



KITTELSON & ASSOCIATES, INC.

TRANSPORTATION ENGINEERING / PLANNING

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March 1, 2017

Senate Business and Transportation Committee
Oregon State Capitol
900 Court Street NE
Salem, OR 97301

RE: Opposition to SB382

Dear Senator Lee Beyer:

I am writing to urge your opposition on SB 382.

Our company is headquartered in Portland with a second office in Bend; we employ over 65 engineers, planners, and technicians in Oregon and have 18 additional office across the nation.. We have been in business since 1985 and work for both private and public clients.

Our experience has confirmed that qualifications based selection (QBS) projects are better for the taxpayer, the project owner and the design and construction team. QBS leads to a better overall project to optimize life cycle project cost and to minimize disputes and litigation. This is because, similar to hiring a doctor, qualifications and experience should take precedence over price.

Our experience in proposing on public projects is that the full scope is rarely completed prior to hiring the consultant; we refine the project understanding and elements to be included during the contract scoping phase of the project. Comparing prices for the sake of selection is not comparing apples to apples since each consultant will look at a project differently. The price negotiated with a proper scope results in complete project, providing value for the tax payers that falls within the agencies budgets.

Other key points:

- SB 382 will drastically reduce the number of projects where QBS will be used to hire the design team. This goes against the policy of the American Public Works Association (APWA) which is the largest and most recognized professional group of public works professionals in America.
- APWA policy states that QBS results in better projects from design through construction.
- Price bidding the design portion of projects often times will ensure the lowest price bid, not quality, is awarded the project.
- QBS creates a positive partnership between the owner and the designer. This is best for Oregon taxpayers. QBS is proven, not a new untried procurement process. SB 382 decimates a proven best practice for procuring design professionals.
- We endorse an ongoing educational effort with state and local governments.

Thank you for your consideration of our position on SB 382. It is important for Oregon's limited and valuable public works funding that we select design professionals in the manner that best serves the public interest. Qualifications based selection is proven and should be the procurement process for all publicly funded Oregon projects. Please oppose SB 382.

Sincerely,

KITTELSON & ASSOCIATES, INC.

A handwritten signature in black ink, appearing to read "Mark Vandehey", with a long horizontal flourish extending to the right.

Mark Vandehey, P.E.

Chief Executive Officer