

ANDERSEN  
CONSTRUCTION

**MWESB Strategy  
Review**

October 15<sup>th</sup>, 2020



# ANDERSEN TEAM



**ERIN STORLIE**  
Preconstruction  
Manager



**CANAAN CHATMAN**  
Community  
Outreach



**ELIZABETH JUHALA**  
Diversity  
Outreach



**KIMBERLY GAMBLE**  
DEI Director

## Erin

- Right Size Packages for interested firms
- Develop timing of bid packages with Design Team

## Canaan:

- MWESB Relationships with Community
- Pulse on Market Conditions

## Elizabeth

- Bidder Outreach during bid period
- Point person at Monthly Industry Events
- Assists with Prequalification Process & Bidding Software

## Kimberly

- Oversees Diversity, Equity & Inclusion for Andersen Internal & External practices



Is the Aspirational Goal of 18% Realistic  
for Benson?

YES

We need to use new strategies to support  
this effort

BENSON  
BENSON  
BENSON  
BENSON

# WHAT STRATEGIES ARE NEEDED TO ACHIEVE THE 18% ASPIRATION GOAL

Three Types of Strategies are proposed for Benson:

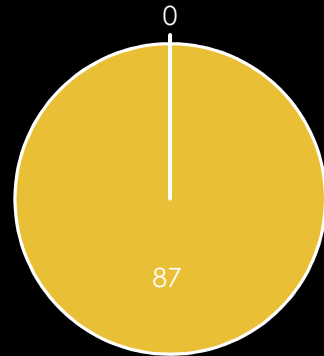
- 1. Public Bidding / Self Performed Work –**  
Open to all Bidders Certified / Non-Certified  
Self Performed work proposed by Andersen
- 2. MWESB Set Aside Packages –**  
Bid ONLY to MWESB Certified Firms
- 3. Direct Contracting with Certified Firms –**  
Select Appropriate & Interested Subcontractors  
Utilize 3<sup>rd</sup> Party for Cost Verification

BENSON  
BENSON  
BENSON  
BENSON

# TRADITIONAL METHOD

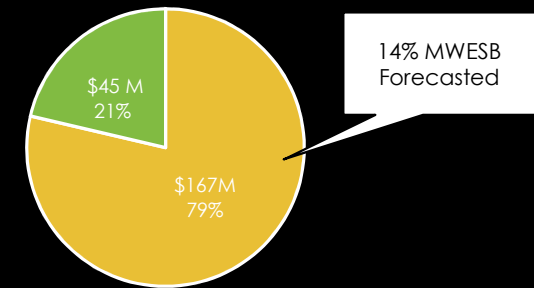
- Uses Low Quote, Best Value approaches, considered High Competition for Subcontractors
- Using this method, project is trending towards 14% MWESB Participation of the overall contract value
- Largest issue: MWESB Capacity in our Community

Number of Bid Packages



■ Direct Contract w/ MWESB Partner   
 ■ Set Aside - MWESB Bidding Only  
■ Open Bidding/RFP   
 ■ Other Costs (Contingency/Fee, Etc.)

Project Value (in Millions)

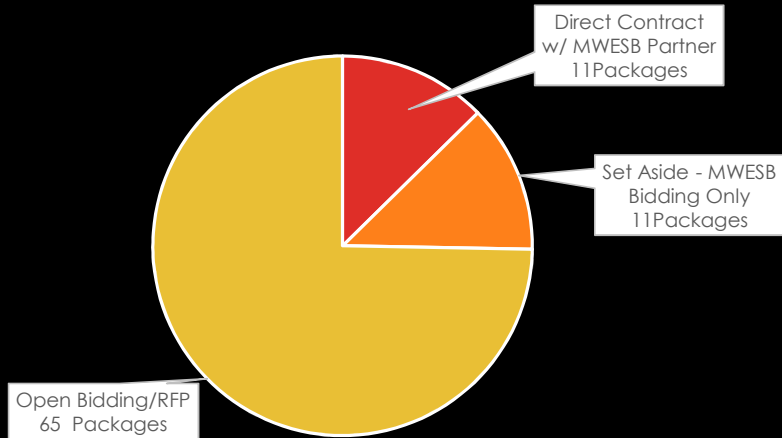


■ Direct Contract w/ MWESB Partner   
 ■ Set Aside - MWESB Bidding Only  
■ Open Bidding/RFP   
 ■ Other Costs (Contingency/Fee, Etc.)

# PROPOSED PLAN

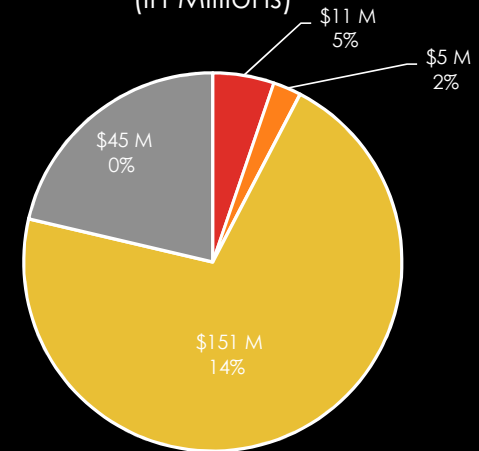
- Utilize all three contracting methods
- 25% of our Bid Package **Quantity** provides opportunities for Certified firms
- \$16 M of our \$212M Project utilizes **Set Aside and Direct Contracting** Methods
- Market Conditions/Capacity & Relationship Building are key to this approach

Number of Bid Packages-Opportunities



■ Direct Contract w/ MWESB Partner  
■ Set Aside - MWESB Bidding Only  
■ Open Bidding/RFP

Project Value (in Millions)

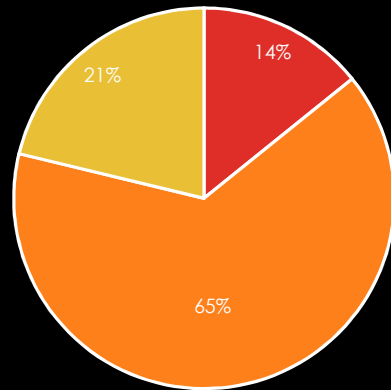


■ Direct Contract w/ MWESB Partner  
■ Set Aside - MWESB Bidding Only  
■ Open Bidding/RFP  
■ Other Costs (Contingency/Fee, Etc.)

# COMPARISON

## Additional 8% of participation available using Set Aside/Direct Contracting

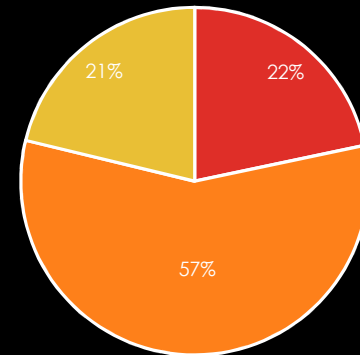
Using Traditional Public Bid/RFP Process  
Trend 14%



■ MWESB Certified ■ Non Certified ■ Other Costs (Contingency, Fee, etc.)

Trending below 18% Aspirational Goal (-4%)

Using Set Aside / Direct Contracting  
Methods  
Trend 22%



■ MWESB Certified ■ Non Certified ■ Other Costs (Contingency, Fee, etc.)

Trending above 18% Aspirational Goal (+4%)