Let me say “Welcome Back” to another Fall Spring 2009/2010 season. It is hard to believe that another year has gone by but I have recently completed my first year as President of the CMAA New England Chapter. I am very pleased to say that working with the CMAA and its members has been a rewarding and challenging experience. All of us as volunteers no matter what we are involved in always find it difficult to balance work and family when dedicating any spare time that you may have to an organization such as the CMAA. Some of the rewards that I have enjoyed with the CMAA include educational opportunities, leadership skills, a time to make important decisions, and of course having fun while you are doing it all. In addition you have the opportunity to associate, network and work alongside with some of the best in the Construction business in the New England Region. In addition, there is a National support network that stands behind our Regional Chapters.

Our volunteer Board of Directors and our Committees have been busy planning ahead for another busy season and once again are working hard in setting up our Breakfast Programs preparing for our annual Awards and Golf Program Events. Although we were faced with some challenging times in the last 18 months in our industry due to the economic situation we managed to keep the attendance for the Breakfast Programs at an all time high for the 2008-2009 season. We hope that this trend continues into 2010 along with some brighter days ahead of us in our industry.

Since our last Spring 2009 Newsletter we are still experiencing an economic downturn to our industry and we as a region are all challenged with finding work, staying afloat, and managing to ride this difficult wave. With the turn of the 2010 year we are all optimistic that our industry will return to some sort of normalcy and we can all look forward to new challenges and getting many talented individuals in our business back to work again.

Our program committee is off and running again and is headed up by Ralph Jacobs of Massport. Ralph and his committee have been busy putting together our programs for the upcoming season. We have already had our first two programs in this Fall Season, including a program in early September with a great audience on LEED and Sustainability and what it means to you, and also in October we held a session on Integrated Project Delivery (IPD). In November we are planning an update on the Stimulus Program and how this affects the Commonwealth of Massachusetts and in January we are planning the Certified Construction Manager Certification program with an informative session on “How to become a CCM”

We have recently added two Board members to our group. We are pleased to welcome Anne Gorzyka with the Massachusetts Turnpike Authority and Suki Murphy of Bovis Lend Lease. We want to welcome them and we all look forward to their leadership contributions and new ideas moving forward. 

Our Chapter includes thirteen Committees, which include Website, Awards, Golf, Newsletter, Young Persons Group, Membership, Government Affairs, Scholarship, Financial, Governance/Nominating, Programs, CCM Certification, and Advisory Board. We have a great group of hardworking volunteers on these Committees and we are always looking for more assistance and volunteers from our membership group. Without their volunteerism and dedication we would not continue to function. 

Again, I would like to personally thank all of our Board of Directors and Committee members as well as our membership, and individuals who have supported us this past 2008-2009 season. 

Keep up the great work! I look forward to another successful season with the CMAA New England Chapter.

Paul F. Hemphill, CCM, AC
President CMAA New England Chapter
Presidents Letter
Paul Hemphill, CCM, AC

Bad Economy Survival Tools
Drew W. Colby

Member Profile - Paul Hemphill, CCM, AC
Kay Barned-Smith, AIA, CCM

The Importance of Proper Documentation Procedures
Roy Cooper, P.E.

Public CM at Risk: Come on In the Water is Fine (But Not Perfect)
Joseph A. Barra, Esq. and Jonathan R. Hauser, Esq.

Student Mentoring: A Challenge for the Future
E. Scott Sumner, CCM

Annual Golf Tournament
John Philips

Chapter Outing

Member News
Kay Barned-Smith, AIA, CCM
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This Newsletter is published for members of the CMAA New England Chapter of the Construction Management Association of America for the purpose of informing the members of local and national news, chapter events and industry trends. Articles published in the CMAA New England Region Chapter Newsletter contains the opinions of the authors and do not necessarily represent the position of the CMAA New England Chapter. Inquiries regarding the newsletter can be directed by e-mail to: rcollins@pmaconsultants.com

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**Design**  
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Parsons Brinckerhoff

