

# **Survey Results: Industry Interest in WSDOT Projects**

## **Trends and Initial Observations**

Melanie Baldwin, Design-Build Engineer

September 7, 2023 (WSDOT/AGC/ACEC Design-Build Committee)

# Survey Questions

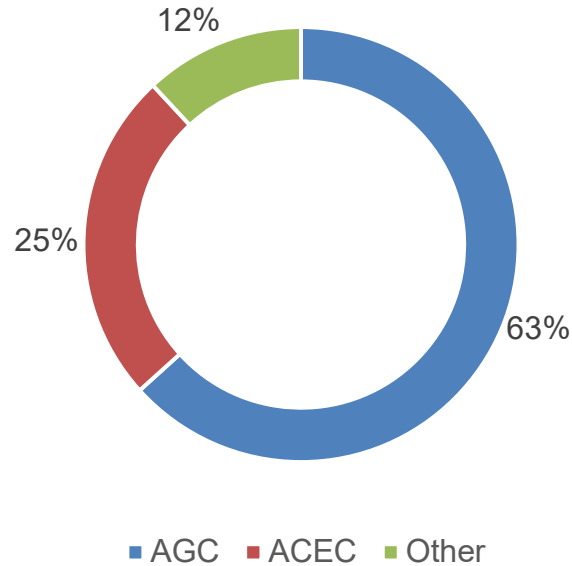
- Q1: Please select one:
  - AGC = Associated General Contractors of America
  - ACEC = American Council of Engineering Companies
  - Other
- Q2: Please check the box next to all the factors that have contributed to the decision not to submit on WSDOT Design-Build Projects. You will be given an opportunity to indicate how significant each factor was in contributing to this decision and to identify factors that may be missing from this list.

# Survey Questions Continued

- Q3: For each contributing factor you selected in the last question, please indicate the level of impact each factor had on your decision on the scale.
  - 1 = Sometimes a Factor
  - 2 = Often a Factor
  - 3 = Causes Serious Hesitation
  - 4 = Prevents from Submitting
  - 0 = Not a Factor
- Q4: Please briefly add any contributing factors that should be added to the list and indicate how much those factors influence decisions using the following scale:
  - 1 = Sometimes a Factor
  - 2 = Often a Factor
  - 3 = Causes Serious Hesitation
  - 4 = Prevents from Submitting
- Q5: Is there anything else you would like WSDOT to know? (100-character max)

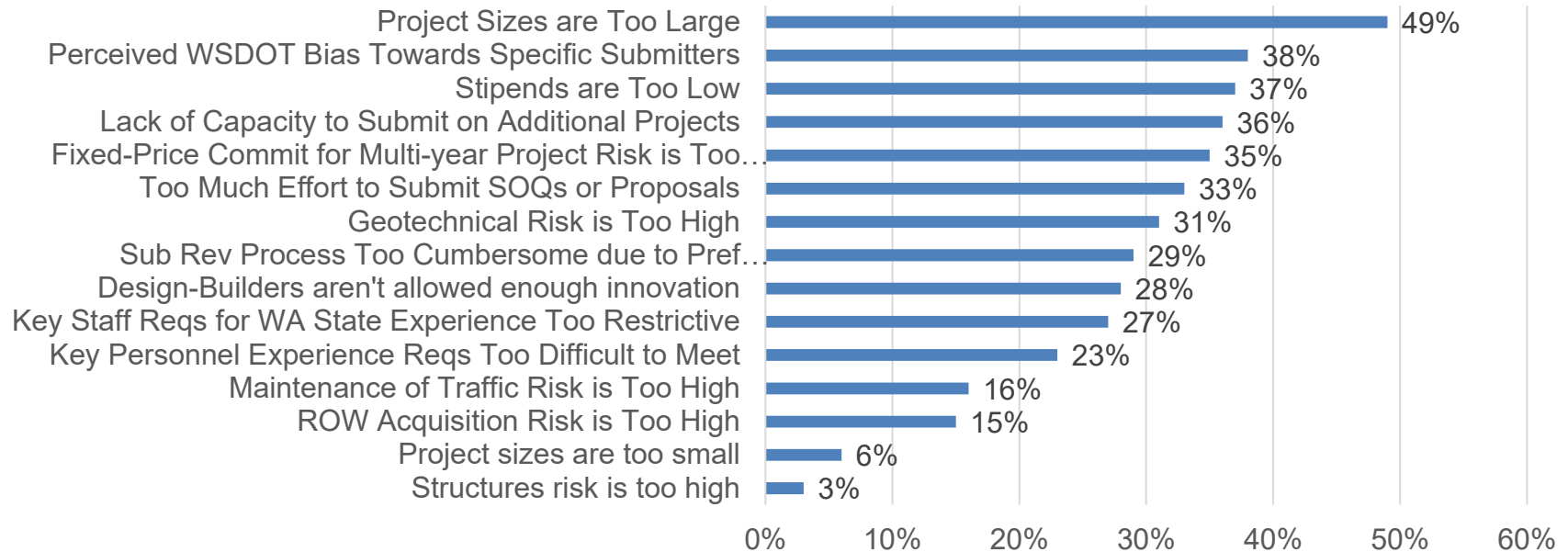
# Respondent Affiliations (Q1)

