



CONTRACTOR IDENTIFIED TO BUILD A BUILDING FOR BUILDERS

During the summer of 2019, the MBI Board of Directors laid out its strategic plan for the coming 3 years. As part of this plan, one of the strategic objectives specifically put in motion an effort to first explore; then study; and eventually finalize a process for a new association headquarters.

Built over 50 years ago, our current building has served the industry very well. However, like the downtown neighborhood in which we are located, the industry has changed substantially. The Board agreed that MBI must be better equipped to provide services to all MBI members, no matter where they are located. It is easy to have programs in Des Moines, but are we really serving the whole membership in the best possible manner? Taking a serious look at how our current building fits into this service equation is an important step in creating an association that will continue to be a high-performing organization that benefits all members equally.

Outlined in the strategic plan, the MBI Board put into action a specific process. First, a feasibility study was necessary. To assist in this effort, MBI utilized the services of SHYFT Collective to gather information through Board and staff interviews and surveys, while facilitating multiple member-led focus groups throughout the state. This process proved to be very valuable, as it was determined that the existing building was not suitable for growth and the vision shared by the Board and staff. With this initial finding, the next step was to formulate an idea of what MBI needed for its next building. This included conceptual plans that included training and classroom accommodations; meeting and collaborative spaces; commons and staff work areas; as well as assessments for parking, location, and convenience. Ultimately, a scoring matrix was created to assist in the property search.

Prior to the start of the initial property search, a real estate strategy was developed and approved by the Board of Directors. This strategy laid out specific roles of the Executive Committee and how staff would maintain separation from the decision-making process tied specifically to the selection of a contractor. Likewise, the Board approved the roster and roles of a designated Building Committee. It was clear that the Executive Committee would be charged with all business decisions, whereas the Building Committee would have authority over directives related to the construction process; contractor selection; and the design of the project. With this structure in place, the Board was able to move forward with a roadmap on how to proceed at every step in the process.

With the real estate strategy and process outlined, the Executive Committee began in earnest the property search. Through our broker team, properties that were identified ranged from undeveloped land to fully completed / move-in ready buildings. Through the extensive property search process and after weighing all of the options and criteria laid out in our scoring matrix, a property was eventually identified and the decision was made to make an offer on a building, knowing that it would need to be fully renovated. We are pleased to inform you that the new building was chosen at 4100 Westown Parkway in West Des Moines.

With a property identified and secured, the next step in the real estate strategy was to identify a contractor. The delivery model of CM at-Risk was determined as our best fit for the project and an RFP was developed.

The RFP was sent to every MBI general contractor member to allow each company the option to consider a response to the proposal. Once the response period expired, there were seven MBI-member companies who completed a response to the RFP.

The RFP covered many aspects of the project's scope and schedule, while also prioritizing the importance that proposing companies utilize trade partners who are MBI members. The final scoring criteria that was taken into consideration included 1.) Costs; 2.) Safety; 3.) Pre-construction Phase Plan; 4.) Construction Phase Plan; and 5.) Other Criteria.

With submissions and all materials received the Building Committee undertook a blind scoring process in which no firm names were disclosed and all pertinent company-specific references redacted. After comprehensive review, the Building Committee selected the proposal which scored highest and provided the greatest value. In this instance, the member-firm that scored the highest was identified as The Weitz Company. Subsequently, the Committee unanimously agreed to award the contract to The Weitz Company based on the criteria, scoring and information provided through the RFP process.

With a CM@R on board, the next steps will be to identify an architect who is also an MBI member.

As the Association moves forward through the design and eventual building process, we will make sure you stay updated via this weekly e-newsletter (MBI Weekly News) that shows up in your mailbox every Monday morning.

Thank you for your time and commitment to MBI.