The Election of Officers and Directors has been completed and I find myself in the Oval Office of the NE Chapter of CMAA. While my office is actually more rectangular than oval, I am both humbled and excited about my responsibilities and the agenda of the Chapter in the year ahead. Our Chapter is on the move, continuing to provide leadership in advancing the Chapter's interests in concert with those of CMAA National. Even in the midst of the worst recession in modern history, our NE Chapter has experienced membership growth, expanded programs, robust event attendance, financial stability and a strong scholarship program.

We couldn't have accomplished all this without a strong group of Officers and Directors over the past few years. A great deal of thanks goes to Paul Hemphill, President for the past 2 years. Paul has been totally committed to both the Chapter and CMAA National. There has been no greater advocate for the Chapter than Paul, and it is through his strong leadership the Chapter has made these meaningful advances. The establishment and expansion of chapter committees under his leadership has been most significant for the betterment and advancement of the chapter. I look forward to his counsel in the year ahead. Additionally all the Officers and Board members during this time period deserve a great deal of credit for their hard work and our success. I will single out and thank two who are stepping down, yet contributed greatly to the Chapter during their tenure. Matt Poirier, Vice President of Membership and Chairperson of the Membership Committee, brought the membership organization and effort to another level and Director Bill Kearney, Scholarship Committee Chairperson, helped expand and grow the influence of the Scholarship Program. In addition both served on and greatly influenced numerous other committees.

As I look forward to the year ahead, I am encouraged and energized by the talent, competency, character and commitment of our new Officers, Board members, Committee members and general membership. We have three new Board members, Peter Collins of Heery International, Dave Doane of Fay, Spofford & Thorndike and Jim Driscoll of Gilbane, bringing new energy and creative ideas to the Board. We have selected new Committee Chairpersons for most of our committees, bringing new leadership and a fresh perspective to the expectations of each committee.

I am additionally encouraged as we continue to gain members including construction owners, general contractors, CMs, designers and students. While we have grown substantially as a Chapter over the past few years, there is still opportunity for additional growth and further influence for our Chapter within the construction management industry. In an effort to expand student participation both within our Chapter and CMAA Student Chapters we have given one year Student Memberships or extended the membership for all seventeen students who earned and received CMAA scholarships from our Chapter in April at our Annual Awards Program. I know this is just one of many steps we will take as we grow our participation with student Chapters and encourage CM students to participate in CMAA both now and after they graduate. One of our chief initiatives will be for our Young Persons Committee to establish and grow a Young Professionals Group within our Chapter. We see a great opportunity to serve these young professionals through the CMAA organization as they steer their professional careers through these challenging times within the industry.

We have our chapter organization in place for the year ahead and our Committees are working as this newsletter is being published to plan and act on the goals we seek to accomplish. One important item remains and that will be to establish the Chapter budget for the year ahead under the watchful guidance and advice of our Chapter Treasurer Missy Reed, who always helps us to focus on a practical approach with a balanced budget as our goal. Much of our “business” is to provide scholarships for deserving students, so we will strive to maintain our past Scholarship levels. We will also look at other professional and social initiatives to expand our base and influence. With this in mind we will again look to some creative and new revenue sources to sustain and grow our programs.

Our Officers and Board have shown that the status quo isn’t what our agenda is about and that new ideas, new approaches to the challenges for our Chapter should be the norm. It is with great optimism I look forward to serving the other Officers, the Board and the membership at large with all my energies in the year ahead as we fulfill the mission of CMAA to promote and enhance leadership, professionalism, and excellence in managing the development and construction of projects and programs. Together I know we will be successful!

Ralph Jacobs, PE
President CMAA New England Chapter
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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.
On April 28, 2010 the New England Chapter held its 16th Annual Awards Program at the Radisson Boston Hotel. More than 210 industry professionals, guests and construction management students were in attendance. Featured guest speaker, Luisa Paiewonsky, Administrator, MassDOT Highway Division, addressed the gathering about MDOT’s expanded investment in roads and bridges, as well as performance measures and innovations.

