

Introduction

On behalf of Brasfield & Gorrie, we want to thank you for competing in this year's ASC Student Competition. Brasfield & Gorrie is excited to be a sponsor of the preconstruction event and we look forward to taking part in the competition with you. We plan to challenge your team to leverage your academic knowledge, intuition, problem-solving skills, and ability to have fun in a high-stress environment.

B&G Culture

Brasfield & Gorrie was founded in Birmingham, Alabama in 1964 by M. Miller Gorrie. Mr. Gorrie set out to create a company whose purpose is to "build exceptional people, trusting relationships, great projects, and strong communities." Our core values are something that we live out every day and are referred to as our company SPIRIT (Safety, Performance, Integrity, Respect, Innovation, and Teamwork). These values guide our decision-making process on everything including how we approach project pursuits and execution of our work.

Overview

The 2026 ASC Region 2 Preconstruction Student Competition consists of simulating a preconstruction effort on a job. Your team will act as a regional division of Brasfield & Gorrie putting together a budget for a project we are competing against other general contractors to win.

You have been provided with drawings and specs and will be responsible for "filling in the gaps" to ensure we deliver a whole budget to our client. You will need to carefully evaluate subcontractor quotes to ensure they are providing a complete scope of work. You will have the opportunity to send RFI's, and new information will be disseminated throughout the day through various means of communication.

Your presentation will take the form of an internal presentation to the Division Manager and General Superintendent (the judges). They will be expecting your team to have a complete grasp on the scope of work, job logistics, and pricing. The client will be expecting the fastest schedule and lowest cost possible, but it's our job to make sure the numbers we plug are fully scoped out and the schedule is realistic.

Deliverables

Please follow the order of deliverables below. You may use a variety of formats and software to create the deliverables, but they must all be neat and professional. You may use the estimate template provided to create the schedule of values and detailed estimate, or a template of your own. In either case, the estimate must be neat and formulas correct.

1. Cover Page
2. Table of Contents
 - a. Team Resumes - your actual real-life resumes – please identify your "role" on the project team but do not spend time creating a fake resume for that role.
 - b. Schedule of Values – a summary of the different components of the detailed estimate. The first tab in the estimate template excel spreadsheet.
 - c. Detailed Estimate – complete a detailed estimate with sub quotes provided. Note the sub you chose in the "Notes" column and provide brief written narratives in a Word document describing which sub quote you chose for each trade and why.
 - i. General conditions / requirements – within your estimate, build detail for the general conditions and

general requirements appropriate for this project. This could include salaried and hourly personnel, hoisting, site logistics needs, general equipment, trailers, supplies, technology, etc.

- d. Subcontractor evaluation – you will need to evaluate each subs quote and “level” the bids. Generally this takes the form of a spreadsheet for each trade, with each sub having their own vertical column, and the horizontal columns contain their yes/no responses to important scope questions.
 - e. Clarifications – a list of your key assumptions that inform pricing. This could be items that are not clear in the drawings or specs where we must make an assumption to fill the gap, or an item where we are intentionally deviating from the drawings / specs for one reason or another (e.g. spec’d material no longer manufactured).
 - f. Overall Project Schedule – you may use Project, P6, or Excel; no matter which you choose, the schedule must be legible and professional.
 - g. Site Logistics Plan – think about fencing, access, trailers, crane paths.
 - h. Exhibits – your quantity takeoff with legends and any other exhibits needed to clarify your pricing. Include your precon RFI log here.
3. Presentation – this does not need to be submitted prior to the presentation day, but you may not change any content or pricing that was submitted during the on-campus work. We will look for you to introduce yourselves and your “role” (precon manager, chief precon manager, superintendent, PM, etc.) in the pricing effort, walk us through your pricing, subcontractors plugged, key clarifications, and schedule and logistics. Every team member must speak for a roughly equal amount of time. You must demonstrate a complete understanding of the job as whole, how you would build it, and how much it will cost. Time limit for the presentation is 15 minutes and there will be 8 minutes of Q&A.

Evaluation Criteria | 100 Points Total

To ensure consistent scoring, each team will be evaluated on the below. Additional information on each section will be provided at the time of the competition.

- Preconstruction Deliverables – 70 Points
 - Neatness of deliverables – 5 Points
 - Team Resumes – 5 Points
 - Schedule of Values & Estimate – 15 Points
 - General conditions / requirements – 5 Points
 - Subcontractor evaluation – 15 Points
 - Clarifications – 5 Points
 - Overall Project Schedule – 10 Points
 - Site Logistics Plan – 5 Points
 - Exhibits – 5 Points
- Presentation – 30 Points
 - Equal speaking time between team members – 5 Points
 - Neatness of presentation – 10 Points
 - Speaker clarity and coherence – 10 Points
 - Q&A – 5 Points

Outline of Events and Misc. Information

Outline of Events

a. Pre-Competition and Competition Activities

Your team will receive drawings and specifications, sub quotes, and an estimate template to review and compile your final deliverable. You will need to be able to compile takeoff, scope out subcontractor quotes, create a schedule, and provide helpful exhibits to help sell your estimate. This will require, but not limited itself, to the use of Oracle P6, Bluebeam, Microsoft Excel, etc.

Your team's goal is to show a comprehensive knowledge of the job, define a game plan for the construction process, and show a detailed review and understanding of the subcontractor proposal's that help define your overall estimate. Items like risk assessment & mitigation, difficult site logistics, accurate sequencing and scheduling, and budget management and tracking will be evaluated during the interview time slot.

b. Sample Timeline of Activities

Thursday, November 5th

Evening – Competition Kick Off / Distribute Initial Problem Statement

Friday, November 6th

Morning – Receive last minute sub quotes and Pre-Con RFI responses

Afternoon – Receive last batch of sub quotes

Evening – Final Deliverable due back to Client

Tuesday, November 10th

Morning – Presentation Slide Deck due to Client

TBD – Start of Presentations (20 minutes presentations and 10 minute for Q&A)

Please make note of the items below as you work throughout the day:

- An intentional effort was made to redact client, architect, and subcontractor information. If you figure out what this project is, do not attempt to contact any stakeholders, including B&G employees not involved with the competition. Doing so will subject you to disqualification.
- If you use the provided estimate template, to fully build the estimate you will likely need to add lines. Make sure the formulas continue to calculate properly in Excel as you do so. The billing lines are not job-specific. You may adjust these / add as needed, ensuring formulas continue to work.