Responses by Affiliation



\*109 people responded to this question

# Which of the following factors contribute to a decision not to submit on WSDOT Design-Build projects? (Q2)



■ % of Respondents for whom the factor has contributed to the decision not to submit on WSDOT DB Project

\*n = 97

# Factor Influence Rating Choices

After Respondents identified a factor, they were asked to rate each factor they identified in Q2 as either:

- 0 = Not a factor
- 1 = Sometimes a Factor
- 2 = Often a Factor
- 3 = Causes Serious Hesitation
- 4 = Prevents Submitting

# Percentage of Respondents for Whom a Factor Causes Serious Hesitation or Prevents Submitting (Q3)

Factor	Serious Hesitation or Prevents Submitting
Project Sizes are too large	40%
Perceived WSDOT bias towards specific submitters/proposers	30%
Lack of capacity to submit on additional Projects	28%
Fixed price commitment for multi-year project risk is too high	27%
Geotechnical risk is too high	23%
Stipends are too low	22%
Submittal Review process is too cumbersome due to preferential comments	22%
Too much effort to submit SOQs or Proposals	19%

\* 97 Respondents

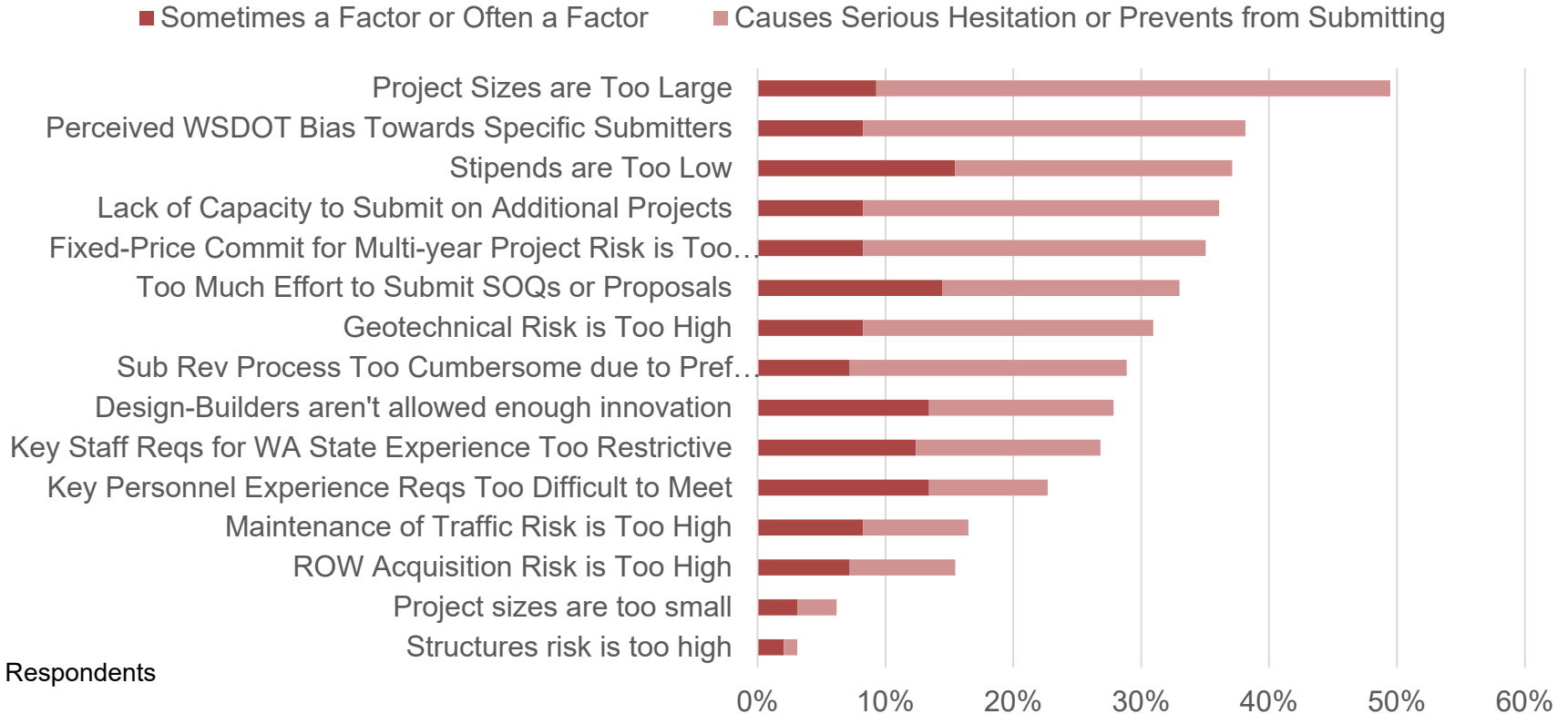
# Percentage of Respondents for Whom a Factor Causes Serious Hesitation or Prevents Submitting (Q3)

