



# State Construction Conference

## Prequalification of Single Prime Contractors

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Lou Jurkowski, FAIA, LEED AP

# THANKS!

## **State Government**

Greg Driver, State Construction Office  
LeAnn Martin, State Attorney's Office  
Grover Burtney, HUB Office DOA

## **Architects**

Lou Jurkowski, BJAC, State Building Commission  
Clymer Cease, PBC+L

## **General and Sub Contractors**

Chuck Wilson, CT Wilson  
Edison Cassels, Edison Foard  
Eddie Williams, Buckner Steel  
Mike Burriss, DH Griffin

## **State Agency's**

Terry Hatcher, DHHS  
Thomas Hunter, NCCCS

## **University System**

Miriam Tripp, UNC-GA  
Sid Stone, UNC-CH  
Cameron Smith, NCSU  
Bill Barlow, NC A&T  
John Fessler, UNCC  
Gordon Rutherford, UNC-GA

**PASSING SCORE TOO HIGH**

# of FTE employees

Too much time

*electronic vs hard copy submittals*

# GC Feedback

*Section III too subjective-need a draft list of questions to use*

**TOO MANY GC's APPLYING**

***TOO SUBJECTIVE***

**Financial Forms**

**No Owner Feedback**

Boards and local politics

Need a draft list of questions to use in Section III

CONSISTENT INTERPRETATION OF QUESTIONS

# Owner's Feedback

TOO MANY GC's APPLYING

Prequalified GC's don't bid

Too time consuming

ELECTRONIC VS HARD COPY SUBMITTALS

# Should we pre-qualify? Goals?

*Owner decision*