Eleven awards were presented to the winning construction management teams in three different categories, including:

**Infrastructure**
- Grafton – Pleasant Street over Blackstone River
- Logan Airport – Runway 9-27 Rehabilitation
- Fairmount Corridor Improvements Project – Bridges
- US Route 7 Bypass Project

**Building Project – New Construction**
- Prescott Street Pump Station
- The Leonard Florence Center for Living
- University of Massachusetts Integrated Sciences Building

**Building Project – Renovation**
- Bank of America – 225 High Street
- Nantucket Memorial Airport
- Emerson College – Paramount Center
- John W. McCormack Federal Building

Recently the New England Chapter revised its award submissions format so that it is more closely aligned with the national awards program format. This makes it easier for local projects to be submitted for national awards. Several projects are expected to be submitted for National Consideration.

Also, each year the New England Chapter selects an industry leader who has made significant contributions on behalf of the construction management profession as our Person of the Year. This year Michael McGrath, Deputy Chief Engineer for Construction, MassDOT was selected to receive the New England Chapter’s Person of the Year Award. Michael exemplifies all of the positive qualities, and principles that the Construction Management Association of America seeks in a person of the year.

**Distinguished Service Awards were presented to the New England Chapter’s three officers that conclude their terms this year.**

Mr. Bill Kearney is completing his service with distinction as an officer of the New England Chapter, having been its Secretary. He also has been the Chairman of its Scholarship Committee, leading the Chapter in awarding some $22,000 in scholarships for each of the last two years.
Mr. Matthew Poirier has been an officer of the Chapter, serving as its 2nd Vice President, in charge of Membership, for the last two years. He did a truly remarkable job in this capacity, constantly growing the membership at a time when most all organizations were losing members.

Mr. Paul Hemphill is completing his service to the New England Chapter as its President for the last two years. During this time he has been a most active leader, always ready to lead, work, and offer guidance and help to any CM in need. Paul has been recognized at the CMAA national level as the New England Chapter under his leadership, has received several highly competitive national awards. He has been called on by CMAA to explain how, even in this “down economy”, he has been able to achieve such remarkable successes with the New England Chapter, such that other Chapters around the country can model their programs after the New England Chapter.

Finally, the New England Chapter has had a longstanding Scholarship Program and this year, 16 students from Northeastern University, Worcester Polytechnic Institute, Rodger Williams University, University of Southern Maine, and Wentworth Institute of Technology were recognized for their achievements with scholarships totaling $22,000.
At one million square feet, the 22-story Center for Life Science|Boston (CLSB) is Boston's largest research facility and the tallest in the Longwood Medical Area, the medical education and research hub of Massachusetts. As the country's first privately owned, multi-tenant laboratory building, the CLSB offers flexible research space to world-class academic and medical institutions such as Beth Israel Deaconess Medical Center, Children's Hospital Boston, Dana-Farber Cancer Institute and the Immune Disease Institute. The CLSB enables these organizations to conduct cutting-edge research without making capital investments on their existing campuses.

The CLSB includes 674,000 SF of contemporary laboratory and support services space and a 750-car, 334,000 SF below-grade parking garage. Construction manager William A. Berry & Son, Inc. (Berry) provided both preconstruction and construction management services for this complex, high-performance building, which received LEED® Gold rating for its core and shell. Construction for the core/shell and all tenant fit-out work took 36 months, and remarkably, all fit-out work was performed simultaneously with final construction. All work was completed on time despite a change in building ownership after construction had begun and a delay of more than three months for a new Owner project manager to be named.

Challenges of up down construction

Managing the many details for a multifaceted, multiyear, $320 million construction project presented a host of challenges for the Berry construction management team. One major challenge was that CLSB was constructed on a zero lot-line site in an area visited by roughly 500,000 employees, students, and patients and their visitors each day.