Factor	Serious Hesitation or Prevents Submitting
Key staff requirement for WA State experience too restrictive	14%
Design-Builders aren't allowed enough innovation	14%
Key Personnel experience requirements are too difficult to meet	9%
Maintenance of Traffic risk is too high	8%
Right of Way acquisition risk is too high	8%
Project sizes are too small	3%
Structures risk is too high	1%

\* 97 Respondents



# How Respondents Rated the Factors Chosen in Q2 (Q3)



# Additional Contributing Factors (Q4)

## (most had an Influence Rank of 3 or 4)

- Low-bid disguised as Design-Build
- External Stakeholder (increased costs/risk)
- DBE
- OCOI
- Apprentice Labor Laws
- Prescriptive RFP hinders Innovation
- Specific WSDOT Regions/Project Offices are avoided
- WSDOT inexperienced staff/outsourcing to consultants
- Unprofessional behavior by specific WSDOT staff
- Current Evaluation methods create Barriers to entry for contractors who have not done a previous WSDOT project
- Procurement Process
- Other Opportunities are Available (i.e., IIJA, Sound Transit)
- Slow billing process causes financial strain
- WSDOT Reviewers & the Comment Process

\* 62 Respondents

# Is there anything else you would like WSDOT to know? (Q5)

- WSDOT Project staff experience ranges widely- some lack an understanding of the difference between DBB and DB
- Engineer's Estimates consistently too low
- PDB is preferred
- "Stop scoring for prior WSDOT experience only and work with new contractors"
- "How does a WSDOT approved contractor w/o DB experience get DB experience if the package size is large and requires previous DB experience to submit?"
- "High DBE goals for DB and DBB are not increasing DBE capacity"
- "Reduce Project size and Key Personnel requirements and you will get more submitters"

\*40 total respondents

# Is there anything else you would like WSDOT to know? (Q5)

- Publish an accurate Advanced Schedule of Projects
- “Fair and reasonably risk allocation will attract more industry capacity IF WSDOT allows qualified teams who lack WSDOT specific experience to shortlist”
- “Reduced interest and increased frustration from staff engineers working on DB projects due to project review process....The preferential comments can take up a significant amount of valuable, often wasted time.”
- “WSDOT seems to have taking the stance of contractually passing along more risk to the Design-Builder

\*40 total respondents

# Is there anything else you would like WSDOT to know? (Q5)

- “WSDOT is perceived as a good owner with consistent work”
- “WSDOT is a preferred client and will continue to be”
- “Although imperfect, WSDOT’s goal of being a valued client that Contractor’s and Engineers want to work for is, in my belief being achieved. WSDOT and their senior staff, are widely regarded as fair, smart, informed and a good partner.”

\*40 total respondents

# Questions?

DesignBuild@wsdot.wa.gov