We are seeking contributors for upcoming newsletters. Those contributions could include technical articles, descriptions of projects, or profiles of individual or firm members. If you have information you would like to contribute, or if you have ideas about information or other types of material which you would like to see in the newsletter, please contact: Rob Collins, rcollins@pmaconsultants.com

We look forward to your contributions.
How is this economy affecting you? We ask our clients this question all the time. The most consistent response over the last several months has been the following: “We have just about burned through our inventory. We don’t have a lot of work in the pipeline and are REALLY concerned about the future. We’re taking jobs we never would have considered a couple of years ago just to make ends meet.” We estimate over 90% of our client base has experienced a reduction in workloads from one year ago; by most estimates in the 40% to 60% range. Virtually, everyone is feeling the pressure. Regrettably, it does not appear a change for the better will be on the immediate horizon. Outlined below are some steps that should assist.

The residential sector has suffered the most. The drastic reduction in home prices has created a great disincentive to build new homes. For example, lenders are justifiably reluctant to invest in a depreciating asset. In many areas, the cost to construct a new home will exceed the market price for that home. The vast inventory also assists in driving home costs downward.

In terms of residential renovation projects, it appears the job market, stock market, etc. have caused people to be so insecure about their financial health that they are delaying remodeling jobs. These delays, however, are a mistake for someone whose employment status is secure. The price of remodeling jobs has not been lower in years. Quite frankly, the time to remodel is now as these prices will certainly disappear with even a minimal uptick in the economy. The most successful marketing tool for contractors, therefore, is to “get the message out” to potential customers that they should take advantage of this market as delay will equate to price increases. The mortgage industry has successfully employed this strategy. When the word gets out that mortgage rates are going up, people instinctively rush to refinance. Residential contractors should adopt this same marketing strategy.

The commercial sector has also suffered dramatically although for somewhat unrelated reasons; namely, lending terms. Specifically, banks either will not or cannot loan on terms favorable to construction. Many, many banks have significant negative portfolios. Lending money on commercial projects at a time when realty values are decreasing certainly discourages lending. Until commercial construction lending terms become more favorable, it appears unlikely this situation will improve.

What should commercial contractors do? We recommend aggressively pursuing any type of profitable work. For example, commercial contractors should rethink the size jobs they might pursue (i.e., adopting the “nothing is too small” mindset) as long as the work can be performed profitably. The key term here is “profitably”. If the job will not net a profit, it should not be undertaken. As we always say “You are better off not making money by not working, than by not making money by working.” Our saying holds true particularly under these difficult circumstances.

Commercial contractors should also caucus their client base to determine what other needs exist. For example, some large owners are laying off maintenance staff. This situation presents opportunities for commercial contractors to assume the roles of those positions. In short, Commercial contractors need to rethink what work to pursue and then pursue it aggressively. They also need to cut costs; a topic discussed below.

Public sector contractors have their own set of concerns. Specifically, many formerly non-public contractors are taking the plunge into the world of public contracting. The result is more bids for the same work which results in smaller (if any) profits. I cannot estimate the number of times I have heard unsuccessful bidders state “the successful bidder cannot possibly perform the work for that price.” Unquestionably, some contractors are taking these jobs knowing they will lose money, but hoping the project will keep the lights on long enough to land profitable work. This is a very dangerous strategy; particularly if it results in the inability to pay, for example, entities to whom personal guarantees were given (e.g., material suppliers). My advice to public bidders is only bid on work that is likely to yield a profit. Also, if possible, one must position his/her company to fill the role of completing work others could not because their bids were too low. I expect this area to be vibrant in the very near future.

What is the best advice I can give contractors, subcontractors, vendors, architects, and engineers in light of this economy? Do not delay chasing money and cut costs.
**Chasing Money**

In this economy, non-paying entities are typically on a downward spiral. It is imperative one collect as much of the debt as possible before the entity hits rock bottom. In yesteryear, we often recommended waiting to preserve relationships (we still make this recommendation under some circumstances). However, in this environment, one must aggressively pursue debts by attaching bank accounts, freezing payments to the debtor on other jobs, liening jobs, etc. Often the squeaky wheel gets paid first and nothing is left for anyone else. Be the squeaky wheel!! As we always say, “Time is not your friend when someone owes you money.”