To build the CLSB, Berry used the up-down construction method. Six-and-a-half stories are below grade, requiring extensive excavation. Careful planning to meet both the logistical and safety challenges was necessary to secure the site for one crew to build up while the excavation crew continued to dig down.

The Center's up-down construction process began by pre-trenching the footprint of the building to install a deep guide wall that enabled the clamshell diggers to accurately excavate. Tower cranes were used to set the caisson column by guiding the LBE down into the caisson within 1/500 tolerance. Along with the structural steel 8' diameter, rebar cages were dropped into the caisson excavation and filled with slurry to 130' below grade.

A mass excavation of P1, the first level of below-grade parking followed, along with the set up a tower crane and installation of structural steel and metal deck for the first floor level. With the site was secure, one crew began to build up multiple levels while the excavation crew continued to work below grade.

The CLSB’s infrastructure had to be in place in advance to accommodate diverse biotech and medical research applications and the delivery of several hundred truckloads of equipment at a site with no lay down area. Mitigation was a major challenge, as the project closely abutted Beth Israel-Deaconess Medical Center and Children’s Hospital Boston, Harvard Medical School and Merck Pharmaceuticals. Ambulance routes, pedestrian and patient traffic, service and delivery areas and safety access had to be maintained daily without interruption throughout construction.

Ten thousand tons of steel were fabricated and erected during the CLSB’s construction. Some of the installed sections are among the largest manufactured in the world. The base building’s $100 million worth of MEP equipment was delivered on 100+ flatbed trucks and required 60 days of rigging to place. Seventy-five percent of the piping was prefabricated off site, leading to major savings in on-site construction costs and improved scheduling.

With life science research in areas such as cancer-related diseases, neuroscience and immunology, the work done by scientists at the CLSB is detailed and exacting. From the onset, Berry project managers understood that the buildings and labs housing this vital work had to be constructed with equally precise standards. Combining its highly specialized knowledge and expertise to successfully build this complicated, technically sophisticated, and mechanically intensive structure, Berry demonstrated its depth of research experience and attention to detail.
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The New England Chapter’s Annual Golf Outing, normally held on the second
Wednesday in May (this year the 12th), was rescheduled to Wednesday, May 26th
due to rain and cold. Of course, players who work in sunny Boston will never
believe that it was raining and cold at Wentworth Hills Country Club in Plainville
MA. Fortunately, on the 26th, the weather turned to a very hot, humid, and sunny
96 degree day.

In spite of the rescheduling and the continuing economic doldrums, attendance was
very good. Of the original 126 players, 120 players and 28 firms participated with
30 Sponsors, and as usual, all enjoyed a good time. More importantly, over $13,000
was again generated for the CM Scholarship fund.

Unfortunately, the rescheduling prevented three students from assisting due to final
exams. Four others did attend, one of whom is a scholarship recipient graduate
student from Northeastern who came with his wife, and three others from Went-
worth Institute, one of whom is also a scholarship recipient. A former alumnus from
Worcester Polytechnic Institute, currently employed as a geotechnical engineer, who
had assisted last year assisted again. He is also a recipient.

Being shorthanded, even the Chapter’s President Elect and a Board Member worked
throughout the outing, setting up tables, doing coffee and donut runs, and manag-
ing and witnessing prize holes. The students assisted throughout the event by regis-
tering players, selling raffle tickets, running the 50/50 holes, managing the “Happy
Gilmore” hockey stick putting contest, taking photos, witnessing the Hole-in-One
holes, and passing out the CMAA Golf Gadget Swiss Army Knife and mouse pad/
tablet.

There was on-the-run BBQ at the convergence of tees at three holes serving hot dogs,
cheeseburgers, chicken, potato and pasta salads and beverages. This is becoming a
welcome tradition. At the 19th Hole tent, no one was even close to winning any
of the four Hole-in-One prize holes, so the Harley-Davidson is still riderless. Once
again, some lucky players won from among the myriad of gifts and prizes available
a 32” HD LCD TV, great box seats at either Red Sox or Patriots games, a mounted
yellow brick with nameplate from the original Boston Garden and a Three Stooges
full size Golf Trio golf board.

