

SDSU

San Diego State
University



How SDSU Buys Buildings (& WHY)

Amanda Scheidlinger, AIA, DBIA, LEED AP BD+C
Director of Construction

Principles of Being a **GOOD** Owner:

- 1) Best Value is the **RIGHT** Procurement
- 2) Have the **RIGHT** People in the Room
- 3) Issue the **RIGHT** contract

WHY Choosing **Delivery Method** is so Important:

- 1) Right contract / Right building
- 2) Manage most **RISK**

What we **DON'T** do at SDSU:

- 1) “Trick” bidders
- 2) “Play the Market”
- 3) Get a “better deal”

What we **ACTUALLY DO** at SDSU:

- 1) Get best value through best procurement
- 2) Get best team to build best building
- 3) Believe in overall team culture

What I'm **NOT** talking about today:

- Funding Types & Strategies
- Who goes where/why
- Entitlements, etc.
- Why we build what / why / when

CSU Delivery Methods

- ~~Design-bid-build~~
- CM at Risk
- Traditional Design-build
- Collaborative Design-build
- IPD (new)

Collaborative Design Build

Life Sciences

- **HP / SmithGroup**
- \$150,000,000
- Selection based upon Qualifications and Fees/GCs
- Post-award, we figure out project scope



“Simplified” Collaborative Design Build

Brawley STEM

- **Sundt** first
- Then **AC Martin**
- \$80,000,000
- Selection based upon Qualifications and Fees/GCs
- Post-award to GC, we select Architect / Consultants



Collaborative Design Build with Fixed Price Portion Mission Valley Site Development

- **Clark Construction**
- \$350,000,000
- Selection based upon Qualifications and Fees/GCs plus Fixed Price Component
- 25% is Fixed Fee
- Winning Bid was \$20,000,000 low
- Realized savings



Collaborative Design Build with Fixed Price Portion

Electrical Infrastructure Upgrade – Substation A

- **Swinerton Builders**
- \$30,000,000
- Selection based upon Qualifications and Fees/GCs plus Fixed Price Component
- 50% is Fixed Fee
- Get an Electrical Sub on board from beginning



Traditional Design Build Calexico Housing

- **Neilsen / Sillman**
- \$17,000,000
- Selection based upon
Qualifications and Price



Traditional Design Build ARC RE-Expansion

- **In Pursuit**
- \$28,000,000
- Selection based upon
Qualifications and Price



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Case Study:

Evolve Student Housing

3,200 Beds

\$900,000,000 + Escalation

Collaborative Design Build

RFQ/RFP PROCESS

Two Phase Selection Process

- RFQ Phase
 - Qualified Contractors Submit Statement of Qualifications (SOQs) – A3 Format (3 Page Max)
 - SDSU Committee Reviews SOQs to Select a Short-List of Contractors (minimum 3)
 - Application for Prequalification are required to be submitted 2 weeks before SOQ is due
 - Statement of Qualifications are due Thursday, June 5, 2024, at 2:00pm via Planet Bids.
- RFP Phase
 - Short-Listed Contractors Receive the RFP & Feasibility Study
 - (2) Validation Meetings with each Short-Listed Contractor Prior to Interview
 - RFP Technical Proposals and Sealed Fees Submitted
 - Qualification and Cost/Fee Based Selection

Housing Analysis – Bed Type and Count



First Year Bedrooms:

700 Beds Required

**Flex Suite Bedrooms:
(Freshman or Sophomore)**

640 Beds Required

**Apartments:
(Sophomore & Above)**

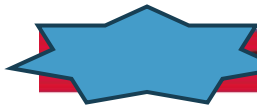
1,860 Beds Required

RFQ Phase

June 2024

- 3,200 Beds at **Lowest Cost** (\$140K / Max)
- **Quickest Delivery** of Beds
- SOQs in A3 Format
- No Feasibility Study given

SOQ / A3 FORMAT



San Diego State University Evolve Student Housing SOQ

6. GC and AE Design-Build Experience

The Sundt | SCB team has a proven track record of delivering collaborative design-build student housing projects throughout the CSU system. Below are four of our joint student-housing projects.

