

NEO Chapter Roundtable, May 15, 2024:

Private Sector Development Challenges and Construction Industry Partnerships



Breakout Session Question 4 and Responses

Q4: What can the construction industry and design professionals do differently to help development projects succeed. Locally – NEO

From your industry perspective, what tangible adjustments can we make to help achieve better success with development focused projects.



Breakout Session Comments

Owners / Affiliates

- Choose/Select team based on value/skillset (proactive, not price)
- Establish upfront collaboration
- Establish virtual mtgs, teams, cameras, etc...
- Designing and funding for accountability
- Be more creative on funding (+ discussions)
- Improve transparency of funding sources
- Owner needs to be a Leader and set the tone

Architects / Engineers

- Better engagement with AHJ
- Advocation with local government
- Better align fee and scope
- Funding sources for project
- Funding A/E to show expertise/understanding
 - Historic Ttax Credits
 - Opportunity Zones
 - TMUD
 - LIHTC
 - Brownfield
 - Tax Abatement
- Bringing commissioning into Design process
- Consider prefabrication
- Design and CM +Design Assist to be partners
- Core/Shell; Tenant Improvement pkgs
 - Better coordination

CM/GCs / Trades

- Early involvement with correct Teams involved



MentiMeter Survey

What are your 1-2 Key Takeaways from today's Roundtable?

- Collaboration is the key to success
- Several responses about the importance of early collaboration, including;
- Collaborate early – market/financing drives private development
- Early collaboration is the key to realistic cost estimation and minimizing cost variations
- Early involvement from all partners leads to project success
- Risk and reward need to be shared
- Need more risk reduction
- Risk management for each party
- Build relationships as we build projects
- Owner must be a leader and drive culture
- Owner acts as a leader
- Develop great team competency
- Define expectations and execute as a team



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What are your 1-2 Key Takeaways from today's Roundtable?

- CA costs, especially with developers, can be prohibitive for bidding
- The amount of finance implications of developer projects
- Transparency in funding is important, strong collaborative team
- Owners need to be transparent about funding and build team based on value, not price
- Transparency of funding is key to success – lets team know how to drive the design
- CA services being an issue for architects
- Different perspectives (as always) on projects
- Panel members want the advantages of the IPD process, but don't desire the costs
- Think differently about design deliverables
- Private development is a different ballgame and many factors are needed to make projects pencil
- Developers want to know "So what?" in interviews; common pain with CA for designers



Mentimeter Survey

What learning from today's session would you use tomorrow at work?

- Explore use of AI more
- Establish the expected tone at the beginning.
- Presentations need to be more vision focused
- Land – Mission - Money
- Build relationships with CM partners and continue collaborating
- Focus more on collaboration during CA services
- Talking to the AHJ in a timely fashion
- Use Mentimeter
- Risk management for the architect, discuss CA with our current teams
- Ask for more value provided services
- Mentoring
- Look at CA services deeper
- Look to align our CA fees with the expected CA effort involved
- CM at Risk and setting a hard GMP truly shifts risk to CM
- Try to drive collaboration between internal and external stakeholders early and often on a project



Mentimeter Survey

What learning from today's session would you use tomorrow at work?

- Use collaboration as a value factor in assessing RFP responses
- Improved communication and mentoring will reduce risks and drive collaboration
- Call the architect early in the project to understand the key issues and how to set up design deliverables different than standard
- Appreciate your team
- Early team formation is important
- CMs need to partner with developers on value, not price, and establish strong relationships for win-win visions and execution



Plus (+)

- Enjoyed the meeting
- Everything
- New ideas expressed
- Great panel, good discussions
- Great conversation, momentum and energy
- Started on time and tried new ideas
- Great questions and engagement from attendees
- Speakers were very engaging
- Collaborative session with interaction during presentation
- Enjoyed breakout session and discussion
- Great presenters...thoughtful answers by people with experience.
- Open and honest collaboration
- Timely finish Great content by the panel
- Panel was great, experienced and insightful.
- Diversity of viewpoints considered
- Great panel. Loved the multiple perspectives.
- Interesting to hear about how firms are leveraging AI and automation
- Good turnout
- Great content / topic
- Good speaker engagement
- Panelists very knowledgeable and experienced
- Presenters were very knowledgeable and articulate in sharing their insights



Delta (-)

- Clarity of breakout question
- Longer time for breakouts
- This program had to be delayed due to scheduling difficulties
- Better attendance. Two speakers were unable to attend.
- More time to ask the panel questions
- More open discussion with those in room during panel discussion
- Dig deeper into creative solutions (not just recycle the same old answers)
- More CMs
- Brief discussion explaining development process for those without experience in development projects
- Is there another method we can use or develop for project delivery other than DB, DBB, and CM at Risk? What would that look like?



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What topics/programs would you like at future roundtables?

- Risk Allocation
- Progressive Design-Build
- IPD is trending up or down
- Technology at different stages of design & construction
- Process improvement in construction
- Mock team fee/scope discussions for all team members.
- Case studies of failures and successes
- AI Discussions with AHJs and process
- How to fix troubled projects
- Continuous improvement
- Tools others are using to aid collaboration and/or coordination
- Pros and cons of DA/IPD. How it can be implemented successfully.
- Case studies
- Tips for successful design interview projects from Owners.
- How to best set a budget and stay in budget and not waste the discussion on VE items.



Which day of the week is best for you to attend Cogence Roundtables?