**Cost Cutting**

More and more construction clients are leaving higher priced Boston law firms for more cost-competitive suburban construction law firms. These departures are usually not related to sub-standard services. Rather, the decision to change was necessitated by the need to cut costs in this downturn. These changes almost ensure significant savings in legal costs, but, more importantly, almost always result in great satisfaction with the legal services provided.

Lastly, based upon our discussions with those in the industry, we are putting together a series of FREE lectures entitled “Surviving/Thriving in Challenging Times” designed to assist those involved with the construction industry. Our topics will include: (1) a CPA discussing tax savings tips, (2) an Insurance representative discussing insurance saving tips, (3) our law firm discussing cost-effective debt collection practices, and (4) a marketing person to assist with generating business. Please let us know if you are interested in attending.
Paul F Hemphill became the President-Elect of CMAA New England Chapter in September, 2008 after a stint as Vice President of Programs. Prior to this, Paul was a member of the Board of Directors from 2005 to 2006, during which he promoted the CCM certification process as well as the Golf Committee, the Scholarship and Awards committee, and the mentoring program at Wentworth Institute of Technology. Paul is a strong advocate of mentoring and states that ‘the biggest value’ a Construction Manager can achieve is ‘the mentoring of less experienced personnel and taking the time and patience to teach and mentor, particularly younger potential CM’s, architects and engineers’.

Currently, Paul holds a position as a senior associate and regional manager of the New England construction management group of STV Construction, Inc., located in Boston, MA. In that role, Paul is responsible for the firm’s operations and growth within the region for the construction management and project controls practice areas. Paul has deep roots in New England, having served in various roles with a number of distinguished New England private and public organizations over the last 30-something years although he has had a few professional jaunts south to Pennsylvania, Virginia and Maryland. What is clear about Paul’s career trajectory is his thorough knowledge of the construction industry and construction management from the most basic to the most complex challenges.

Paul’s resume lists a long and impressive array of numerous achievements and skills. These range from being a Certified Apprentice Teacher of Industrial Arts, to certification as a ‘CCM, or Certified Construction Manager’ per requirements of the CMAA. Paul’s skills range from those of Project Manager, Project Estimator, and Project Superintendent to those of Principal of Construction Services and Construction Manager. In addition, Paul is currently an Adjunct Professor/Instructor in construction management at the Wentworth Institute of Technology in Boston. He has an unrestricted State Construction Supervisors License, and ‘ABC’ Unrestricted Building License, City of Boston, and a State Registered Residential and Home Improvement Contractor status. In each role, Paul brings his enjoyment of both the diverse group of people with whom he meets and works and the challenge of managing the construction process.

The projects with which Paul has been involved are equally impressive. These range from the Central Artery Tunnel Project to such public projects as the Revere Police Headquarters and East Fire Station project and the LEED Award winning Needham Public Library. Perhaps some of the most intriguing projects in Paul’s repertoire are his work for the Army Corps of Engineers in Virginia and Maryland, which include a Community Hospital at Fort Belvoir, VA and the $780 million CCISR new campus in Aberdeen, MD.

Paul lives in Marshfield MA, with his wife Marianne, who is a Certified Medical Claims Adjuster. Paul and Marianne, married for 30 years this past May, have two daughters: Lindsay is a researcher and Assistant Education Director and trainer for Dolphins Plus, in Key Largo, Florida and Kristen works for a major high-end hotel in Boston, where she is in the Hospitality and Event planning business. In addition to work and family demands, Paul also has volunteered for a number of extra-curricular activities. He was the Chairman of the Marshfield School Building Committee from 1997 to 2001 and was the President of the Marshfield High School Athletic Boosters Club from 2002 to 2004. At some point, he coached his daughters’ soccer team, where he learned much about teamwork, and he is a State Licensed Youth Soccer Coach as well as a Habitat for Humanity Volunteer. In his remaining free time, whenever that is, Paul enjoys woodworking, carpentry, golf, fishing and gardening.

