



Design-Build Tools, Resources and Updates

Lisa Washington, CAE
Executive Director/CEO

Today's Topics

- Design-Build Market Share Research
- Design-Build Cost and Schedule Performance Research
- What Makes DBIA Different?
- Available Resources

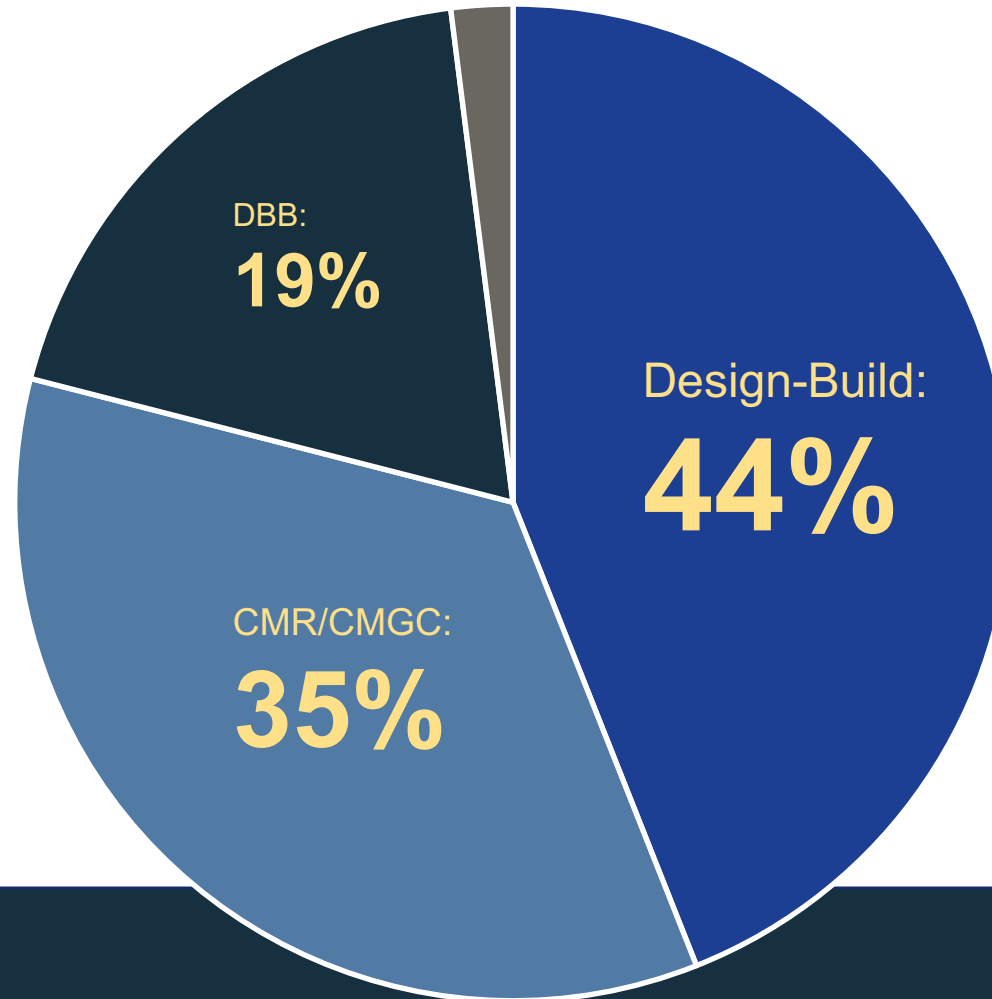
Design-Build Market Share Research