*Market decision*

*Project decisions*



**Will we use this form to exclude a GC?**

*No...only to identify those who are qualified*

# Who decides to pre-qualify?

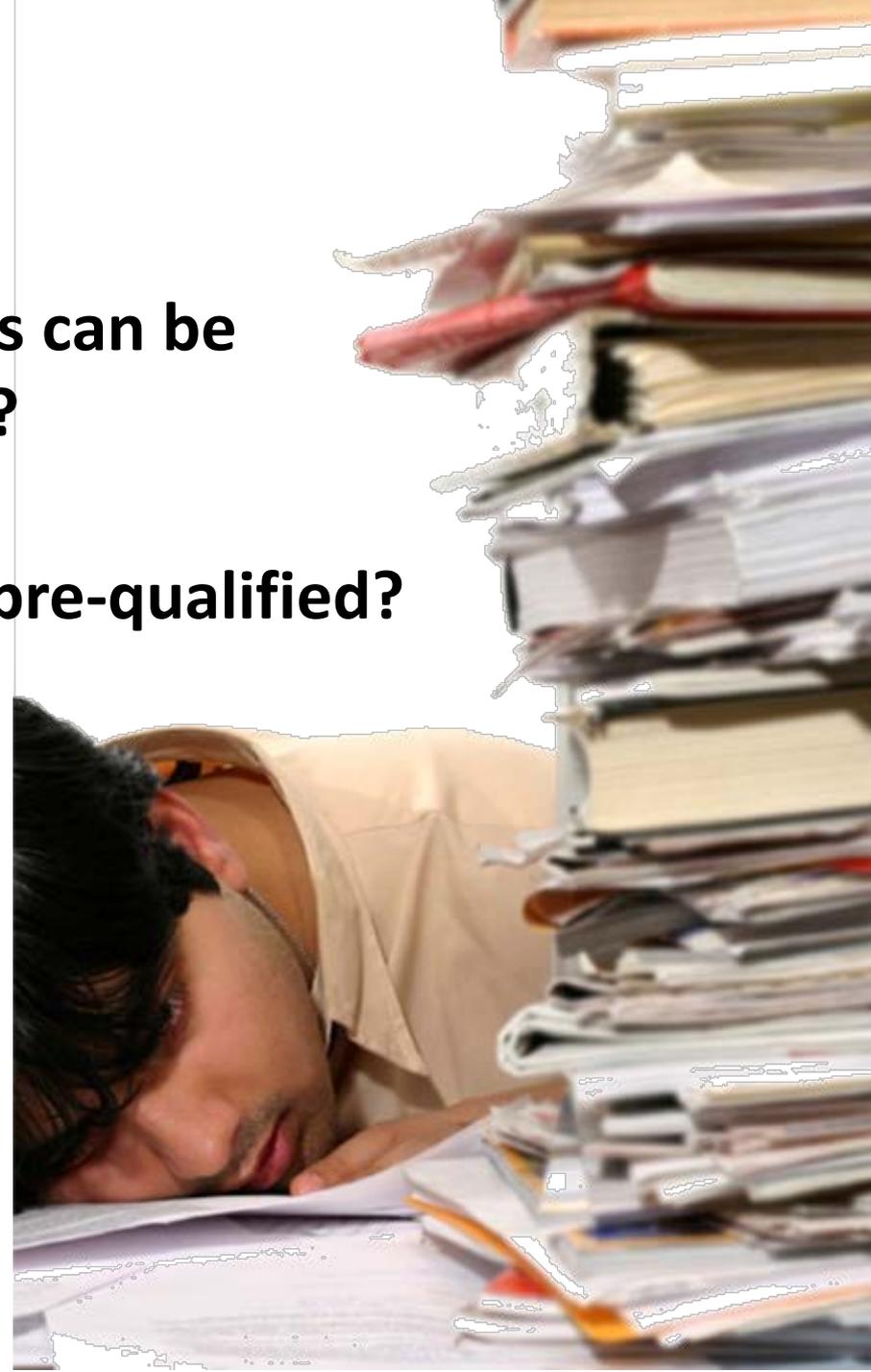
*The Owner*

# How many general contractors can be pre-qualified for each project?

*No minimum or maximum limit*

# Which public projects can be pre-qualified?

*Any project*



# Preparing the Package

The screenshot shows a Windows Internet Explorer browser window. The address bar displays the URL <http://www.nc-sco.com/prequalforms.aspx>. The browser's menu bar includes File, Edit, View, Favorites, Tools, and Help. The toolbar shows various icons for navigation and search, including Windows Live, Bing, and Google. The page content features the North Carolina State Construction Office logo and navigation links. A large red prohibition sign is overlaid on the page content.

State Construction Office > Forms > Prequalification Forms - Windows Internet Explorer

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**General Contractor Prequalification Forms**

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# When to Pre-Qualify?

*60 Days before Bid is magic number*

*(or when you submit for final SCO CD review)*

- *3 weeks for GC submittals*
- *2 weeks for owner review & score*
- *1-2 weeks to notify pass/fail contractors & respond to queries*