Soon, it will be time to plan for next year’s Outing, so expect email reminders at the beginning of 2011. As always, the event is
the second Wednesday in May: for next year that is May 11, 2011. After Wentworth Hills GC was so helpful and accommodat-
ing in rescheduling our event, they are the place to be.
It’s not uncommon today for parties involved in construction litigation to request or receive documents in electronic form. Most of us have experienced receiving or producing documents on CD/DVD’s by now. However, electronic document management is relatively new to the litigation process.

Although we have dealt with electronic documents for a number of years, and a plethora of software applications to manage electronic documents are already in existence, the Federal Rules of Civil Procedure have only recently adopted rules regarding electronic discovery. Rule 26(f) requires parties to discuss issues regarding electronically stored information such as scope, costs and burdens, and form of production in the early stages of discovery. Many state courts have not formally addressed the issue but are expected to adopt similar guidelines.

What does this mean? Electronic documents have become so prevalent that they are now recognized as a standard part of the discovery process. This, along with the fact that parties are increasingly turning their paper documents into electronic form, demonstrates that the love for paper in litigation is slowly fading. We may never be paperless, but we will surely find ourselves more frequently in situations where we must decide how to efficiently manage electronic documents.

There can be a tremendous amount of documents in construction litigation. Many documents only exist electronically and there are often too many boxes of paper documents to reproduce, transport, and store. For cases with large amounts of paper documents, the costs of transporting, reproducing, and storing those documents often exceed the cost of managing documents electronically. Furthermore, parties are frequently splitting some of the costs involved with creating an electronic document database and realizing the benefits of searching and sorting large document sets electronically.

Parties electing to manage documents electronically typically send them to a shop where they are scanned into electronic images and then loaded onto discs. Each document usually receives bibliographical coding such as date, document type, author, subject, and so forth. Various software packages allow the documents to be viewed, searched, and sorted into issue folders. Although the bibliographical coding is searchable, extra measures may be taken during the scanning and coding process to allow for Optical Character Recognition (OCR). This allows the full text body of the document to be searchable, as well. Keep in mind handwritten documents or marginalia will not be recognized by the OCR.

**View the Documents in Person**

Some users advocate scanning the entire document set to create a complete database. If you insist on including the entire document set, you should at least flag the priority document folders prior to scanning and have those flags included in the coding so they are retrievable as a group later. However, scanning and coding unnecessary documents in a large document set may ring up a big price tag and hurt efficiency when it comes to navigating, searching, and sorting the database. The software’s search functions are very powerful. In fact, they often return too many results. The need for long stringy searches and meandering through long search result lists can be a time consuming task.

Take advantage of opportunities to eliminate unnecessary documents from your electronic database. It is recommended that you first sift through the paper documents by hand before they are scanned. Identify and make note of all folders within each box. A person familiar with the issues of the claim will be able to significantly narrow the necessary document set required for litigation.

In addition to identifying and eliminating documents that are not necessary for the database, sifting through the documents by hand will give you an idea as to how the documents were filed and managed. This can help in identifying what documents to search for, how to conduct your searches, and allow the ability to check quality control regarding the scanning and coding. In addi-
tion to the standard bibliographical coding, sifting by hand may give you insight about any fields you may want to include in the coding.

Make note of any relevant names or titles of subcontractors, reports, or diaries. The software’s keyword and phrase searching functions are great tools, but they can be difficult if you don’t know what keywords or phrases to use. Also, use this as an opportunity to review, limit, or eliminate oversized documents such as drawings. Oversized documents can be very expensive to scan and may not fare very well on a small computer screen. You may decide to select a few sets and have them produced on paper or scan only a limited number of these documents.

Get Involved Early in the Process
Participate in the set-up of the coding process. It’s a big mistake to allow the scanning and coding firm, or your adversary, to decide how your document set is to be coded. Early involvement in the coding process can save a significant amount of time, money, and headaches.

