

**EXHIBIT \_\_**  
**SUBCONTRACTOR PROCUREMENT PROCESS**

**1.0 Subcontractors**

1.1 Subject to the terms and conditions of the Agreement, including paragraph 2.1.6 of the Agreement and article 5.2.1 of the General Conditions, all Subcontractors shall be recommended for award pursuant to the procedures set forth in this Exhibit.

1.2 Unless otherwise agreed upon, Subcontractors shall be selected for recommendation for award utilizing competitive sealed proposals, solicited by Construction Manager with a Request for Proposal (RFP).

1.3 In making recommendations to the Owner for the award of subcontracts through the RFP process, Construction Manager shall: (1) draft, for approval by the Owner, the applicable RFP which shall be published as an open invitation to offer a proposal; (2) conduct a collective pre-proposal meeting with potential Subcontractors; (3) receive proposals; (4) conduct a private opening, which may be attended by the Owner and its representative; (5) review proposals; (6) create a short-list of proposers for interviews (generally between three to five proposers); (7) conduct short-list interviews; (8) reconcile proposals; (9) eliminate from consideration any proposer that does not satisfy the Subcontractor Default Insurance (SDI) qualification process and/or is unable to provide Surety Bonds; and (10) make a recommendation to the Owner for award of the applicable subcontract with the transmission of a cover letter and score tabulation. Recommendations on the award of subcontracts will be based on the most advantageous proposals, taking into consideration price and the evaluation factors set forth in the RFP, which shall not be required to be the lowest proposer. Each proposer's score will be a result of the weighted criteria applied to their price and evaluation factors.

1.4 Through the RFP process, Construction Manager will prepare public advertisements for potential Subcontractors, which advertisements may list specific areas of expertise and other qualifications that Construction Manager considers important. Weighted criteria may be utilized and may include, but are not necessarily limited to, price, approach, technical competence, experience, capacity, personnel assignments, financial stability, community participation, reputation, references, safety record, and other criteria to be determined by Construction Manager.

**2.0 Self-Performed Work, General Conditions**

2.1 The Construction Manager will be permitted to self-perform traditional *General Conditions* work upon the Project, including but not limited to, periodic clean-up, installation and maintenance of railings and stairs, temporary protection and enclosure, hoisting and rigging, and traffic control.

2.2 The Owner and Construction Manager will finalize the list of such at the time of the GMP.

### **3.0 Self-Performed Work, Trade Contractor**

3.1 The Construction Manager, its associate Scull Construction, or related parties to either, as defined in 6.10 of the Agreement, have an interest in self-performing traditional *trade contractor* work upon the Project, including but not limited to:

- cast in place concrete,
- rough and finish carpentry,
- earthwork and utilities, and
- digital antennae service (DAS).

3.2 The Owner and Construction Manager will finalize the list of such at the time of the GMP.

3.3 The Owner's approval required by 2.1.6 of the Agreement to pursue, and if determined by the Owner to be the most advantageous proposal, to then perform the work, is hereby granted.

3.4 When the Construction Manager is pursuing trade contractor work, it shall do so with representatives that are distinct from the Construction Manager's Project staff, and those individuals shall behave and be treated as if a separate entity. All proposals from Construction Manager and competing trade contractors shall be submitted to the Owner. The Construction Manager may assist the Owner with reconciliation of the proposals. If awarded the work, Construction Manager's scope and contract amount will be adjusted by a lump sum change order.