Today’s Topics

• Design-Build Market Share Research

• Design-Build Cost and Schedule Performance Research

• What Makes DBIA Different?

• Available Resources
A Better Way to Build

Design-build isn’t “alternative” anymore.
A Better Way to Build

Design-Build: 44%
CMR/CMGC: 35%
DBB: 19%

Source: FMI
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

- Manufacturing: 16%
- Commercial: 13%
- Educational: 15%
- Highway/Street: 14%
- Healthcare: 7.1%
- Transportation: 8%
- Office: 12%
- Amusement & Recreation: 3%
- Lodging: 4%
- Water/Wastewater: 3%
- Communication: 3%
- Other: 2%

Healthcare: 7.1% growth
Highway/Street: 7%
Manufacturing: 6.6%
Educational: 5.8%
Growth in Every Region

- Pacific: 6.3%
- Mountain: 6.1%
- West North Central: 5.1%
- East North Central: 5.5%
- West South Central: 5.5%
- East South Central: 5.6%
- New England: 4.8%
- Middle Atlantic: 5.0%
- South Atlantic: 6.2%
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
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

Source: CII/Pankow
## Cost Data

<table>
<thead>
<tr>
<th>Performance Measure</th>
<th>DB vs. CMR</th>
<th>DB vs. DBB</th>
<th>CMR vs. DBB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit Cost</td>
<td>1.9% less</td>
<td>0.3% less</td>
<td>1.6% more</td>
</tr>
<tr>
<td>Cost Growth</td>
<td>2.4% less</td>
<td>3.8% less</td>
<td>1.4% less</td>
</tr>
</tbody>
</table>
## Schedule Data

<table>
<thead>
<tr>
<th>Performance Measure</th>
<th>DB vs. CMR</th>
<th>DB vs. DBB</th>
<th>CMR vs. DBB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Schedule Growth</td>
<td>3.9% less</td>
<td>1.7% less</td>
<td>2.2% more</td>
</tr>
<tr>
<td>Construction Speed</td>
<td>13% faster</td>
<td>36% faster</td>
<td>20% faster</td>
</tr>
<tr>
<td>Delivery Speed</td>
<td>61% faster</td>
<td>102% faster</td>
<td>25% faster</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Best Value</th>
<th>Progressive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Provides Owner <strong>firm fixed price</strong> (lump sum) or GMP at time of contract award.</td>
<td>Final cost is not finalized until GMP is set, allowing Owner and design-builder to <strong>co-create and agree upon the final scope, cost and schedule.</strong></td>
</tr>
</tbody>
</table>
New in 2019

New Primer:

Selecting and Using an Owner Advisor in Design-Build
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 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
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