Sundt | SCB has 4 student housing projects together totaling 2,718 beds in the last 10-years

"Sundt Construction has been an amazing partner through this whole process. SCB Architects is providing leadership and creativity for how we get this done the best way possible. It's through our collaborative work that we have been able to move this project from concept to construction in under 12 months. That is a big deal!"

—Michael Fisher, AWP Facilities Management, Cal Poly Humboldt Craftsman Student Housing



Craftsman Student Housing Cal Poly Humboldt

Collaborative DB / 304,000-sf
964 beds / \$192M / 2025
Type I construction
Reference: Michael Fisher, AWP Facilities Management, 707.826.4464, michael.fisher@humboldt.edu



Student Health, Dining and Housing, Cal Poly Humboldt

Collaborative DB / 115,000-sf
304 beds / \$115M / 2027
Type V-A and III-B construction
Reference: Same as first project at left



Santa Rosa Village CSU Channel Islands

Collaborative DB / 128,000-sf / 600 beds / \$61M / 2016
Type V-A construction
Reference: Dan Gerard, Manager of Inspection Services, 805.437.3354, dan.gerrard@csuci.edu



Campus Village Phase 2 San José State University

Collaborative DB / 186,000-sf
850 beds / \$102M / 2016
Type I-A construction
Reference: Jim Sowerbrower, Director of Facilities Development and Operations (retired), 650.288.2840, jimsow44@gmail.com

Team matrix

Projects highlighted in gray show our joint design-build student housing.

	San Diego State South Campus Plaza	San Diego State Imperial Valley STEM Building	Cal Poly Humboldt Craftsman Student Housing	Cal Poly Humboldt Health, Dining and Housing	San José State University Campus Village II	CSU Channel Islands Santa Rosa Village	CSU Fullerton Phase 4 and 5 Student Housing	University of Colorado Boulder Residence One	Cal Poly Pomona Sicomoro and Secoya Student Housing	Pomona College Language Immersion Residence Hall	UC Riverside Double Clagow North Student Phase 1 (area 2)
	\$125M	\$67M	\$192M	\$130M	\$99M	\$62M	\$226M	\$78M	\$165M	\$105M	\$500M
Ryan Nessen SVP, CA District Manager	■	■	■	■	■	■	■	■	■	■	■
Mike Casey Project Executive	■	■	■	■	■	■	■	■	■	■	■
Jamie Frye CA VP, Preconstruction Manager	■	■	■	■	■	■	■	■	■	■	■
Tim Stevens Arch. Principal in Charge	■	■	■	■	■	■	■	■	■	■	■
Chris Sullivan Design Integration Manager	■	■	■	■	■	■	■	■	■	■	■
Matt Pietras Arch. Project Manager	■	■	■	■	■	■	■	■	■	■	■
Mary Homan Precon. Project Manager	■	■	■	■	■	■	■	■	■	■	■
Joseph King Project Designer	■	■	■	■	■	■	■	■	■	■	■
Lamia Porter Senior Estimator	■	■	■	■	■	■	■	■	■	■	■
Shawn Marty Senior Project Manager	■	■	■	■	■	■	■	■	■	■	■
Nicholas Aguilar Project Manager	■	■	■	■	■	■	■	■	■	■	■
Nate Larsen General Superintendent	■	■	■	■	■	■	■	■	■	■	■
Shane Henry Senior Project Superintendent	■	■	■	■	■	■	■	■	■	■	■
Juan Manuel Garrido Construction Administrator	■	■	■	■	■	■	■	■	■	■	■
Vitas Viskanta Peer Review / Permitting Specialist	■	■	■	■	■	■	■	■	■	■	■
Gail Wozniak Interior Designer	■	■	■	■	■	■	■	■	■	■	■

2. Organization Information

Core leadership team

- SVP, CA DISTRICT MANAGER
Ryan Nessen
- VP, PRECONSTRUCTION MGR.
Jamie Frye
- DESIGN INTEGRATION MGR.
Chris Sullivan
- PRECON. PROJECT MANAGER
Mary Homan