**FMI Research
Spring 2018**

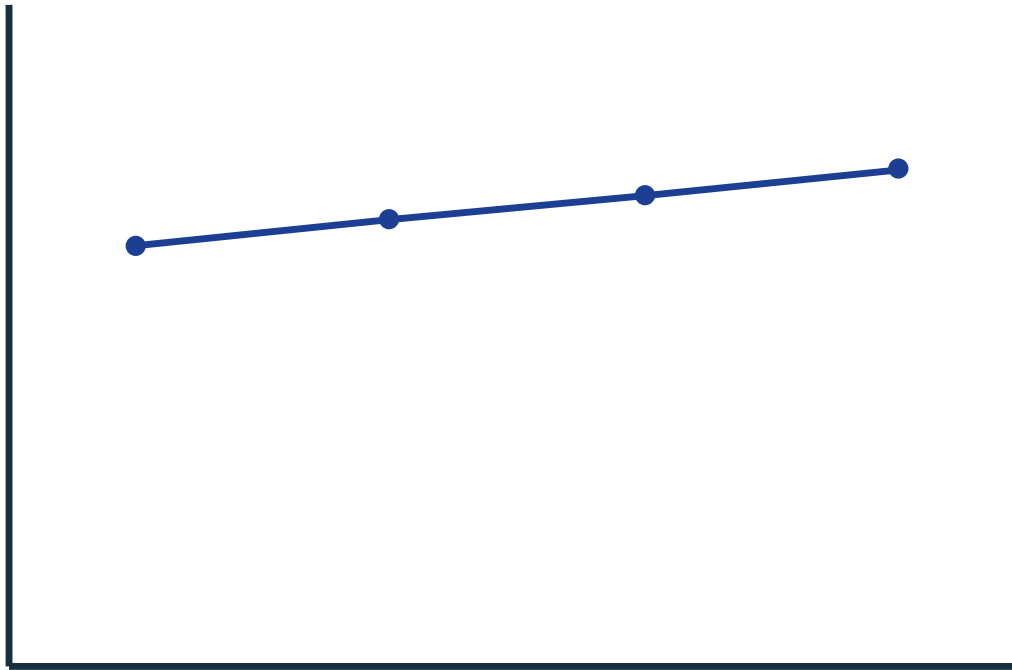
A Better Way to Build

Design-build isn't
“alternative” anymore.

A Better Way to Build



Impressive Growth



18%

increase in design-build
spending 2018–2021

Impressive Growth

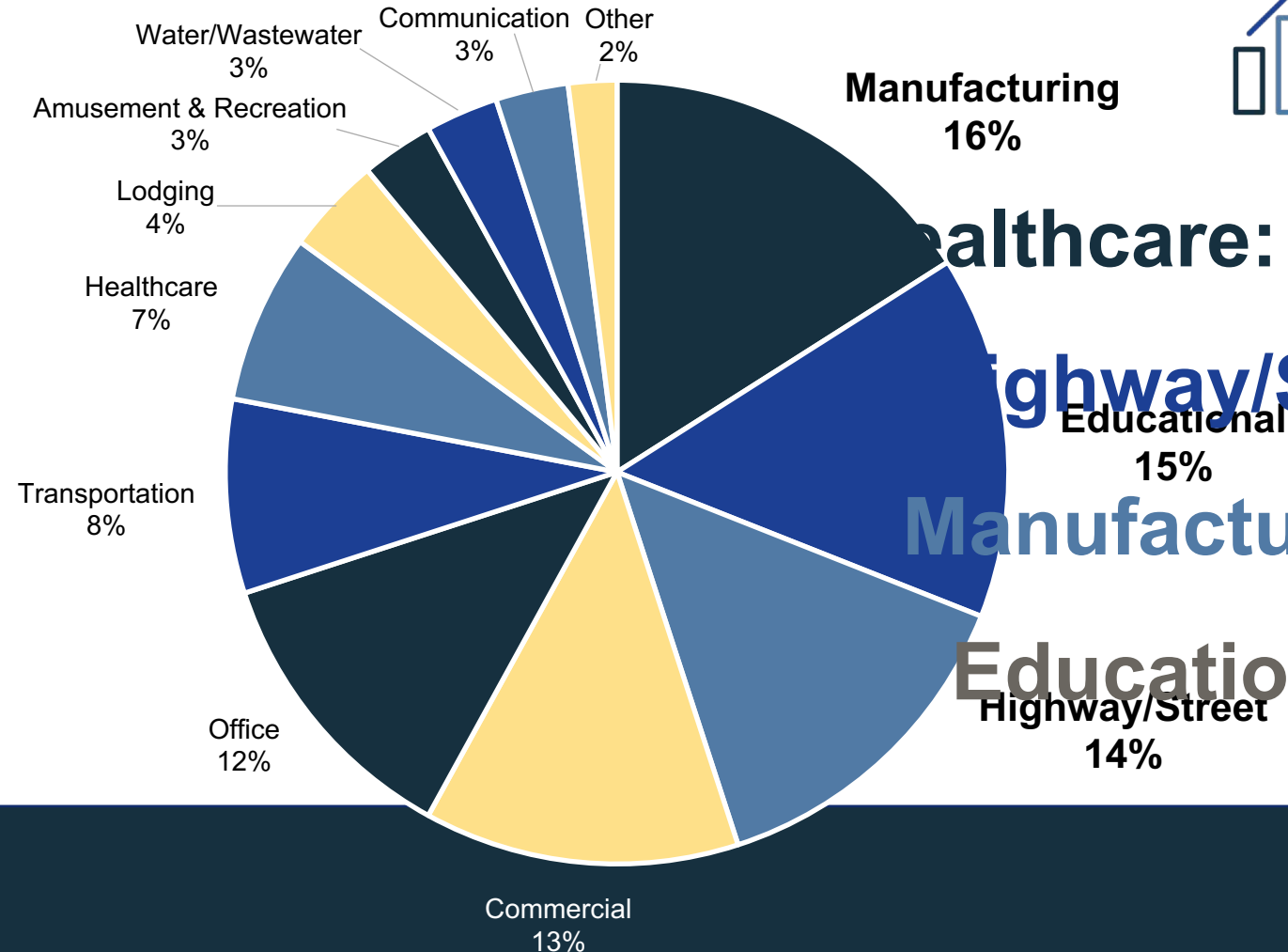
Anticipated total spending 2018–2021:

