



**FORRESTER**  
CONSTRUCTION COMPANY

CMBD/MBDD Meet the Primes

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# Today's Objectives

About  
Forrester

Our  
Commitment to  
Small Business

PreConstruction  
Estimating  
Purchasing

Q & A  
Networking





# Forrester Overview

## Who Are we?

# Forrester Overview

- Forrester Construction Company established in 1988, main office is located in Rockville, MD. Forrester is ranked as one of the top 5 largest locally owned general contractors by the *Washington Business Journal* and a nationally ranked top 250 general contractor by *Engineering News Record (ENR)*.



# Forrester Overview

- Forrester Construction has always placed professional and service above all else. Forrester's Mission is to deliver high-value-added construction services and solutions that earn client and industry accolades. This is reflected through an excellent record of repeat clients, prestigious industry awards, and continual financial growth.



# Forrester Overview

- Forrester Service Offering includes: General Contracting, PreConstruction, Construction Management, Design Build, Sustainable Construction, and BIM services in our target markets.



# Forrester's Projects

## Target Markets:

- Commercial Base Building
- Education
- Government
- Hospitality
- Interiors
- Special Projects



# Commercial Base Building



815 Connecticut Ave



Minnesota-Benning Office Building



ATA Capitol Hill Headquarters

# Education



Walker Jones High School



Gallaudet University



Loudoun Country Day School Campus

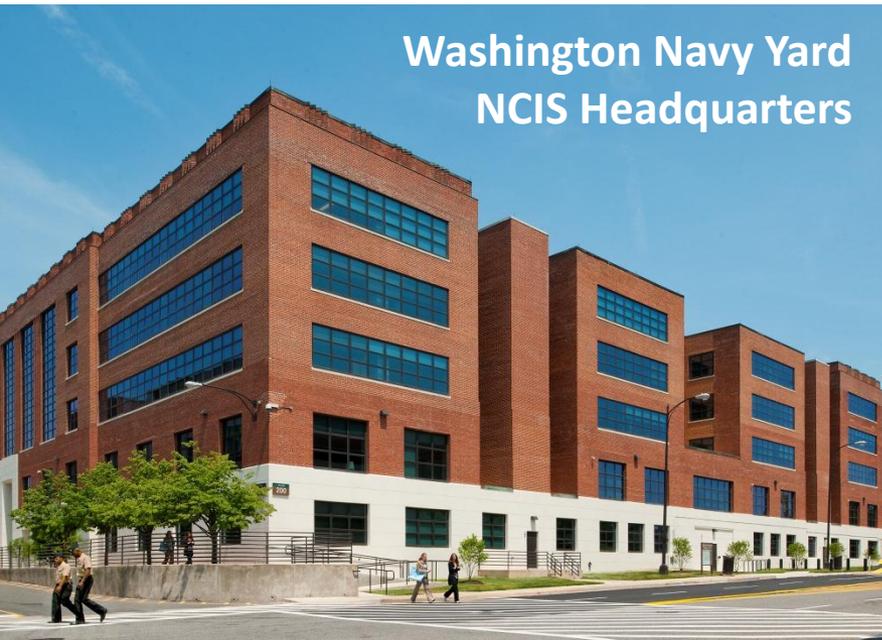
# Government



Ford's Theatre



US Naval Academy King Hall

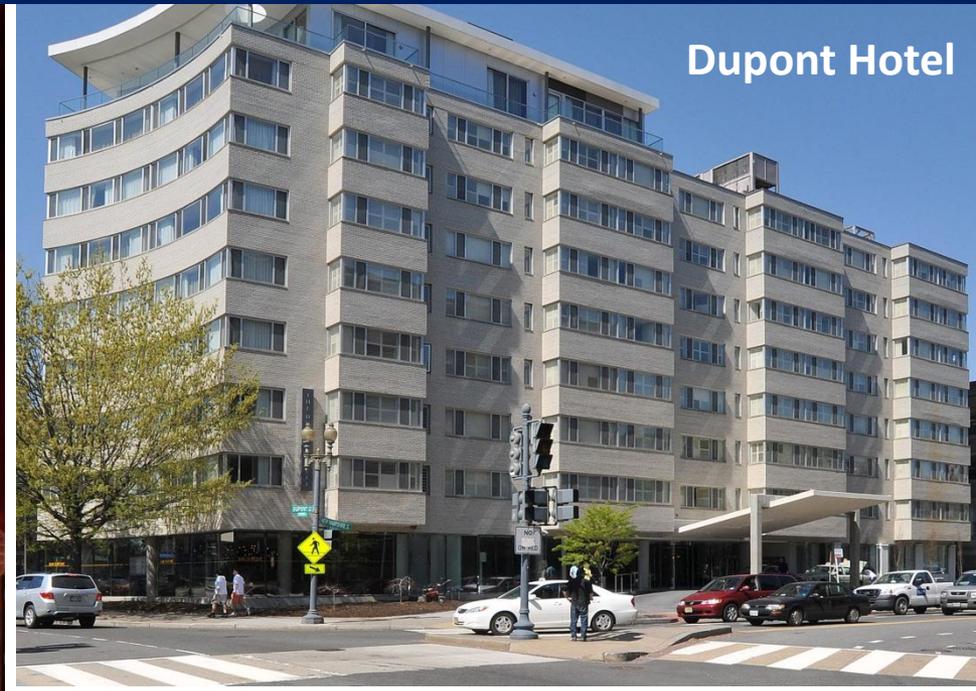


Washington Navy Yard  
NCIS Headquarters

# Hospitality



Buddha Bar



Dupont Hotel



Vida

# Interiors



Gunlocke Showroom



ATA Headquarters



Watson Wyatt Headquarters

# Special Projects



Takoma Park Library



NIH Research Facility



DC Courthouse

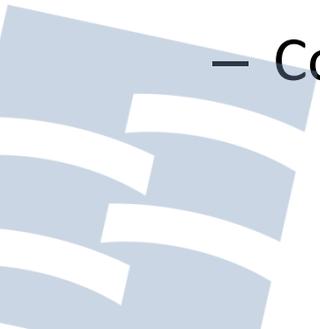
# Forrester Commitment to Small Business

- Forrester has developed a great reputation as an industry leader in its efforts to reach out to the small and minority business construction community. This has resulted in continual success with exceeding economic inclusion goals.



# Forrester Commitment to Small Business

- We continue to demonstrate a steadfast commitment through a variety of outreach programs and initiatives including:
  - Meet & Greet Program
  - Participation in Small and Disadvantaged Business Procurement Fairs, Panel Discussion, Forum, Trade Fairs
  - Development and sponsorship of Forester's Professional and Education Development Series Training Program
  - Mentoring Program
  - Teaming and Joint Venture Arrangements
  - Compliance Training





Forrester

Preconstruction, Estimating,  
and Purchasing

# Preconstruction

- A **collaboration** of budget, constructability, and schedule information during the design phase to enable the Owner, Designers, and Project Team to make informed decisions and maximize construction-phase success.



