

## **Dialogue on Market Conditions, Lessening Risk and Encouraging Competition**

### Background

- The North Atlantic Division Region (from Maine to Virginia) is experiencing growth in construction projects
- Material costs for projects such as steel, concrete and petroleum base products increased at a higher rate than the national rate
- Significant decrease in the number of bids on construction solicitations

### Goal

Create dialogue and a better understanding between the Army Corps of Engineers and its contractors on the challenges and difficulties in today's volatile market and explore methods to be more effective within this market

### Questions to generate dialogue for the one-hour session:

- How does the contractor reduce risk against rising material costs?
- What would increase responses to construction solicitations?
- What contract procurement vehicle is most desirable for small businesses?
- What should the Army Corps of Engineers do differently to enhance small business involvement in their solicitations?
- Does the Army Corps of Engineers save time and cost by issuing contracts as design-build?
- Are the technical evaluation criteria too restrictive? too vague?