WELCOME to the 2021 ASC Student Competition. All participants are to be commended for the personal time and financial commitment made in preparing for this competition. The construction industry has noted these sacrifices and the premier student population that is competing.

The student competition is designed to challenge each team to different facets of the construction industry. Each team’s estimating, scheduling, organization, leadership, productivity, and communication skills will be tested and enhanced while participating in this competition. In addition, this year each team will be tested in a virtual environment! The competition will present each participant with construction industry exposure that may not otherwise be experienced until after working in the industry. It is Hensel Phelps’ desire to present each team member with real life situations through this competition. Some of these “experiences” may seem uncomfortable and/or appear to contain no logic. Be aware: the real world is very often not kind, fair or logical! The construction industry will present situations where people are less than pleasant and pressure is applied to the extreme. But, it will also provide great feelings of accomplishment and team camaraderie. Some questions, both in real life and in this competition, may have multiple answers and some questions may have no correct answer. The superior level of the student competitors attending the competition should embrace these challenges and recognize the value of these lessons. The judges in the interview portion of this competition may seem to “put you through the wringer” with tough questions and references to deficiencies in your written proposal. Although it is human nature to “take it personal”, please understand that these lessons are for the good of your development and excellence. It is not the intent of the judges to frustrate and alienate you, yet the spirit of competition places a duty on the judges to ask the hard questions that will allow team rankings to occur. At the end of the competition each team member should reflect on the knowledge and experience gained, and hopefully the judges can become mentors and friends to you.
As a driven team member, realize that all teams have come to the competition with the main goal of WINNING! However, with so many competitors, also realize that there can only be one winner announced. As an intelligent, driven and committed individual, recognize the vast knowledge, industry exposure, and experience gained in competing and finishing this problem. This is the real reason all teams and individuals are competing. Yes, it is true: every person competing is a winner regardless of the final overall placement. Make sure you, and your team, understand this; it does make a difference!

Determination of the Winner is based on a uniform grading scale for the written portion of the competition. The oral presentation is judged via a multi-member judge panel. Be sure to be creative, active and engaging in your virtual presentations to maximize scoring, just like industry has to adapt to the current virtual interview environment to award a project. The combination of these two components, in the scoring ratios listed, determines the overall team placement. Overall team placements will not be posted, but feedback will be provided after the competition.

Congratulations for participating and Good Luck!

II. Supplemental Rules

The rules for the competition have been slightly modified for the virtual format and are designed to provide each team with an equal opportunity to apply their knowledge in developing their respective solutions as well as an equal opportunity to present their solutions to the panel of judges. The following rules apply to the Commercial Division and serve to supplement the ASC Competition Rules.

Rule No. 1  The equipment usage for each team is to be as outlined in the Competition Rules as published by the ASC. Use of the Internet will be necessary this year to provide virtual meeting capabilities. Any additional equipment required for a presentation is the responsibility of the team.

Rule No. 2  The problems that are used for the competition are drawn from actual construction projects. In the past, there have been situations where student team members have worked on, or have specific knowledge of, the project that is the subject of the problem. This can be perceived as giving the team an unfair advantage in developing a solution. If, upon receiving the problem, any student recognizes the project that is the subject of the problem statement, the student shall notify the problem sponsor to discuss the extent of the student’s project or problem knowledge. Alternates may be considered should there be an identified conflict. The judges will have the final decision. Failure to notify the problem sponsor makes the team subject to disqualification.

Rule No. 3  While the judges will endeavor to administer the problem with all fairness and appreciation for the team’s perspectives, the decisions of the judges shall be final when deciding conflicts and scoring.
Rule No. 4  A one-half (½) point deduction will be taken for each minute the proposal is turned in past the time it is due. Written proposals are due per the Virtual Competition Schedule below. Other deliverable items, if applicable, will be due as specified elsewhere herein.

Rule No. 5  Virtual interviews will begin at 7:00 AM on Friday, February 5th. Presentation materials for all teams are to be turned in to the Judges by 6:45 AM. No other presentation material will be allowed into the presentation that is not turned into the judges by this time - NO EXCEPTIONS WILL BE ALLOWED. Teams will submit files electronically.

Rule No. 6  No phone calls or emails may be made to the Owner, Construction Manager, Architect, Civil, or Structural Engineer, or any other design consultants listed on the Drawings. Similarly, no components of the problem may be sent to others outside the team for assistance in completing the problem. Any violations of the above are subject to point penalties or team disqualification, at the Judge’s discretion.

Rule No. 7  Due to the sensitive nature of disclosing project information that the Owner and / or design professionals may not wish to be publicly distributed, Hensel Phelps reserves the right to require Confidentially Agreements be signed by each team member prior to distribution of the Problem Statement. This may further require that all or some Contract Documents or other material provided to the team, both electronically and hard copy, be returned to Hensel Phelps at the conclusion of the competition.