# Preconstruction: Primary Objective

- **Service repeat clients and Win Work on a negotiated basis.**

## How?

- Phasing alternatives and schedule compression
- Cost Savings solutions and Alternative design
- Cost estimating at Conceptual, Schematic, and Design Development document stages

- Constructability reviews
- 

# Estimating

- The *scope review, processing, and assembly* of Subcontractor quotations during the Bid Phase to provide Owners with the highest quality proposals possible.



# Estimating: Primary Objectives

- **Craft a detailed response tailored to RFP requirements and Win Work on a competitive basis.**

## **How?**

- Comprehensive proposals
- Cost Savings Solutions
- Innovative Constructability approaches



# Estimating and Preconstruction

- **What can Subcontractors do?**
  - Consistently Respond to Bid Invitations
  - Submit Proposals that meet the Scope as Outlined
  - Offer Trade Specific Input
  - Post your Best Number on Bid Day
  - Post Bids on Time (or Early!)



# Purchasing

- The award of Subcontracts to capable professionals to perform the work on a Project. This includes parts and pieces, skilled labor, and expertise .



# Purchasing: Primary Objectives

- **Review project requirements, evaluate Subcontractors, and Award Work.**

## **How?**

- Analyze Subcontractor Capability
  - Review Subcontractor Availability
  - Confirm Terms and Scope
  - Evaluate Price to Include Factors Above
- 

# Purchasing: How do we Award Subcontracts?

## **Analyze subcontractor capability**

- Prequalification Form
- Past performance (Within and Outside FCC)
- Financial stability and Bondability
- Safety Record



# Purchasing: How do we Award Subcontracts?

## **Review subcontractor availability**

- Does Sub have sufficient manpower?
- Can Sub meet lead times for materials?



# Purchasing: How do we Award Subcontracts?

## **Confirm Terms and Scope**

- Confirm Sub has agreed to our terms
  - Forrester uses a boilerplate  
Master Subcontract Agreement(MSA)
- Review FCC Scope of Work with Sub



# Purchasing: How do we Award Subcontracts?

## **Evaluate Price (to Include Factors Above)**

- Compare final pricing from the subs who passed the first 3 tests.
- Based on all information gathered:  
**Select the optimal Subcontractor for that work.**



# Follow Up

Forrester is a General Contractor – We do not self perform **ANY** work!

Forrester is only as good as **our Subcontractors.**



# Follow up

Find Forrester on the Web at:

[www.forresterconstruction.com](http://www.forresterconstruction.com)

- Pre-qualification Form
- Upcoming Bid Opportunities

**Or, Contact:**

**Michelle Evans** [mevans@forresterconstruction.com](mailto:mevans@forresterconstruction.com)

**Shannon Buck** [sbuck@forresterconstruction.com](mailto:sbuck@forresterconstruction.com)



**FORRESTER**  
CONSTRUCTION COMPANY

## Q & A Networking

Through Teamwork  
We Do the Right Thing  
To Make it Happen!!