2021 ASC Competition
Mixed-Use Construction Problem
Pre-Problem Statement
and
Information Package

Prepared by Layton Construction Company, LLC

October 2, 2020
Welcome

Layton Construction would like to extend our warm welcome to all teams, including students and teaching professionals, participating in the 2021 ASC regional competition, taking place this year on-line.

Layton is proud to be a supporter and sponsor of the Mixed-Use Region 6 Construction problem for this year’s competition. Layton is committed to excellence in construction and welcomes any opportunity to help in the training and mentoring of future construction professionals. As the competition approaches we hope you will enjoy the challenge and rewarding attributes of competing against some of the finest schools offering construction programs.

Layton Construction wanted to propose a challenging problem that would resemble many of the attributes that are found everyday in the construction industry. It is important to us, to have you work a problem which utilizes many of the skills and techniques which most owners and clients require on a regular basis. As a team you will “become the general contractor”, and work through the various requirements. As you prepare and submit the deliverables, we are confident that your experience and knowledge will grow.

This competition experience will be something that you will be able to draw upon and reflect upon for many years to come. Your initiative and willingness to rise to the top and compete is admirable and inspiring. Layton Construction hopes that you will gain experiences that will help you as you ultimately transition from College to the workforce. When the competition is complete and the dust settles, there will be three teams recognized for excellence at the awards ceremony.

Problem Premise

As part of Layton’s proposed “Mixed-Use Construction” problem, your team will act as a “General Contractor” responding to a multistage Request for Proposal (RFP) for Layton Construction “Owner”. It is important that you shed your individual priorities and come together as a team. Your “firm” will be required to respond to the various requirements and will be judged as a cohesive unit as you turn in your deliverables and present to the “owner” in a Virtual interview.

The “owner” (judges) will evaluate all required deliverables and will then compare the responses in an impartial way based on industry knowledge and understanding, to select the best overall team for the project. The judging panel will consist of construction professionals who span the following roles: Superintendent, Project Manager, Estimator, Scheduler, BIM Manager, and Senior Manager. These judges will be acting in an assigned role within an owner’s “typical” project selection committee.

This year’s “Mixed -Use Construction” problem will be a multi-use development with, Public amenity spaces, and Retail.

Problem Deliverables

Teams will be required to complete and submit and present the following phases:

I. RFQ Response
II. RFP Response
III. Presentation
A more detailed outline of requirements will be posted with the official RFQ in January 2021; including those for the Phase I Request for Question (RFQ) submittal. The Phase I RFQ prequalification phase will be turned electronical on the first day of the competition. The Phase II RFP will be given to the teams electronically as they turn in their Phase I documents. Phase III Presentations will be conducted the last day of the competition virtually (zoom). Following the competition, Layton will provide a de-briefing presentation and will review the actual project.

**Problem Components**

**Phase I – RFQ:** This component of the response will be completed by the teams prior to beginning the on-line competition. The teams will act as "construction firms" and will turn in a prequalification packet, which represents their firm, their firm’s experience and the specific personnel (with accompanying resumes) they intend to assign to the project. The RFQ response will be due Wednesday February 3.

**Phase II – RFP:** Once they have uploaded or turned in their RFQ's, teams will receive the RFP electronically (Wednesday, February 3). Just prior to the issuance of the RFP Layton will conduct a virtual Pre-proposal meeting. This will reflect the official start time of the competition. This RFP will require response to various aspects of the project as described in this document. Further instructions will be provided at the pre-proposal meeting, as well as within the addenda issued during the competition.

**Phase III – Presentation & Interview:** Teams will be required to formally present their response and qualifications during a virtual interview before a selection committee. The format of the interview will be outlined in the official RFP. Teams will randomly be assigned presentation / interview times for Thursday, February 4. Interviews will run for 40 minutes per team. Interviews will consist of 25 minutes of formal presentation and 15 minutes of question and answer. During the Question and Answer period, the judges "Owners" will ask each team specific questions pertaining to the project and clarifications regarding the team's RFP response.

*** Please note that teams will be penalized points for failure to turn in their responses at the stated times. ***

**Team (Firm) Qualifications**

As you build your "firm" and assign responsibilities to team members, keep in mind the following strengths that your team may need to possess. In addition, as you navigate through the different phases of the response, you will need to highlight your firms’ skills and success in the following areas:

- Blueprint understanding & reading
- Estimating / preconstruction services
- Risk recognition & mitigation
- Value engineering
- Site utilization / management
- Similar, applicable experience
- Building Information Modeling (BIM)
- CPM scheduling
- Interview skills
- Problem solving
- Contract understanding
- LEED
- Special systems understanding
**Competition Rules**

Without exception, the rules for the competition will be governed by the following guidelines:

- Adhere to the approved & posted ASC 2021 Competition Rules.
- Follow and comply with the Layton Construction, 'Instruction to Bidders’, which will be posted on the ASC website by mid-January 2021.
- Other competition rules will be reviewed at the Virtual Pre-Proposal Conference.

**Scoring**

Scoring for the competition will be as follows:

Phase I – RFQ Response – 15 points  
Phase II – RFP Response – 55 points  
Phase III – Presentation & Interview – 30 points

A detailed breakdown of the Phase I scoring will be issued with the Phase I documents. A breakdown of the Phase II and Phase III scoring will be issued with the official RFP.