Coders often suggest fields that require the least amount of effort on their behalf. They may also suggest additional useless fields simply to enlarge the scope of their service. They are particularly fond of fields that can utilize a drop-down menu during the coding process. This provides their coders with the efficiency of a field containing a limited choice and without the need for unique data entry.

Naturally, fields that require unique handwritten descriptions are time-consuming and less profitable for the coder. So, pay attention to the recommended fields and make sure they have some use.

In fact, it is highly recommended that you review every suggested field and consider whether or not it is necessary to isolate the data in which you are interested. For example, the coder may suggest fields that identify a document’s author and recipient. Determine if it is important to know the names of the individuals who draft the correspondence or if the drafting or receiving firm name is more valuable. If your case involves multiple pass-through claims from subcontractors, you may prefer the ability to search using a “Firm” field.

Searching by individuals’ names can be difficult as you may not know all the names of persons responsible for drafting correspondence for each subcontractor, making it difficult to isolate correspondence from any one subcontractor. Similarly, relying on OCR may have limited success as it will locate every instance where the subcontractor was copied or mentioned, returning thousands of search results. If you’re having trouble choosing between authoring and receiving firms or individuals, you should consider having a field for both.

Another issue to consider is how to handle attachments. Attachments are multiple documents stapled together. The coders typically code each document within the attachment separately, but link the individual documents together by coding them to an attachment range field that notes the start of an attachment and the end of the attachment. This allows each document within the attachment to have its bibliographical coding searchable and it gives the coders more documents to code.

Contemplate whether or not your project requires attachments to be coded as one document or if every attached document needs to receive coding. Consider the fact that most attachments in construction documentation contain documents that exist elsewhere. For example, a letter may have a CPM schedule or inspector’s report attached to it. These attached documents exist on their own elsewhere in the documentation. Do you need to have their bibliographical coding available to searches in two locations?

Keeping the attachment together will reduce the number of documents to be coded and reviewed. It will also prevent a document within an attachment from getting sorted into an issue folder without the other parts of the attachment. In addition, it will reduce the number of duplicate documents in the issue folders. The drawback is that if you only want one document within an attachment, you can’t isolate that document from the rest of the attachment. As a result, you will occasionally sort large attachments
when only one document from within the attachment is needed. You will need to decide whether or not you should break up attachments or treat them as one document.

Another important issue to tackle early in the process is the “Document Type” field. You may want to give input on how certain construction document types (which are specific to the construction industry) are to be treated. Give the coders examples if necessary. For instance, CPM schedules will appear as calendars, charts, or as both unless an example is given and a special document type assigned.

Be aware that coders often overuse “report” as a document type. If you’re not careful, you will be surprised to see what gets labeled as a report. Also, discuss the Subject field with the coder. This is the most descriptive portion of the bibliographical coding, and is heavily relied on when OCR is not available. “Subject” field coding often simply replicates the “RE:” within correspondence. All too often this simply references the project name.

When contemplating electronic document management, consider the fact that it requires a great deal of effort up front to create a successful database. Fortunately, most construction litigation ends without a trial. However, the further the case carries on, the more value you will receive from a properly set-up electronic database. So, get involved in the set-up of your database. And, if you have any doubts, seek advice from someone who is knowledgeable about construction documentation, as well as electronic document management.
## Positive Attitude...

- Construction Management
- Project/Program Management
- Cost Estimating and Scheduling
- Constructability Reviews
- Claims Analysis

## Positive Results

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- Buildings
- Rail/Transit
- Airports
- Water/Wastewater
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- Electrical Inspection

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Over the last several months we have noticed several industry publications documenting recent bid activity on Federal Stimulus Funded Projects. The articles show the desperation of some contractors who are playing Russian roulette with their bids by bidding projects as much as 20%-30% below owner estimates.

This contrasts with bidding prior to the recession, when contractors more times than not submitted bids above the project estimates for the same types of projects and the same owners, causing project award delays, project refunding and sometimes rebidding.