## How?

*Just like advertising for bids*

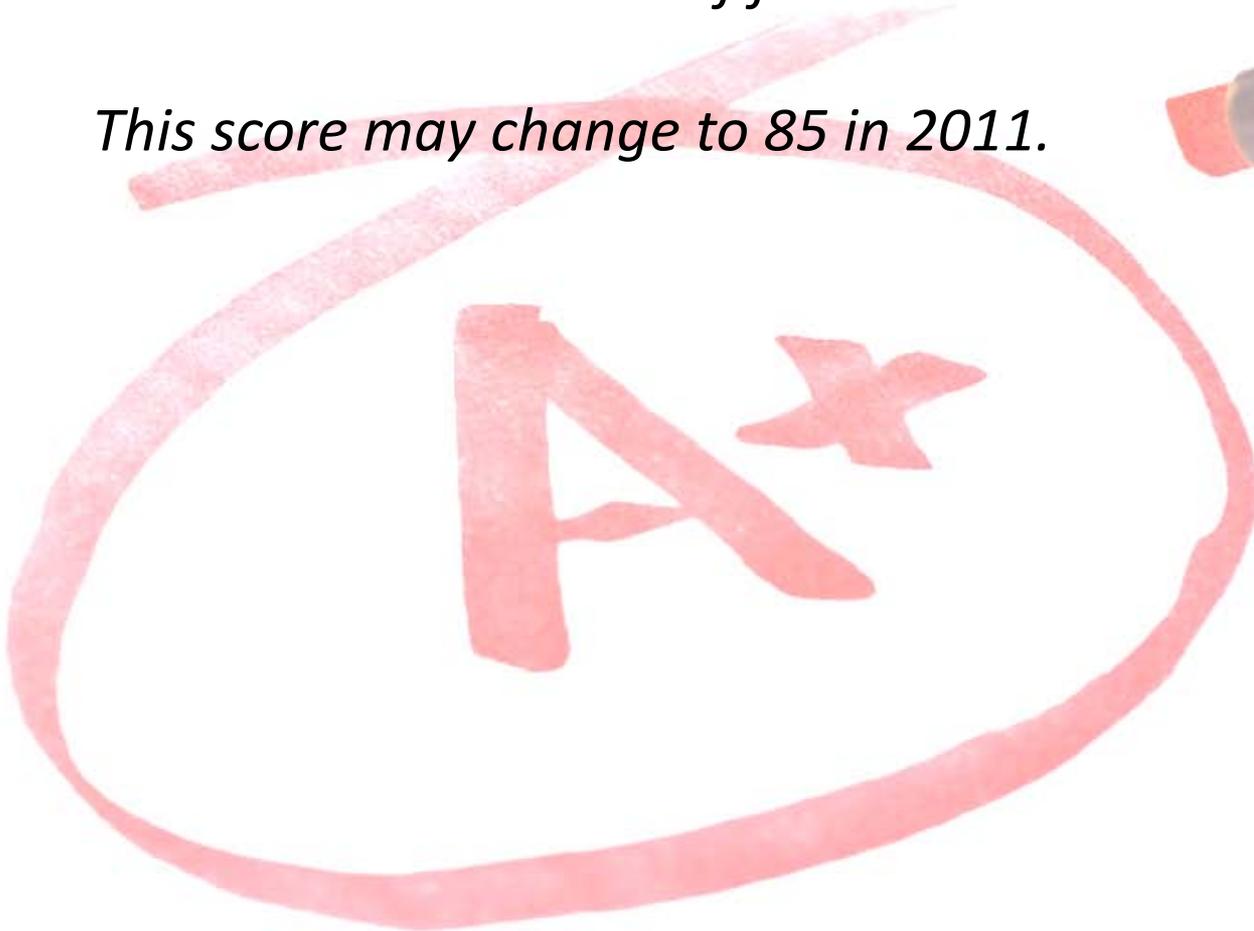


# How do I score this form?

*Is 80 really the new passing score?*

*We studied the results of forms over*

*This score may change to 85 in 2011.*





# I WASN'T PREQUALIFIED!!

*How does GC challenge pre-qual selection?*

‘Should a contractor who meets the Section I Minimum Requirements wish to understand the non-prequalified status of their firm on an individual project, they should request a written explanation from owner within 3 business days of notification of prequalified contractor’s list.’



- Pre-Qualification for Single Prime Contractors

Lou Jurkowski, FAIA, LEED AP

**BJAC**

*Chair, State Building Commission*

**[www.nc-sco.com/prequalforms](http://www.nc-sco.com/prequalforms)**

**[lou@bjac.com](mailto:lou@bjac.com)**

## **What is the definition of residence/non-residence?**

We don't have authority to determine this definition, so we piggy-backed on Statute 143-59 (c) written for goods and services, which is generally guides procurement for NC's goods and services.

### **Statute 143-59 (c) Preference given to North Carolina products and citizens, and articles manufactured by State agencies; reciprocal preferences.**

“(c) Definitions. – The following definitions apply in this section:

- (1) Resident bidder. – A bidder that has paid unemployment taxes or income taxes in this State and whose principal place of business is located in this State.
- (2) Nonresident bidder. – A bidder that is not a resident bidder as defined in subdivision (1) of this subsection.
- (3) Principal place of business. – The principal place from which the trade or business of the bidder is directed or managed.”

### **Article 3D. Procurement of Architectural, Engineering, and Surveying Services.**

#### **§ 143\_64.31. Declaration of public policy.**

(a1) A resident firm providing architectural, engineering, surveying, or construction management

at risk services shall be granted a preference over a nonresident firm, in the same manner, on the same basis, and to the extent that a preference is granted in awarding contracts for these services by the other state to its resident firms over firms resident in the State of North Carolina. For purposes of this section, a resident firm is a firm that has paid unemployment taxes or income taxes in North Carolina and whose principal place of business is located in this State.