As he focuses on his current tenure as president, Paul continues to be committed to extending the value of the certification process for CCM’s as well as to expanding the membership of CMAA New England. And he hopes to continue as a mentor and teacher to younger members of the construction industry. An exceptional team player to lead the team bodes, Paul is sure to bring success to his goals for CMAA New England.
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Mt. Washington Hotel and Resort Improvements
I have an 8-year-old son with quite an imagination who excels at active play. He loves (when he slows down) to watch a Star Wars movie. He knows every character, planet, movie scene and, of course, weapon type. He has light sabers of the various characters, a Darth Vader costume and all the movies. Although I rarely watch a movie of any kind on my own, because of my son, I have managed to see all of the six Star Wars movies over the course of the past couple of years — in 10-minute increments. What strikes me is how the presence of a Sith (a really evil guy who wants to destroy good) causes an imbalance in the Force to threaten good throughout the galaxy. The entire universe gets turned upside down, physically and psychologically. Equally as striking are the efforts that the good guys, the Jedi, take to try to eliminate a Sith.

This reminds me of issues that lead to claims on construction projects. The word “claim” on a construction project is like the word “Sith” in the universe of Star Wars, and like a Sith, issues on construction projects can turn a project upside down both physically and emotionally. A question I would ask is: “How are you preparing to react when it looks like a Sith is coming to your project?” Fortunately, there are actions you can take at the onset to protect yourself.

“The word ‘claim’ on a construction project is like the word ‘Sith’ in the universe of Star Wars.”

This article focuses on the importance of documentation and practical methods that will help you when a claim is coming into your universe. Later in the article, I will review some pointers for making project documents more effective. However, first we need to discuss the importance of proper documentation. Just in case you need convincing, keep in mind that if a dispute goes to litigation, every scrap of paper from the project will likely be read. Regardless of whether you’re a Contractor, Owner, or Engineer, you want to put the right things down on paper to present the factual events of the project during any dispute resolution process.

Good documentation doesn’t happen by accident. Left to our own devices, many of us probably think we have better things to do than write down what the weather was that day, fill out the shop drawing log, or dare I say, update the schedule. After all, there’s a project to build. However, an experience in litigation changes that mindset. The reality of a dispute resolution forum is that who’s right or wrong may not determine who wins the case. It can come down to who can present the best documents to support their case.

Documentation at Every Project Level

Here’s a typical claim scenario: An issue arises on a project. A couple of meetings take place and the positions are laid out. Resolution doesn’t occur and tempers may flare. So what happens next? Usually, a letter writing campaign ensues. The Engineer and the Contractor start carefully crafting correspondence. Every word is painstakingly reviewed. It turns into a he said/she said situation. Sometimes, the letters are even reviewed by counsel (a good idea, by the way, if the stakes are high and relations strained). Well-crafted letters are a vital part of the project record, especially during litigation. However, consider for a moment the project participants who wrote them and for what purpose. Then ask, will a claims notice and response letters be taken as sole source gospel or as an accurate portrayal of the events of the project, or will they be viewed as each side posturing in anticipation of litigation.

Remember that in litigation, every document may be read. This means not only the letters, but the meeting minutes, foreman’s reports, inspection reports, shop drawing logs and, of course, e-mails. A review of the documents generated prior to disputes reveals how the parties interacted with each other before tensions rose and generally relay the thoughts and mental impressions of the parties at the time. The thoughts of the inspection staff and foremen in the field may play just as important a role in a dispute as the carefully crafted letters. Because of this, every form of project documentation, from high-level letters to daily reports, should be drafted professionally and it is vital that every project participant be trained to create factually correct and professional documentation.
Good Documentation Practices

This topic is not rocket science... so here are some suggestions to consider in order improving your documentation.

First, remember, every project document may be read by someone. During my career, I have read thousands of daily reports, meeting minutes and letters. Some of them have been pretty comical. I’ve seen some pretty creative analogies and insults hurled. These types of documents may be fun to read, and may even make the authors feel better because they’ve gotten something off their mind. But it is important that project documentation provide facts and not opinions or observations about someone’s mother.