\$1,200,000,000,000

(\$1.2 trillion)

Growth in Every Sector

SPENDING DISTRIBUTION 2018–2021



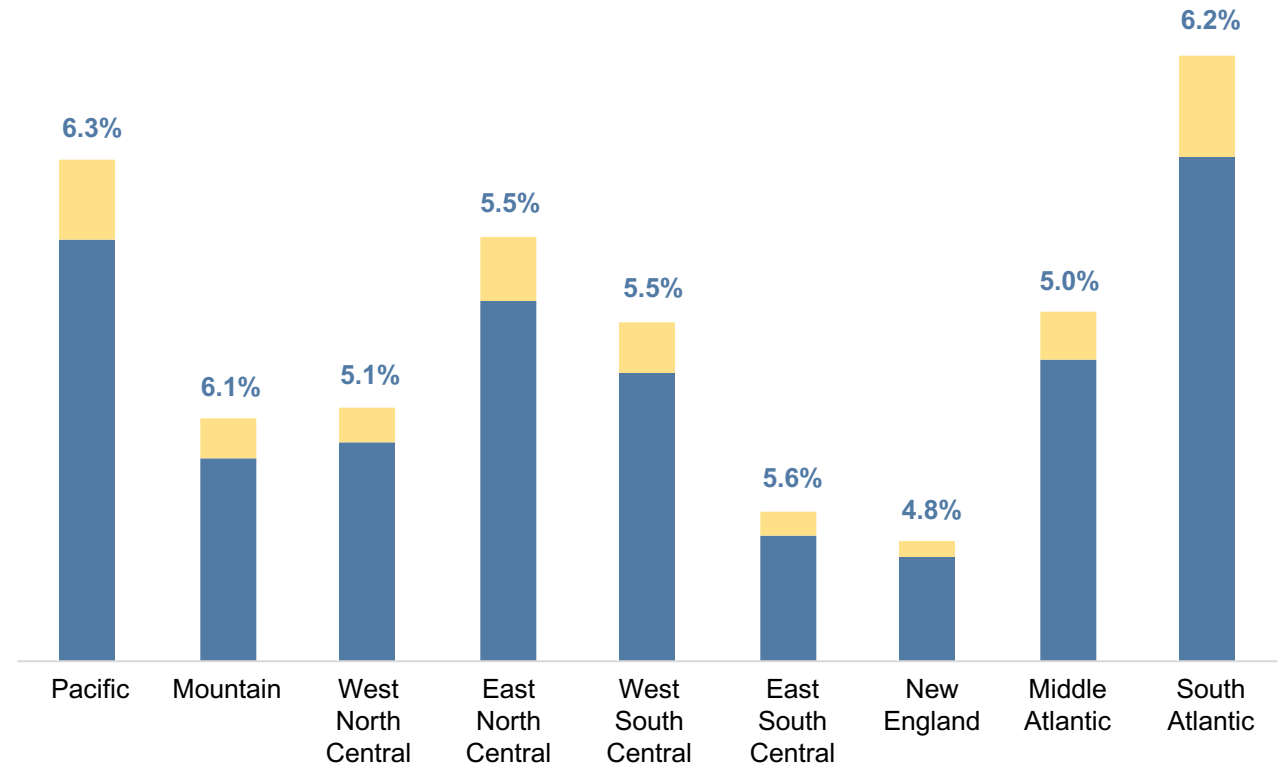
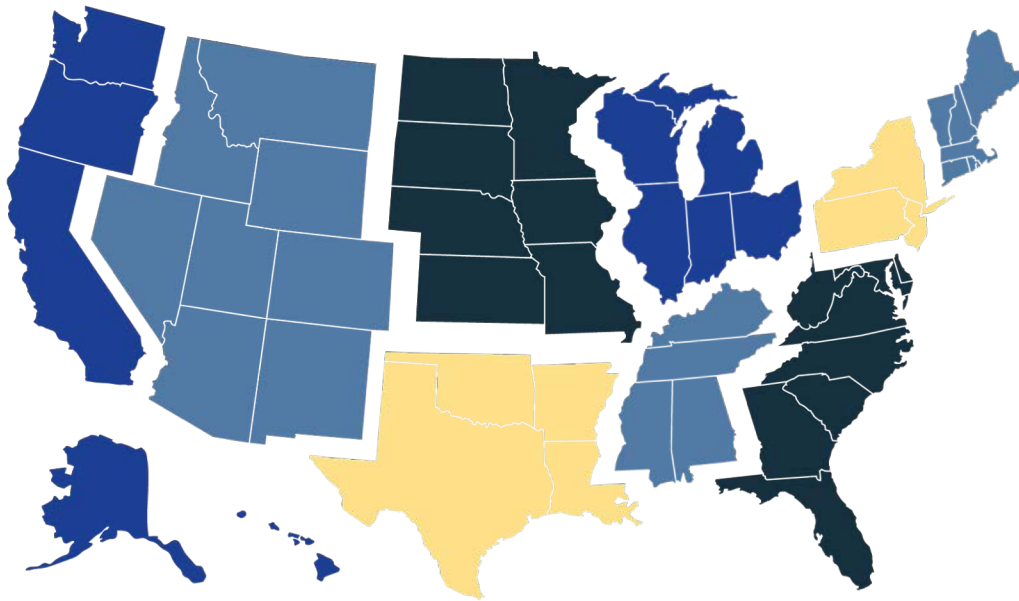
Healthcare: 7.1% growth