In summary, the three phases combine to 100 points. Judges will be employees of Layton Construction Company, LLC. and will include several members who actually managed the problem project. Judge scoring will be subjective and will follow the detailed point breakdown. Teams will be given a score summary for their “firm” after the competition is complete. This summary highlights strengths of your team as well as areas of improvement. In addition to the 100 possible base points, teams will be given an opportunity to earn five extra bonus points. These points will be based off extra credit questions to be issued with the RFP.

During the virtual awards ceremony, teams who place first, second and third will be presented with trophies (mailed). Layton Construction Company, LLC will also present a nominal cash award to the top three teams.

**Phase I – RFQ Response (Request for Qualification)**  
*(15 points)*

Teams will create a company “Firm” from team members. Phase I will include a detailed RFQ (Request for Qualification) response which may include the following items:

1. Firm name and contact information
2. Key personnel that will be on the project
3. Firm and Personnel Qualifications
4. Financial Information
5. Tangible benefits
6. References
Layton will provide greater explanation and instructions in the Phase I documents. Examples will be included to help the firms prepare their responses.

**Phase II – RFP Response (Request for Proposals)**
*(55 points)*
On the first day of the competition, following the mandatory Virtual Pre-proposal meeting, the Phase II RFP will be handed out electronically. The RFP will include all necessary instructions and documentation to get started on the problem. Teams will be required to submit one (1) Electronic copy of their response to the RFP. The RFP may contain the following requirements:

- Project Estimate (including specific quantity take-offs as described below, as well as subcontractor bid evaluation)
- Specific Quantity take-offs (General Conditions, Concrete, and other self-performed work)
- Project Schedule – discuss some of the key schedule milestones during construction.
- Blueprint questions
- Site Plan and management
- Team Resumes with picture included
- Discuss members’ roles on the project
- Discuss your safety plan for the project
- Identify potential value-engineering and other cost-saving options
- Describe “lessons learned” from some of your previous similar projects
- Discuss any significant design/construction decisions that you would change with regard to past projects your team has highlighted.
- Discuss potential problems and solutions with regards to building on an active site
- Identify “Risks” and propose “Mitigation” for project specific problems.
- Uses of Building Information Modeling on this project

During the competition, teams will receive various bids, addenda and clarifications.

**Phase III – Presentation & Interview**
*(30 points)*
The Owner (Layton Construction) will conduct virtual interviews with all firms who submit responses to Phase I and Phase II. Presentation format will be largely left up to each firm but should include the following items:

- Highlights to your RFP response
- Brief analysis of submitted budget
- How the construction (including site) will be managed
- Possible value engineering
- Identified project risks with planned mitigation methods

All interview times will be drawn from a hat by judges during the time indicated. All teams will be required to deliver their interview material at the time indicated. Interviews will be limited to 40 minutes. Time will be kept during the interview.
Presentation guidelines:

- Layton strongly suggests that all team members are in one location while doing the virtual presentation. If this isn’t possible please plan ahead to make sure all team members are able to log on and everything runs smoothly.
- At the time indicated, all teams must turn in (upload) their presentation materials. This includes, hand-outs, etc.
- Teams will be limited to 25 minutes for their formal presentation. The Owner (Layton Construction) will then have a 15-minute question and answer period at the end. The duration of the interview will be strictly adhered to in order to maintain a fair process. Teams should anticipate and practice their interviewing skills in order to stay within their allotted time frame.

Timeline of Events

**Monday January 4, 2021**
Email out the RFQ to teams and put in Box account

**Wednesday January 27, 2021**
Have a Zoom introduction meeting
- Introduce the team members
- Answer any questions about the RFQ
- Work out any bugs with Zoom, make sure team is able to get on and everything works properly
- Make sure we have every team’s correct contact information

**Wednesday, February 3, 2021**
7:00 a.m. Welcome/check-in and Competition Kick Off from ASC
11:00 a.m. Layton Kicks off their problem
  - Zoom link will be supplied to each team to log on to
  - Teams will need to have uploaded their RFQ to a specified Box account
  - Go over what to expect, Rules and Schedule
  - Send out the RFP via their Box account and email
12:30 p.m. – 2:00 p.m. Lunchtime drop in Zoom visits to each team
2:30 p.m. Captains meeting via Zoom
4:00 p.m. – 6:00 p.m. Afternoon drop in Zoom visits to each team
11:00 p.m. RFP’s are due – must be uploaded to Zoom by 11:00pm

**Thursday, February 4, 2021**
8:00 a.m. Zoom meeting to give out presentation times to each team
  - Each team will be required at 9am to upload their presentation to Box
9:00 a.m. Presentations begin – use the same 45 minutes interviews as in years past
  - Each team will be given an individual link and password for these presentations
  - These presentations will be recorded
6:00 p.m. Presentations end

**Friday, February 5, 2021**
9:00 a.m. Group activity via Zoom
11:00 a.m. – 2:30 p.m. Follow up meetings with each team via Zoom
3:00 p.m. Recap the problem with all teams via Zoom
4:00 p.m. Judges would be available for one on one questions via Zoom
Saturday, February 6, 2021
8:00 a.m. – 12:00 p.m.  ASC Regions 6 & 7 Job Fair
10:00 a.m.  Region 6 Awards Ceremony

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