For some reason, people will put something in an email that they would never say or put in a letter. The truth is that you should be just as careful with what you say in e-mail as you would in any other type of documentation, since e-mail is just as admissible as any other form of documentation. E-mail also has a weird way of showing up in the strangest places. The landscape of litigation and electronic document discovery is constantly changing. I’m not going to cover it here, but it’s important to know the latest rules and make sure that your firm is up to date.

Next, think of the old cliché, “Timing is everything.” This is true for project documentation. It’s important that project participants be timely with all forms of correspondence. Read the contract and abide by what it says regarding issuance of meeting minutes, RFIs, shop drawing reviews, notice of claims and associated responses.

Finally here’s one more tip that may sound simple: Understand what you get. Let’s face it, we all can’t know everything. Construction projects can be complicated. Disputed issues usually are. I’ve seen plenty of cases where complicated CPM schedules were submitted by a contractor and the owner did not review and comment simply because there was no understanding of what was submitted. This obviously creates all kinds of problems during the project and all the way through litigation. I encourage you to seek an explanation if you don’t understand a document or don’t have time to review the correspondence.

Conclusion

Hopefully, I’ve provided you with a taste of the importance of good documentation. The good news is that documentation practices are relatively easy to improve. I would encourage you to improve your own documentation practices in one or more of the areas discussed in this article. If that doesn’t work, I can always send my son over with a light saber the next time you’re faced with pending litigation.

About the Author

Roy J. Cooper, P.E. is Associate Vice President for ARCADIS and leads the Construction Claims Services in the eastern United States. Mr. Cooper’s 20 years of construction experience includes consulting to sureties dealing with troubled projects and the analysis and review of complex construction claims from the beginning stages through trial support and expert testimony. He has also been a successful project superintendent and engineer on high profile projects where he was responsible for all aspects of construction. In addition to his practical hands-on knowledge of construction principles and management and how they related to distressed projects, Mr. Cooper has a B.S. in Civil Engineering from Michigan Technological University and a Masters in Business Administration from the University of Connecticut.
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Recently, the Massachusetts Inspector General (IG) released its five year look back Report on the use of CM-at-Risk in public construction. In short, the IG reports that public owners are generally satisfied with CM-at-Risk and the resulting quality of construction. Of course, no system is perfect and the Report points out some areas for improvement. Nevertheless, it seems that CM-at-Risk in the public domain is here to stay and if used wisely, can be a beneficial option for owners looking for an alternative to the traditional general contractor process.

A (very) brief history of the birth of public CM-at-Risk in Massachusetts
Prior to 2005, most public building construction in Massachusetts was procured by hard bid under General Laws Chapter 149. Under this antiquated statute, awarding authorities are obligated to accept the “lowest eligible and responsible bidder”. Some critics allege that prior to the adoption of CM-at-Risk, Massachusetts was light-years behind many other states in the trend towards more collaborative and efficient project delivery systems. Chapter 149A attempts to solve this dilemma by specifically authorizing the use of CM-at-Risk for public building projects. As part of this sweeping reform, the statute required the IG to look back five years into the process and report on public owners’ experiences. This article summarizes some of the more important aspects of the IG’s Report.

Public CM-at-Risk – The “team” builder
The Report makes clear that public owners are generally satisfied with CM-at-Risk. True to its purpose, this process creates a more collaborative and focused project team. This collaborative spirit results in a more complete design, greater budget control and quality construction. The Report also makes clear that owners appreciate the ability to select CMs based upon experience, quality and project specific expertise as opposed to merely price.

The IG noted that owners enjoy the fruits of the preconstruction process including the CM’s constructability reviews. In fact, some owners felt that this attribute resulted in a more complete, comprehensive and buildable design. Although some owners felt that the preconstruction process may have increased design costs, most acknowledged that the process very likely helped to avoid costly change orders and the inevitable claims and disputes that follow. The “open book” accounting procedures were likewise cited as an advantage over prior practice. Additionally, many owners felt that developing the GMP collaboratively allowed for better budget control. In what is likely the most positive note in the IG’s Report, owners are very satisfied with the quality of the finished product.