Rule No. 8  The premise of the proposal and oral interview is that you are presenting to the upper management of your own company. It is preferred that your team take the identity of Hensel Phelps. You are therefore asked to refrain from including extra peripheral information about your company such as safety plans, company profiles or other marketing materials. Our intent is to test you on your knowledge of construction concepts, means and methods, not your ability to make up or compile marketing materials and canned programs. Please limit your responses generally to the information requested, although enthusiasm, innovation and enhancement is strongly encouraged to maximize grading results.

Rule No. 9 Virtual Collaboration
- Co-Location – This will likely be the biggest challenge to predict, dictate and control. We would like your team to co-locate in a common workplace; however, we recognize that this may not be possible due to state, local or school rules and policies. Please monitor your regional constraints and determine how you can best collaborate for this competition.
- Video Conference Application – Hensel Phelps will use Microsoft Teams for the competition for the kickoff meeting, virtual check-ins and other communication with the student teams during the competition. Please verify your team will have access to this application.
• Presentations – Hensel Phelps will follow the ASC Requirements for this portion of the competition.

Any team observed violating these rules may be asked to withdraw from the competition or be assessed point penalties. These Rules are subject to change; and, the final version will be included in the Problem Statement distributed at the opening conference.

III. Skills Required
Each team may be expected to demonstrate proficiency and skills required in the construction industry including the following:

- Proposal Format and Organization
- Scheduling
- Site Utilization
- Cost Estimating / Quantity Survey
- Subcontractor Interface / Proposal Tabulation
- Technical Writing
- Oral Presentation
- Construction Document (Plans and Specifications) Proficiency
- Quality Control
- Design Review / Management
- Cost Control and Labor Management
- Project Management and Supervision Skills
- Risk Management
- Coordination of Work
- Personnel Management and Recruiting
- Originality / Innovation
- Entrepreneurial Spirit
- Sustainable Building Practices
- Reaction to Stressful Situations
- Legal / Contractual Issues
- Accessible Design

IV. Timetable (TENTATIVE DUE TO UNIQUE/VIRTUAL NATURE)

Virtual Competition Schedule

Friday, JANUARY 18, 2021
Biography Deliverable Due (see item VI in this document)

Wednesday, FEBRUARY 3, 2021
-ASC Welcome & Competition Kickoff 9:00 AM
-Virtual Opening Conference / Distribute Day 1 – Problem Statement / Establish Presentation Order 11:00 AM
-Virtual Progress Meeting / RFI’s Due 3:00 PM
Thursday, FEBRUARY 4, 2021
-Virtual Conference / Distribute Day 2 – Problem Statement / Establish Presentation Order ............................................... 7:00 AM
-Virtual Progress Meeting / RFI’s Due ........................................... 9:00 AM
-Virtual Interactive Activity .......................................................... 10:00 AM – 1:00 PM
-Day 2 – Problem Statement Content Due ................................... 5:00 PM

The third day will follow a similar format to prior years, only virtual.

Friday, FEBRUARY 5, 2021
-Interview Material Due (all teams) .............................................. 6:45 AM
-Interviews Start ........................................................................ 7:00 AM
-Project Debriefing (Tentative) ....................................................... TBD PM
-Virtual Social Event ................................................................. TBD PM

V. Scoring (TENTATIVE DUE TO UNIQUE/VIRTUAL NATURE)

<table>
<thead>
<tr>
<th>Written Portion</th>
<th>120 Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oral Presentation</td>
<td>80 Points</td>
</tr>
<tr>
<td>Total</td>
<td>200 Points</td>
</tr>
</tbody>
</table>

Addendum Questions Additional Points (if issued, at sponsor’s discretion).
VI. Early Deliverable:

In order to get acquainted with the team members and coaches prior to arriving in Reno, and to recognize them when there, it is requested that a simple biography of each team member, alternate and coach be provided **by January 18, 2021**. Biographies shall contain a close-up photo of the member’s face and the photo shall be of sufficient size and quality that it can be “electronically detached” and used for an overall roster of participants that will be prepared for the judging staff. Include information on class standing, work background and email contact information. Other fun and interesting items can be included, but total life histories are not desired!

Please use the example provided to model your team’s submission. Once completed, please email to rcpiper@henselphelps.com. Team member changes after submission are acceptable so long as they comply with the rules of the ASC; revised biographies reflecting these changes would be appreciated.

As the intent of this deliverable is to simply get acquainted with the team members, no points shall be issued in the competition for content of this item; however, the judges reserve the right to deduct points from the team’s score for failure to comply with this request in a timely and professional manner.