- PROJECT EXECUTIVE
Mike Casey
- ARCH. PRINCIPAL IN CHARGE
Tim Stevens
- ARCH. PROJECT MANAGER
Matt Pietras
- SENIOR DESIGNER
Joseph King

Contacts

General Contractor
Sundt Construction, Inc.
Corporation
2620 S 55th Street
Tempe, AZ, 85282
480.293.3000 / www.sundt.com
mjcasey@sundt.com

Office managing the project
1660 Hotel Circle North, Suite 400
San Diego, CA 92108

Architect
SCB
Corporation
255 California Street, 3rd Floor
San Francisco, CA 94111
415.216.2450 / www.scb.com
tim.stevens@scb.com

Primary contact for the SOQ
Mike Casey, Project Executive
mjcasey@sundt.com

9. Experience Utilizing DVBE

PROJECT	YEAR	GOAL	RESULTS
CSU Channel Islands Santa Rosa Village	2015	6% DVBE	6% DVBE
CSU Sacramento Ernest E. Tschannen Science Complex	2019	6% DVBE	8.8% DVBE
Cal Poly Pomona Sicomoro and Secoya Student Housing	2019	8% DVBE	10% DVBE
San José State University Spartan Recreation Center	2015	6% DVBE	7.4% DVBE
Cal State Fullerton Phase 4 (The Suites) Student Housing	2023	3% DVBE	9.7% DVBE
San Diego State University Imperial Valley STEM Center	2025	6% DVBE	7.8% DVBE (projected)

As San Diego State University's design-builder, Sundt will be responsible for delivering a successful inclusionary program, with emphasis on exceeding the University's DVBE participation goal. As shown to the left, we have proven success engaging DVBE subcontractors on CSU projects.



RFP Phase

Innovation and Delivery Strategies:

- We believe **alternative strategies in phasing and sequencing of work**, can provide cost savings with general conditions and escalation.
- Proposal shall include **ideas, metrics, and criteria** for how this project can achieve innovation and delivery strategies to **produce beds faster and cheaper** than the industry standard.
- The University is looking for ideas on how a project this size could potentially set an industry standard using **non-traditional and innovative techniques**. Ideas may include different construction & delivery methodologies (modular and prefabrication), enhanced site logistical staging, etc.

RFP Phase

Incentive Plan:

- \$15,000,000
- Tell us when beds will be delivered
- Tell us how much per bed maximum

Stipend:

- ~\$400,000 per team

RFP Phase

July 2024

- Shortlisted 4 Teams
- ALL DIFFERENT Construction Types:
 - #1: Wood Stud
 - #2: Prefab Light Gauge
 - #3: Light Gauge
 - #4: Concrete

Bids:

- Highest average per bed = **\$158K per bed; 3,200 total beds; complete 7/31/2032**
- Lowest average per bed = **\$118k per bed; 3640 total beds; complete 12/23/2030**

1

	Project 1 Site Infrastructure	Project 1 Amenities Building	Project 1 UT East	Project 1 Flex Building	Project 2 Apartment 1A	Project 3 Apartments A2	Project 4 Apartments A3+A4	Total Average Cost/Bed
Const Type	NA	Wood Framed	Wood Framed over Podium	Wood Framed	Wood Framed	Wood Framed	Wood Framed	
Turnover Date		NA	7/31/2027	6/30/2027	3/15/2029	10/30/2030	7/31/2032	
Levels	NA	TBD		5	5	5	4	
Beds	NA	NA	700	640	502	518	840	3200
Direct Cost/Bed	\$ 4,000,000	\$ 13,800,000	\$ 128,480	\$ 128,480	\$ 128,904	\$ 128,904	\$ 129,794	\$ 128,912
Escalated Cost/Bed			\$ 128,480	\$ 128,480	\$ 158,181	\$ 176,796	\$ 197,103	\$ 157,808

Wood Stud:
=\$129k / bed **2032 Completion**
 *(\$158k w/BRIP)