No longer “that dirty water” but still not Miami Beach
However, all is not perfect in the Bay State. One significant owner complaint surrounds procurement of trade contracts. Similar to the issues with filed sub-bids under Chapter 149, many owners felt that the restrictions imposed by the Chapter 149A trade contractor bid process tied the owners’ and the CMs’ hands. Owners also complained that the process is confusing and that the law does not offer adequate direction on how to properly complete the trade contractor bidding and selection process. Surprisingly, a few owners expressed concern over the speed at which CM-at-Risk projects are constructed. It would appear that this concern is based, in part, upon the notion that fast moving projects require more staffing costs because of the greater amount of collaboration required to run smoothly. It would appear that this view overlooks the cost savings realized from shorter construction durations. Another concern had political overtones. Some owners expressed concern about the timing in which the GMP is ultimately developed because some GMPs aren’t determined until construction is well underway. Most folks want to know the temperature of the water before they jump in.

Taking all of the above into consideration, most if not all of the owners surveyed seemed to agree that retaining an OPM with significant CM-at-Risk experience is critical to delivering a successful project. Further, owners expressed the opinion that Chapter 149A may be best suited for complex construction projects subject to compressed schedules whereas the Chapter 149 process still fits for less complicated projects.
What’s next?
The IG’s Report is a factual recitation of survey results and unfortunately, does not reach any conclusions or make any specific recommendations. Clearly however, owners’ experience with CM-at-Risk was generally positive. Despite overall owner satisfaction to date, a majority of municipalities are yet wary of CM-at-Risk. The IG reported that the Construction Reform Task Force believes that additional education is required. We agree. However, the Report did not offer any specific suggestions on how to increase municipal interest.
In short, public use of CM-at-Risk is on the rise and we hope that owners and construction professionals will do more than dip their feet into the CM-at-Risk waters.
The New England Chapter of CMAA has partnered with Wentworth Institute of Technology (WIT) for five years in the WIT CM Mentoring Program. Over a dozen industry professionals from the chapter, representing both construction firms and public organizations, volunteer in the program and are instrumental in its success.

The WIT CM Mentoring Program focuses on three core elements:

- Introducing students to the construction profession
- Establishing a networking process
- Introducing local construction firms to WIT students

The program pairs construction professionals on a one-to-one basis with a WIT CM sophomore. The matching is based upon each student’s responses to a questionnaire that seeks to align the student’s areas of interest with the mentor’s expertise. By the sophomore year, students have a fundamental knowledge in surveying, estimating, plan reading, and project management. The next important step is practical experience, which with an industry mentor and his or her organization can best provide.

The program runs from January to May each academic year and kicks off with a breakfast at which each mentor and his or her assigned student meet to get acquainted and plan their schedules. Over the following months, the student is invited to a minimum of three more meetings (or “contacts”), e.g., an office visit, a job site visit, and an actual business meeting. The program allows the mentor to evaluate the student, providing feedback and guidance along the way.

The professional relationship between the students and their mentors often lasts well beyond the program schedule. Mentors remember their own career beginnings and welcome this opportunity, as established members of the construction community, to reach out to welcome students to the profession. Typical feedback from mentors and their firms has been consistent in praising the enthusiasm and skills of the participating WIT students.

Student surveys consistently demonstrate that the program is a memorable and important element of the CM education at WIT, often resulting in summer jobs for many of the participating students.

The continuing success of the WIT Mentoring Program is directly related to both the enthusiasm of the students and the commitment, guidance and encouragement of the mentors, shown in the steady growth of the program from an initial twenty students to over forty students.

The future of our industry depends on bringing new talent into it, and the WIT Mentoring Program is a valuable step in that direction. While the New England Chapter of CMAA has provided outstanding support for the program, mentor volunteers are always needed and very much appreciated. Please volunteer to be a mentor; you will be rewarded as you see a student grow under your mentorship. The commitment of each mentor is critical but the time demands are minimal and rewarding. Contact Ralph Jacobs at rjacobs@massport.com to volunteer or to learn more about the program.
The New England Chapter held its yearly Golf Outing for CM Scholarships on May 13th at Wentworth Hills Country Club in Plainville MA. Attendance was very good even with the down economy we are all faced with. In all 112 players and 28 firms participated, and as usual, a good time was had by all. Good luck prevailed with the weather cooperating with a sunny day straddled by days of rain on either side. More importantly, over $13,000 was generated for the Scholarship fund.