Hensel Phelps will similarly prepare a biography package of problem authors, judges and administrators such that team members can get acquainted with us. This biography package will be emailed to each team member prior to the competition at the email addresses they provide.
Team Member Biographies

University of Hard Knocks
John Rocket

jrocket@hardknocks.edu
(949)835-9214 Home
(541) 958-3567 Cell

John is a senior level Construction Management student at The University of Hard Knocks. He was born in North Dakota but moved to Bakersfield, California when he was in high school. His interests include structural design, estimating, surveying and other aspects of the construction industry. John is an avid dirt bike rider and Flamenco dancer. John competed at the ASC competition last year on the Multi-Family team and looks forward to the challenge of the Commercial team this year.

John has held the following jobs in addition to his education:

Field Engineer Intern  Brand X Construction Co.  Summer 2012
Head Fry Chef  Greasy Spoon Deluxe  2008-2011

Bryan Chowder

chowder@cheesehead.com
(619) 234.3370 Cell

Bryan is a junior level Construction Management student at The University of Hard Knocks. He grew up in Wisconsin where his family still resides. His interests include all aspects of the construction industry. Bryan likes to read books by Russian authors and date supermodels when he isn’t studying. Bryan has a 3.85 grade point average.

Bryan has held the following jobs in addition to his education:

Student Teaching Assistant  University Study Hall  2009-2012
Laborer  Max’s Masonry  Summers 2010-2011
Betty Wilcox

betty@yahoo.com
(310) 451-4080 Cell

Betty is a senior level Architecture student who is also minoring in Construction Management at The University of Hard Knocks. She is a native of sunny Southern California. Her passions include collaborative design and green construction. Betty is on the varsity gymnastic squad as well as being the captain of the varsity curling team. In her spare time she paints with oil, watercolor and mixed media. Betty competed in Reno last year on the Design-Build team.

Betty has held the following jobs in addition to her education:

<table>
<thead>
<tr>
<th>Specialty painter / faux finisher</th>
<th>Johnson Interiors</th>
<th>2010-2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Office administrator</td>
<td>Wilcox Homes</td>
<td>2005-2010</td>
</tr>
</tbody>
</table>

Tony “the Bull” Smith

bull@gmail.com
(949) 623-9214 Home
(949) 341-6708 Cell

Tony is a 5th year senior of Construction Management at The University of Hard Knocks. He got his nickname from his frequent consumption of Red Bull energy drinks. His interests include all aspects of the construction industry, but feels he would like to be a Field Superintendent as he likes to be “in the trenches.” Tony likes to snowboard, surf and skydive.

Tony has held the following jobs in addition to his education:

<table>
<thead>
<tr>
<th>Field Engineer Intern</th>
<th>Hensel Phelps Construction</th>
<th>Summer 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Engineer Intern</td>
<td>Nuther Construction Co.</td>
<td>Summer 2011</td>
</tr>
<tr>
<td>Carpenter</td>
<td>Gene’s Framing</td>
<td>2008-2010</td>
</tr>
<tr>
<td>Crew Chief</td>
<td>McDougals</td>
<td>2006-2008</td>
</tr>
</tbody>
</table>
Sven Erikson

hockeydude@gmail.com
(505) 279-6054 Cell

Sven is a senior level Construction Management student at The University of Hard Knocks. He was born in Europe but grew up in Minnesota. He is very interested in the legal aspects of the construction industry and intends to pursue a law degree after graduation. Sven has been playing hockey since youth and hopes to continue playing competitively with a semi-pro team. Sven is fluent in five languages.

Sven has held the following jobs in addition to his education:

Legal Assistant Feinstein, Green Partners Summer 2012
Grain Handler Erikson Silos 2000-2011

Lewis Cranford

lewis@msn.com
(408) 641-4078 Cell

Lewis is a senior in Construction Management at The University of Hard Knocks. He is the Commercial Team Captain this year and competed last year in this category. He is a native of Birmingham, Alabama. Lewis is an accomplished marathon and triathlon competitor and played varsity football at the University through his junior year. Lewis will return to the southeast after graduation, where he has already accepted a full time position with Hensel Phelps Construction Co.

Lewis has held the following jobs in addition to his education:

Office Engineer Intern Hensel Phelps Construction Summer 2012
Field Engineer Intern Hensel Phelps Construction Summer 2011
Service Plumber Speedy Rooter 2009-2010
University Fitness Center Manager / Trainer 2009-2012
Michael Morrison
Faculty Adviser

mmorrison@hardknocks.edu
(308) 441-4000 Office

Dr. Morrison is an Associate Professor of Construction Management at The University of Hard Knocks. He has been on the staff for four years since attaining his doctorate in Civil Engineering from the University of California, Berkeley. He has a Bachelors of Science in Construction Engineering from University of Nebraska and an MBA from Pepperdine. He currently teaches Estimating, Commercial Structures and Construction Accounting. This is his first year as faculty advisor for the ASC Commercial team and he looks forward to bringing home a win.