Highway/Street: 7%

Manufacturing: 6.6%

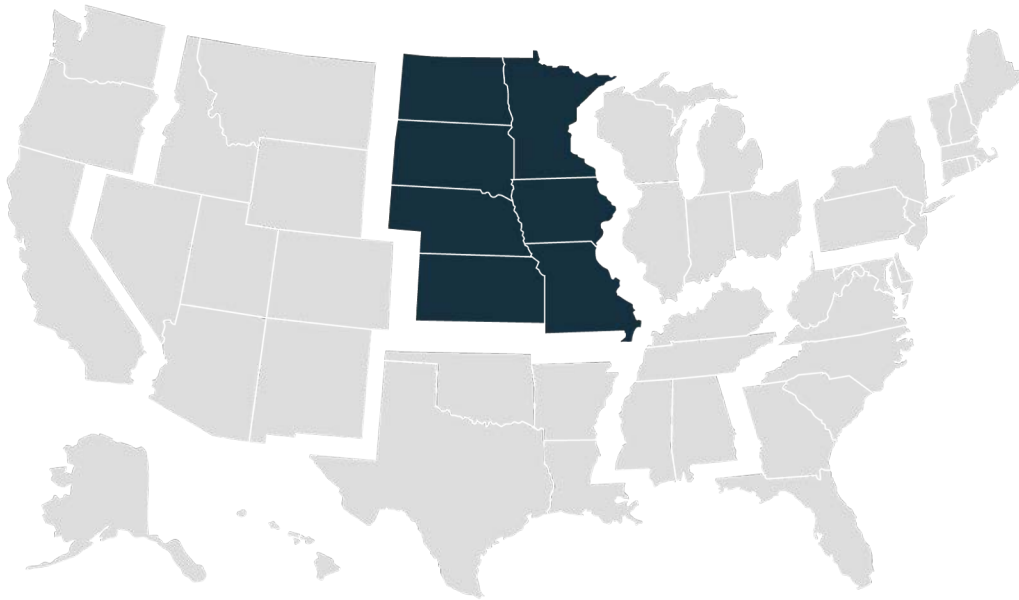
Educational: 5.8%

Growth in Every Region



West North Central Region Census Data

IA, KS, MN, MO, ND, NE, SD

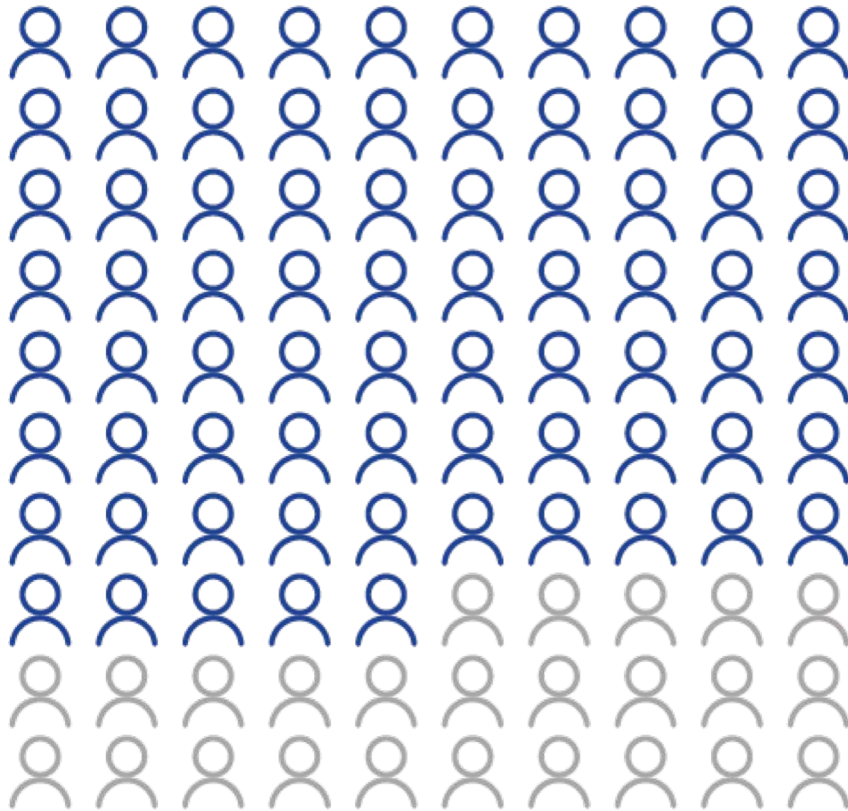


2018: \$**23.7** billion

2021: \$**27.5** billion

Annual Growth: **5.1**%

Highest Satisfaction



76% very good
excellent

Top Benefits:



Opportunities
to innovate



Ability to
fast-track

Cost and Schedule Performance

CII/Pankow Research Fall 2018

Design-Build Success Drives Growth

102%

faster than
design-bid-build

61%

faster than construction
manager at risk (CMR)

3.8%

less cost growth than
design-bid-build

Cost Data

Performance Measure	DB vs. CMR	DB vs. DBB	CMR vs. DBB
---------------------	------------	------------	-------------

Schedule Data

Performance Measure	DB vs. CMR	DB vs. DBB	CMR vs. DBB
---------------------	------------	------------	-------------

Keys to Success

Most Successful:

- The Owner placed a high emphasis on creating a relational project culture
- Repeated use of the same designer and/or builder (GC, CM or design-builder)

Least Successful:

- Lack of experience with the project delivery system or project management in general
- Poor communication between the Owner and the builder
- Understaffing or turnover within the Owner, designer or builder's organization

Research Takeaways

Improve the likelihood of project success by:

1

Assembling the
project team
early

2

Developing a
relational
project culture

3

Communicating
expectations

4

Engaging in
succession
planning

ALL ARE KEY TENETS OF DESIGN-BUILD DONE RIGHT®

Design-Build Institute of America

Shaping the future, one inspired outcome at a time.