Nine students from three of the four selected regional scholarship colleges assisted throughout the event by selling raffle tickets, running the 50/50 holes, the “Happy Gilmore” hockey stick putting contest, taking photos, videos, and witnessing the Hole-in-One holes. The students from Wentworth Institute, Worcester Polytechnic, and Roger Williams also had the opportunity to network with the players from the various CM firms and get to meet their CM student counterparts. Three of the students who assisted were scholarship recipients and one was already interning with one of the Sponsor firms. Unfortunately this year, there was so much work to be done there was no opportunity for the students to participate in a foursome as some did last year.

At the 19th Hole, the awards and prizes were given out. Of the four Hole-in-One prize holes, one was missed by 6 inches, just short of winning Harley-Davidson motorcycle prize. There were some great Raffle and Silent Auction prizes won, from a 32” HD LCD TV to great box seats at Red Sox and Patriots games among the myriad of gifts and prizes available.

This year’s Golf Outing had an interesting sidebar. As usual, Parsons Brinkerhoff (PB), through Mike Bertoulin, was kind enough to donate two great Patriot’s box seats to the season opener, this year against the Buffalo Bills. The Golf Committee decided that these tickets would be a great addition to the Silent Auction items at the annual Golf Outing. Paul Skohorod of Briggs Engineering, a yearly Sponsor at the Outing, also thought it was a great idea, and proceeded to bid on the tickets at the Golf Outing with a secondary purpose in mind. Being out-bid several times because of the excitement generated by the tickets, Paul continued to place bids on the tickets and finally won them for a final silent bid of $275. In the months that followed, Paul would periodically inquire when the tickets would be available. Finally, the tickets were delivered two weeks prior to the outstanding, last minute, nail-biter, victory of the Patriots over the Bills. Come to find out, Paul had “re-gifted” the tickets to a live Auction that benefits Children’s Hospital through the JPS Foundation, named for Jacob Paul Skorohod, Paul’s grandson. This foundation is in memory of 5-year old Jacob who was treated for a heart defect at Children’s. The proceeds assist in various ways, such as helping children with similar problems, research, and overnight accommodations at the hospital for family members. The tickets made $1100 for the Foundation.
It is nice to know that from the onset, the generosity of firms and individuals had a cascading effect that will have a continued impact on individuals for years to come, one providing CM Scholarships and the other supporting Children’s Hospital, a Win-Win situation.

As in prior years, the planning and initial notifications of the CMAA Golf Outing start in February, when golfers are sick of snow, and are thinking about the links, and want to get out as early in the golf season as possible. At this time the golfers are most vulnerable, so we prompt them to sign up early, and continue to do so up to the day of the event with last minute entries. As always, the event is the second Wednesday in May, or for next year, May 12, 2010. Tentatively, we will re-book with Wentworth Hills GC since they treated us so well. Hope to see you there!
Chapter officers, board members, and committee members enjoyed good food, pleasant company, perfect weather, and a beautiful harbor view at the first annual NE Chapter Social Outing held on August 20th. The outing was a great opportunity for members who have contributed their time and efforts to the chapter to take a little time out of their busy schedules and relax with colleagues. Board and committee members paid for the outing themselves and the surplus money raised went to the chapter general fund. Ralph and Nancy Jacobs graciously offered to host the lobster bake at their residence in Hough’s Neck Quincy. The event was organized by social committee members Joe Allegro, Anne Gorczyca, Bob Poitrast and Steve Marshall. The lobster and steamers were cooked to perfection by Ralph Jacobs with assistance from grill man Bob Poitrast. Good planning and execution confirmed the committee’s depth of CM experience. The only schedule slippage occurred when it was time to leave – a sure sign that a good time was had by all.

