

Massachusetts Public School Procurement Process



Massachusetts School Building Authority
Funding Affordable, Sustainable and Efficient Schools for Local Communities



May 21, 2014
Springfield, Massachusetts



Massachusetts Public School Procurement Process

Presenter Profiles

ARCADIS US INC

In New England ARCADIS has 4 Project Management offices – Boston, Springfield, Hartford and Middletown employing 40 technical staff in those locations. The Connecticut offices have been providing PMCM services since the late 1990s and we been operating in Massachusetts since 2007. The primary clientele is public state and municipal and a strong practice in private institutional and higher education projects. ARCADIS has completed many K-12 Public school projects working with the Bureau of School Facilities (BSF) and Massachusetts School Building Authority (MSBA).



Massachusetts Public School Procurement Process

Presenter Profiles

RICHARD L. SITNIK, LEED AP
ASSOCIATE VICE PRESIDENT

Rich Sitnik has worked in the design and construction industry for the past 29 years. For the past thirteen years he has worked for ARCADIS focusing on Public K-12 school projects in Massachusetts and Connecticut. Rich manages a project management staff overseeing the budgets, schedules, design, bidding and construction on multiple projects in the Commonwealth. He is currently working with the Cities of Springfield and Chicopee, the Towns of Ashland, South Hadley, Williamsburg and Ware and Elms College on their school construction and capital projects. He has a Bachelor of Science Degree in Architecture from The Catholic University of America and an MBA in Finance from RPI.



Massachusetts Public School Procurement Process

Presenter Profiles



DRUMMEY ROSANE ANDERSON INC.

Drummeey Rosane Anderson, Inc (DRA) is a full service architectural firm founded by Colonel William Drummeey in 1923. Since that time DRA has sought to combine creativity, innovative thought and functional planning to produce environments that meet the needs and vision of each client. DRA has worked successfully on a variety of projects in both the public and private sectors. Today, with a strong presence in New England, with offices in Waltham, MA and South Windsor, CT, DRA is a thriving firm of 30 architects, planners, interior designers and construction administrators. DRA has specialized in Massachusetts public school planning, design and construction for nearly 60 years and has provided school planning and design services to over a hundred communities across New England. DRA's work has been consistently recognized by educators, planners, and national publications for its quality, innovation and responsiveness to project goals.



Massachusetts Public School Procurement Process

Presenter Profiles



CARL R. FRANCESCHI, AIA, LEED PRESIDENT

Carl began his architectural career as an office boy at DRA. Now, 35 years later, as President, he has maintained DRA's position as a leading designer of K-12 educational facilities throughout New England. His portfolio ranges from complex, small scale school renovations and repairs to multi-million dollar new construction. In the last ten years he has contributed to the planning, design and management of over 30 school projects and has presented seminars at educational conferences, contributed articles to school planning publications and co-authored the R.S. Means reference book: *Building and Renovating Schools*. A graduate of Cornell University School of Architecture, Carl is a Massachusetts Certified Public Purchasing Official and is currently Principal-in-Charge of six school projects in the Massachusetts School Building Authority funding program.



Massachusetts Public School Procurement Process

Presenter Profiles



THE MORGANTI GROUP, INC.

Founded in Ridgefield Connecticut by John Morganti in 1916, The Morganti Group has continuously provided high quality construction management, design/build and general contracting services for almost 100 years. Acquired in 1988 by the international firm Consolidated Contractors Company (CCC), Morganti has expanded its service offerings and geographic presence with offices in Connecticut, Texas and Florida. Morganti's scope of construction projects include major renovation and new building for K-12 schools, Higher Education, Healthcare, Office, Residential/Mixed Use, Aviation, Municipal and Federal.

