

NEGOTIATED CONTRACT

LIPPS & SON has provided general construction services on a negotiated basis on several different types and size projects. The most recent being a \$1.3 million regional office space for Macy's in Columbus, Ohio that was completed in seven weeks. A negotiated contract enables the Contractor and Client to work closely together to select subcontractors on the basis of quality of workmanship, price and performance to time. Under this contracting method our services are provided on the basis of the actual cost of the work plus a percentage or fixed fee amount. But unlike the traditional cost-plus contract, our negotiated contract offers cost / value engineering and competitive bidding on every significant phase of work. When plans are sufficiently complete to define the scope of the project, a competitive bid is provided to the client and (upon agreement) a guaranteed maximum price (GMP) is set.

Hiring **LIPPS & SON** on a negotiated basis provides many advantages. We can do more to impact project costs and satisfy expectations by working with the owner, architect and designer in a collaborative approach.

Preconstruction

Our involvement starts during the pre-construction phase where we provide valuable input on the time and cost consequences of design and construction decisions, scheduling, cost control, purchasing of critical materials and long-lead-time items and coordination of construction activities.

Construction

During the construction phase, our role is to proactively manage the construction process through effective planning, scheduling, and daily on-site supervision. Our role also includes project management responsibilities, monitoring quality and safety, and communication with the entire project team.

Features of a Negotiated Contract with **LIPPS & SON** are:

- Competitive Bids from qualified subcontractors for every significant phase of work, ensuring the Client receives the best value.
- Contractor's involvement starts during pre-construction stage so constructability, cost and schedule can be addressed during design.
- Open book approach. All pricing and costs are available for scrutiny.

The earlier in the life of your project that you contract to work with us, the more rewards you'll reap from teamwork and cooperation. We recommend that you hire us the same time as your architect and / or designer. We can also assist in the selection of the architect and designer.

As your General Contractor, **LIPPS & SON** will exceed your expectations with the services we provide you during your building project. From your project inception to the occupancy of your building, **LIPPS & SON** will be with you every step of the way.

LIPPS & SON has earned the status of first choice / preferred contractor for Federated Department Stores / Macy's Department Stores (references available).