So Much More than an Association

Most industry groups represent the interests of one profession.

DBIA is different.

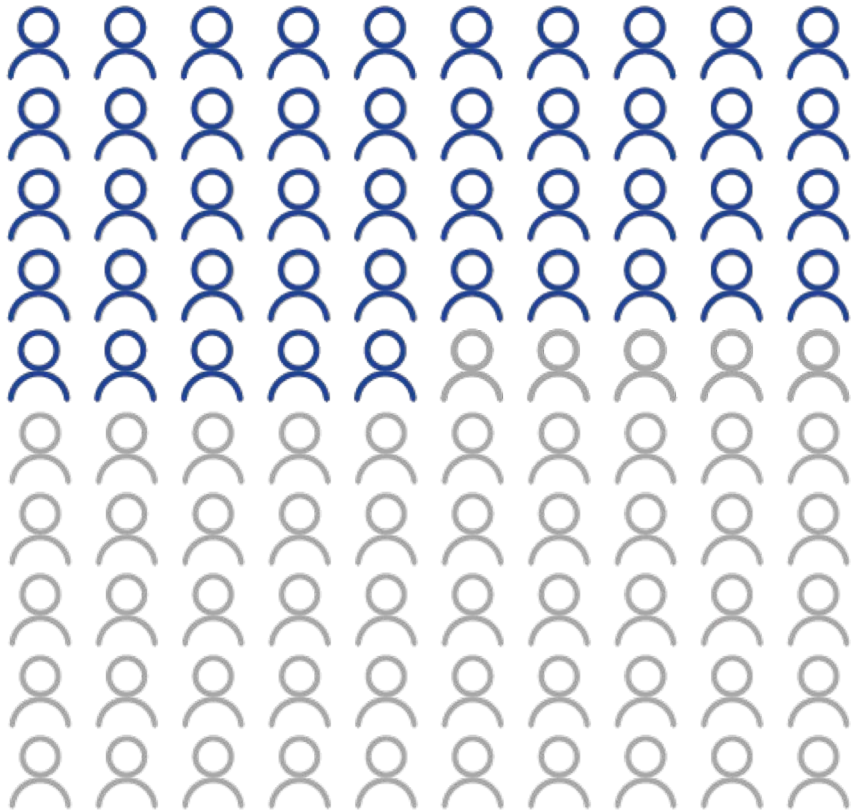
As the only authority on Design-Build Done Right[®], we practice what we preach – integration powers innovation.



So Much More than an Association

- Diverse membership profile
- Focused on success for all players – Owners and practitioners
- Driving successful project outcomes
- Beyond cost and schedule: triple bottom line impact
 - Financial
 - Social
 - Environmental

Expanded Education



2000 trained

in Design-Build Done Right®
education courses in 2018

54% Owners

Expanded Education

In-House Training

increased **74%**



Expanding DBIA Resources:

- Contract Documents
- Project Database
- Primers
- Deeper Dives
- Position Papers
- . . . and More

New in 2019

The nation's only
Progressive Design-Build Done Right™
education courses



Progressive Design-Build (PDB) Defined

PDB uses a qualifications-based or best value selection, followed by a process whereby the Owner then “progresses” towards a design and contract price with the team (thus, the term “progressive”).

Tradeoffs: Best Value vs. PDB

Best Value

Provides Owner **firm fixed price** (lump sum) or GMP at time of contract award.

Progressive

Final cost is not finalized until GMP is set, allowing Owner and design-builder to **co-create and agree upon the final scope, cost and schedule.**

New in 2019

New Primer:

Selecting and Using an Owner Advisor in Design-Build

SELECTING AND USING AN OWNER ADVISOR IN DESIGN-BUILD

A Design-Build Done Right™ Primer



Owner Advisor Defined

A design and/or construction individual or firm(s) that is employed or engaged by an Owner to assist in **various services** (for collaborative delivery projects).