The only complaint noted that evening was from the special guests – the lobsters.
Robin A. Collins, P.E., Principal at PMA Consultants LLC, located at 25 Braintree Hill Park Suite 303, Braintree, Massachusetts 02184 was able to add “LEED AP” to his list of credentials, following successful completion of accreditation requirements.

Steve Farrell, LEED AP, MCPPO, Managing Director of Farrell Consulting Group, Inc. has achieved Certified Forensic Claims Consultant (CFCC designation by AACE, Intl. Certification requires eight years verifiable experience in claims and additional, post graduate professional certification or an additional 8 years of claims related experience. Additional requirements include submission of an expert report submitted as evidence, a formal claim submittal or a professional paper accepted for publication. The application must include four letters of reference from professionals familiar with the candidate’s claims consulting experience. Approved applicants must then pass a seven hour exam. Recommended readings are not applicable as exam is built around job related experience in construction claims.

Steve’s work with the Farrell Consulting Group, Inc. includes risk assessment and mitigation planning, crisis management, independent review of change order entitlement, cost recovery, dispute resolution and litigation support and training. Contact: sfarrell@farrellconsultinggroup.com

Rita Coppola, PMP (Director of Springfield’s Department of Capital Asset Construction) is one of our newest members. She has set up monthly meetings dedicated to the professional development of her department utilizing CMAA’s on-line Standard of Practice (SOP) curriculum, as part of the City’s internal training for her project management staff. The staff gets chance to master the SOP and interact with each other by getting feedback on their individual projects.

Karla Youngblood, LEED AP (Project Manager, DCAC) also a new member has begun Construction Manager in Training Program (CMIT). Karla has selected mentors in the project management field, as part of her growth in the project management field. The program gives Karla, a fairly new professional in the field, the opportunity to learn from an experienced CM and obtain career advice.

CMAA -NE Networking Support Group

Will you need help finding people when you land your next project or need to abruptly shift personnel to start or closeout a job?

CMAA-NE Networking Support Group has been active since last April and has established a corps of construction managers who are poised to assist your temporary needs in project startup or closeout, proposal preparation, short term crisis management and more. The primary purpose of the group is to help colleagues temporarily displaced by the economic downturn. If you learn of temporary or permanent staffing needs, are aware of someone who might benefit from association with colleagues in similar circumstances, or would like to come and share your successes, please contact the Committe Chair Steve Farrell at sfarrell@farrellconsultinggroup.com. The group meets on the first Wednesday of each month from 5:15 PM to 6:15PM at Wentworth Institute South Annex Perini Conference Room.
CMAA National”Chapter of the Year Award for Membership Excellence”

The New England CMAA Chapter was recently presented the Chapter of the Year Award for “Excellence in Membership” at the October 2009 CMAA National Conference Luncheon, held in Orland, Florida.

Pictured from left to right is: Raoul Ilaw, National Chapter Chairman, Paul Hemphill, CCM, AC, President of the New England CMAA Chapter, and Regional Chapter Committee members, DJ Mason, PE and Melissa Robins-Cesar, CCM
With the economy being what it is, more and more companies need to invest in their online presence. Your website is most times your online image and the first thing people check to see the validity of your company. In addition, having a great site means more than just the look and feel, it means having the site optimized so that prospects and clients can find you before they find your competition.

"Gig IT Consulting was not only instrumental in the design and development of our new website. They maintain our contact database, integration with PayPal and distribute online announcements. Gig IT has been instrumental in the way we now do business and has become our IT Solution for all of our internet and communication needs."

Paul Hemphill, CCM
President, CMAA New England Chapter

"Gig IT Consulting is currently redesigning our website and promise to that resolve some outstanding domain and application issues. They are highly recommended by another vendor and I can see why, as they have impressed my staff and I with their knowledge and experience, as well as their comment to my company."

Charlotte R. Stevens
Marketing Manager, Sturtevant Inc.
www.sturtevantinc.com

Today a web site is not always enough. Gig IT has been part of a series of workshops and seminars on Social Media (Facebook, Twitter and LinkedIn) and how to effectively use them to increase your online presents and marketing.

To learn more about how we can help you and your business, contact us at info@gigitc.com or call 617-639-5224.

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