QA/QC – Risk Mitigation (6 points)  
Submittals (4 points)  
Owner’s Meeting Minutes (3 points)

**Presentation (Up to 25 points):**

Team organization/dress/etc (3 points)  
Content (10 points)  
Presentation Materials & Methods (3 points)  
Public Speaking Skills (6 points)  
Q&A Responses (3 points)

**Total Team Score (100 Points Maximum)**

Bonus for Exceptional Presentation (1 point)