The Northeast Connecticut based division has had a presence in Massachusetts, participating in the rebuilding of educational infrastructure after the Springfield tornado disaster in 2011. Our projects have included the Roger L. Putnam Vocational Technical Academy, the Mary A. Dryden Veterans Memorial and Elias Brookings EL Museum Magnet Schools and Springfield Central High School (S.T.E.A.M. & Advanced Studies Magnet School). The Morganti Group has worked collaboratively with the Massachusetts Building Authority, the City of Springfield, school representatives, the state hired project managers & architects and local contractors; successfully managing the major construction of both new and renovated school projects. The integrity, honesty, hard work, and expertise of every member of the Morganti family maintains and expands our reputation with each project and client. The trust our clients place in our abilities is the cornerstone of our company.



Massachusetts Public School Procurement Process

Presenter Profiles



TIM GUNN

VICE PRESIDENT, N/E OPERATIONS

Tim Gunn has been in the field of construction for a wide range of building projects for over thirty years. For the past twelve years he has been with The Morganti Group as a senior member of the construction management team working on a variety of academic projects for the state of Connecticut and Massachusetts including K-12, Magnet, Vocational, Community Colleges and Universities. Most recently Tim has managed the rehabilitation and construction of several school projects in Springfield Massachusetts including the Roger L. Putnam Vocational Technical Academy, the Mary A. Dryden Veterans Memorial and Elias Brookings EL Museum Magnet Schools and Springfield Central High School (S.T.E.A.M. & Advanced Studies Magnet School). His diverse background and extensive experience with complex, multi-phased and schedule driven projects provides him with a broad prospective and a firm comprehension of the technical solutions vital to the success of any project. He possesses a thorough understanding of contract management, procurement and management reporting systems necessary to effectively manage the costs, schedule and quality of multiple projects. Mr. Gunn has a Bachelor of Science Degree in Civil Engineering from The University of New Haven.



OPM's Perspective

Rich Sitnik, ARCADIS

- Define need, Submit SOI
- MSBA evaluation and vote to admit City/Town/District into Eligibility Period
- 270 day period for submission of documents
- Feasibility Phase and selection of OPM for all projects over \$1.5 million
- Model School Program
- OPM involvement in Designer selection process



OPM's Perspective

Rich Sitnik, ARCADIS

Pre-Qual/Qualification process for:

- Architects
- CMs
- GCs
- Subcontractors

ARCADIS experience with CMR contracts in CT and MA

- Filed Sub Trades – MA
- Publicly Bid Trade Packages – CT



OPM's Perspective

Rich Sitnik, ARCADIS

MSBA Reimbursement Calculations and Budget Caps On:

- Cost per Foot
- % of Sitework
- % of Soft Costs
- % of OPM Fee
- % of Designer Fee
- % of Change Orders
- Cost / Student for FF&E and Technology
- Hard and Soft Contingency Caps



Architect's Perspective

Carl Franceschi, DRA

Current MSBA Process

- Needs assessment- Owner's Goals
- Statement of Interest (SOI)
- Owners Project Manager Selection, role
- Designer selection panel
- Feasibility/Schematic Design Phase
- Design Dev/Construction Document Phase
- CMR or Design-Bid-Build Procurement
- Pre-Qualification Process
- Construction Phase
- Close-out/Audit



Architect's Perspective

Carl Franceschi, DRA

Recent DRA Experience

- CMR projects

Lessons Learned



Construction Manager's Perspective

Tim Gunn, The Morganti Group

MSBA project team development: OPM and Design Team Chosen

Construction Manager at Risk or General Contractor

Two phase selection process

- Request for Contractor Qualification: Prequalify Firms
- Request for Contractor Proposals and/or Price from prequalified firms only
- CMR required Technical Proposal and Price, Interview if requested
- GC is price only



Construction Manager's Perspective

Tim Gunn, The Morganti Group

Sub Contractor selection process

- Request for Qualification Trade Sub Contractors: Prequalified
- Request for proposal/Price to Prequalified Trade Sub Contractors

Non Trade Subcontractors are prequalified and selected by the Prime Contractor



Construction Manager's Perspective

Tim Gunn, The Morganti Group

Contract Negotiations:

- Utilize standard contract and general conditions.
- GMP is negotiated and agreed to prior to start of construction

Contract Documents Issues



Questions & Answers

Thank You



Massachusetts School Building Authority

Funding Affordable, Sustainable and Efficient Schools for Local Communities