Now the reverse! Owners have spoken out with glee that the current bidding has saved millions and will allow for additional project funding.

In a current news release, a DOT official noted similarly that recent bidding produced lower than anticipated bids below the project estimates, not only saving the state money but allowing funding for additional projects. The official cited the evaporation of private work for driving private contractors into the government bid sector, and subsequently bringing down pricing.

Some projects are attracting as many as 20 plus bidders.

We polled 5 public works projects in the $1.5 to $2.5 million dollar range, and found that each of the projects attracted an average of twelve bidders. Of the twelve bidders, nine were below the project estimate and the average low bid was 24% below the project’s estimate. We excluded one bridge project where the low bidder was 31% below the project estimate.

On that particular bridge project, all of the seven bidders were below the project estimate. The low bidder was 31% below the project estimate; the highest was 18% lower.

In a related news release a road contractor on the west coast submitted a bid 53% lower than the engineer’s estimate.

Another state official reported that 70% of its recent stimulus projects came in well under the engineer’s estimate.

In one news article, a contractor openly admitted his firm was not making any money on recently completed stimulus projects, “but it was better than laying off workers and keeping equipment idle”. A noble excuse that didn’t help his bottom line; recently that contractor filed for Chapter 7 Bankruptcy.

Thinking that this trend might only be in civil work, we took a look at a few recent bids for building and renovation projects. We found the same bidding spread, with all of the low bidders well below the architects estimate.

Taking this one step further we reviewed a state RFP to provide new toilet compartments for a state college. The bidders were required to remove the existing toilet compartments and furnish new ones for eight toilets, with no other work required, other that the building was occupied and only one toilet compartment could be changed at a time. Simple project! We obtained a cost for the compartments from the specified supplier and we calculated installation labor, including costs for removal and disposal of the existing compartments.

On bid day there were ten respondents; of the ten, four submitted bids which varied between $100.00 and $200.00 above the manufacturer’s delivered cost. Three other bidders were above those prices in increments of $1,000.00 to $3,000.00. The three highest bidders submitted reasonable bids allowing for material, installation and OH&P. Incidentally the project required Department of Labor prevailing wages.

In short the four lowest bidders were willing to do the work for the cost of the compartments, forgoing labor, overhead and
profit. A few of the bidders submitted various numbers with no rhyme or reason and did not include the cost of labor and/ or reasonable OH&P.

In such a trend, it is nearly impossible to control contractors from bidding low, just to get work. In reality, working without overhead and /or profit, is risk upon risk, somewhat like using a revolver with two bullets to play Russian roulette. Owners and Sureties, as well as Subcontractors need to be aware of this trend as contractors panic to fill the backlog void.

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The Contractor’s New Game

**Part II. How does this impact the industry?**

How does this trend of contractors willing to work below costs, without overhead and profit, impact the construction industry?

The trend creates ripples throughout the industry that may affect all aspects of its functioning.

First and foremost, it will most likely prevent contractors with bids that have proper overhead costs and decent profit margins from getting the work. It will encourage others to sign up with the “low bid club”, as more and more projects go to the low- low bidders.

Owners should not be overjoyed by low ball bids. Bid protests are not uncommon when a bidder submits an unusually low bid. Chances are a low bid may also translate into a difficult project as the contractor tries to recoup the money left on the table through change orders and extras, leading to disputes, defaults and delays, especially if a surety gets involved with a takeover. Likewise, sureties can expect an upsurge of claims from owners unsatisfied with the contractors’ performance, claims and or work defects, leading to defaults, and terminations. As contractors run out of money, supplier and subcontractor non-payment claims will rise as result.

Subcontractor pricing will take a beating as the prime contractors try to pass off their low bids to subs. Subcontractors will see more and more bid shopping. Those subcontractors with the lowest prices who finally get a contract can expect extended payment periods for their monthly pay requests as prime contractors use their money for cash flow. Most vulnerable will be startups, small sub-contractors and M.B.E / W.B.E. and D.B.E.’s.