2

	Project 1 Site Infrastructure	Project 1 Amenities Building	Project 1 UT East	Project 1 Flex Building	Project 2 Apartment 1A	Project 3 Apartments A2	Project 4 Apartments A3+A4	Total Average Cost/Bed
Const Type	NA	Prefabricated LGMF	LGMF	Prefabricated LGMF	LGMF	LGMF	LGMF	
Turnover Date		7/31/2026	7/1/2027	7/31/2026	3/31/2028	11/30/2029	7/30/2031	
Levels	NA	TBD		6	6	6	6	
Beds	NA	NA	700	640	690	600	570	3200
Direct Cost/Bed	\$ 4,000,000	\$ 9,000,000	\$ 112,000	\$ 139,000	\$ 144,000	\$ 146,000	\$ 143,000	\$ 136,800
Escalated Cost/Bed			\$ 112,000	\$ 139,000	\$ 159,626	\$ 175,675	\$ 188,919	\$ 155,044

Metal Stud:
=\$136k / bed **2031 Completion**

3

	Project 1 Site Infrastructure	Project 1 Amenities Building	Project 1 UT East	Project 1 Flex Building	Project 2 Apartment 1A	Project 3 Apartments A2	Project 4 Apartments A3+A4	Total Average Cost/Bed
Const Type	NA	LGMF	LGMF	LGMF	LGMF	LGMF	LGMF	
Turnover Date		7/31/2026	7/29/2027	7/31/2026	2/7/2028	8/8/2029	2/7/2031	
Levels	NA	TBD		5	5	5	5	
Beds	NA	NA	705	640	676	616	576	3213
Direct Cost/Bed	\$ 4,000,000	\$ 9,000,000	\$ 119,461	\$ 132,079	\$ 145,445	\$ 149,199	\$ 147,556	\$ 138,748
Escalated Cost/Bed			\$ 119,461	\$ 132,079	\$ 152,821	\$ 169,923	\$ 181,345	\$ 151,126

Prefab Metal Stud:
=\$138k / bed **2031 Completion**

4

	Project 1 Site Infrastructure	Project 1 Amenities Building	Project 1 UT East	Project 1 Flex Building	Project 2 Apartment 1A	Project 3 Apartments A2	Project 4 Apartments A3+A4	Total Average Cost/Bed
Const Type	NA	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	Type 1-B Concrete	
Turnover Date		7/31/2026	3/9/2027	7/31/2026	1/24/2028	7/12/2029	12/23/2030	
Levels	NA	TBD		9	9	11	11	
Beds	NA	NA	714	646	760	760	760	3640
Direct Cost/Bed	\$ 4,800,000	\$ 9,000,000	\$ 114,305	\$ 125,239	\$ 115,467	\$ 116,295	\$ 118,123	\$ 117,886
Escalated Cost/Bed			\$ 114,305	\$ 125,239	\$ 122,802	\$ 133,470	\$ 146,227	\$ 128,409

Concrete:
=\$118k / bed **2030 Completion**

EVOLVE SAVINGS AT AWARD:

Savings	Total
Savings on Cost per Bed	\$94,000,000
Savings on Fees/GCs	\$31,000,000
Accelerated Flex Building	\$41,300,000
Schedule Savings	\$20,000,000
Total REAL Savings	\$186,300,000

- **Plus two future building sites**
- **Plus revenue on 440 Additional Beds**

EVOLVE SAVINGS POST-AWARD:

Savings	Total
Savings on Flex	\$15,000,000
Potential Savings at UTE	\$15,000,000
Bid Bond 80% of Project	\$40,000,000 (Future Escalation)
Future Savings on Apartments	?
Total	\$70,000,000+

Conclusion!

By spending **\$15M on INCENTIVE** and asking for **creative ways to deliver the buildings**, we saved over **\$200M** on total project cost

Pre-RFP Project Cost: **\$900,000,000 + Escalation**

Project Cost Currently: **\$775,000,000**

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NEXT STEPS?

SDSU Open House
Fall 2026

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