Evolution of the Owner Advisor

Design-Bid-Build

- Owner's desire to "feel" more represented within the established norms
- Role filled by CM, PM or designers
- Advisor often placed in an "adversarial" role. Collaboration difficult based on inherent characteristics of DBB

Design-Build

- Owners (new to design-build or experienced) often "need" more representation
- Requires a broader skillset
- Advisor must and can serve in a "facilitative" and "collaborative" role

New in 2019

Expanded Owner Resources

New Position

Director of Owner Support and Resources

The Hub

Owner Only Collaboration Platform

Growing Certification

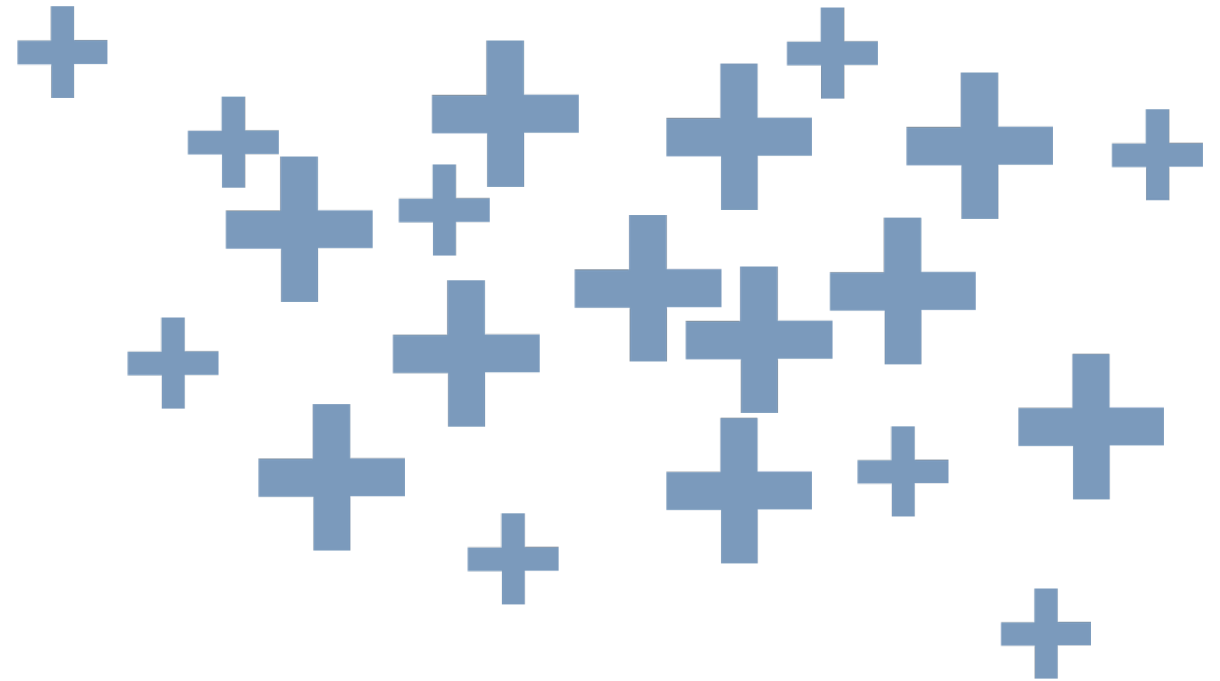
4000+

Design-Build Certified Professionals

35% increase

in Certification Workshop attendance

With record-breaking numbers of
newly certified pros each year!



The Only Design-Build Focused Conferences



Design-Build
Conference
& Expo **2019**
LAS VEGAS

Design-Build Conferences

Conference growth is on
a steady trajectory **up**



Transportation & Aviation Conference:

142% Owner growth

Water/Wastewater Conference:

70% Owner growth

2019–2021 DBIA Strategic Goals

Stimulate

Educate

Evolve

SEE the DBIA difference

2019–2021 DBIA Strategic Goals

Stimulate

- Extol the critical role of the entire team
- Drive consistent messaging
- Expand markets served

2019–2021 DBIA Strategic Goals

Educate

- Emphasize the impact of Design-Build Done Right®
- Distinguish design-build approaches
- Deepen professional development

2019–2021 DBIA Strategic Goals

Evolve

- Reinforce the brand
- Transform membership value
- Grow Owner engagement

Reinforcing Our Brand

1

Deep member and prospect insights that clearly identify the value drivers and messages that motivate both groups to action

2

A differentiated brand positioning, along with brand pillars which will serve as filters for decision-making in the future

3

A brand story and set of consistent core messages that support the newly defined brand positioning and speak to target audiences



Design-Build Institute of America

dbia.org

dbia@dbia.org

(202) 682-0110