Owners must look beyond the low bid. Bidder pre-qualifications, clear and precise bid documents and accurate project estimates are needed. Complete post bid review with the low bidder should consider past performance, intended subcontractors, major
Low Bids For Stimulus Work

Anthony D. Paglia

Suppliers and the low bidder's construction schedule. Subcontractors should consider the general contractor's reputation prior to submitting a quote, and quote accordingly including detailed proposals. The subcontractor needs to fully understand the terms of his or her subcontract and its relationship to the general contractor's contract with the owner, especially the terms of progress payments and retainage, which should match those of the general contract. Timely submission of progress payment invoices and supportive documentation as well as payment follow-ups are needed to insure timely payments.

Sureties need to scrutinize contractor bond programs including both experienced public works contractors and crossovers. A successful retail or private sector contractor may have difficulties rehabbing or building a bridge and highway, no matter what the bid price. Contractors whose bid falls more than 10% below the project estimate should be required, before the final bond is written, to submit to the surety for examination, their bid estimate in detail, including material and subcontractor quotes, and intended project schedule, including the project bid documents. Lower bids should be reviewed in detail compared and tested against industry cost standards. After reviews and examinations, sureties need to consider and/or require contract fund management, cash equity deposits by the contractor or a possible rejection of final bond.

For the contractors that seem not to be able to get work because of low-ball bidders, “sometimes the best job is one you don’t get”. Eventually the trend will work itself out and the industry can resume to a more normal pattern.

Careful what you wish for...
CMAA NE Chapter Programs for 2010-11
The final monthly breakfast program, Finance to Create Design and Construction Opportunities, for the spring was presented on April 13th. Panelists Robert A. Rich, Managing Director of Public Financial management (PFM) Group, Thomas H. Green, Head of Citigroup National Infrastructure Group, and Edward J. Corcoran, Principal of Corcoran & Associates, P.C. provided insights into the current status of funding for construction projects locally and nationally.

The popular monthly breakfast program will continue in September with programs scheduled on the second Tuesday of each month through April 2011. Program flyers will be distributed later this summer for the fall programs. Once again many thanks go out to Professor Mark Hasso and Wentworth Institute of Technology for their hospitality in hosting the monthly program meetings.

CMAA NE Chapter Annual Directors Planning Meeting
The Annual Directors Planning Meeting was held on Monday, June 14th, at the Shawmut Conference Center, Wentworth Institute of Technology. The new NE Chapter Officers and Board of Directors for the 2010-11 year, per the recent Chapter Elections, were introduced. Please see the new slate of officers & directors listed in this edition of the newsletter. Committee Chairpersons and Committee members were established for the 2010-11 year ahead. A complete list of the Committees and Chairpersons are available on the Chapter Website. The committees are made up of board members and chapter members at large. All chapter members who have an interest in a particular committee and would like to participate, please contact the Committee Chairperson or the Chapter President.

CMAA NE Chapter Directors Meetings
The Officers and Board of Directors will hold monthly board meetings in July and August to address the business of the NE Chapter and to prepare for the year ahead, which promises to be both exciting and challenging.

Congratulations to the newest Certified Construction Managers in the New England Chapter:

- Horace Cooper CCM, Senior Project Manager, Massachusetts Bay Transportation Authority
- Wendy Riggs-Smith, CCM, AIA, LEED, Project Manager, Massachusetts Port Authority
- Nicholas Macy, CCM, PMP, Senior Project Manager, ARCADIS U.S.

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jjallegro@comcast.net
With the economy being what it is more and more companies need to invest in their online presence. Your web site in most cases is 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 Hampf, CCM
President, CMAA New England Chapter

“Gig IT Consulting is currently redesigning our web site and prior to that resolved some outstanding domain and application issues. They came 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 present and marketing.

To learn more about how we can help you and your business, Contact us at info@gigitc.com or call 617.639.5524