



# COCHISE COUNTY Arizona

## Partnering for Success

Owner's Representative Services for the  
Cochise County Jail Project



# Vanir | Your Trusted Partner

**60+**

years in  
business

**96%**

repeat clients

**\$31b**

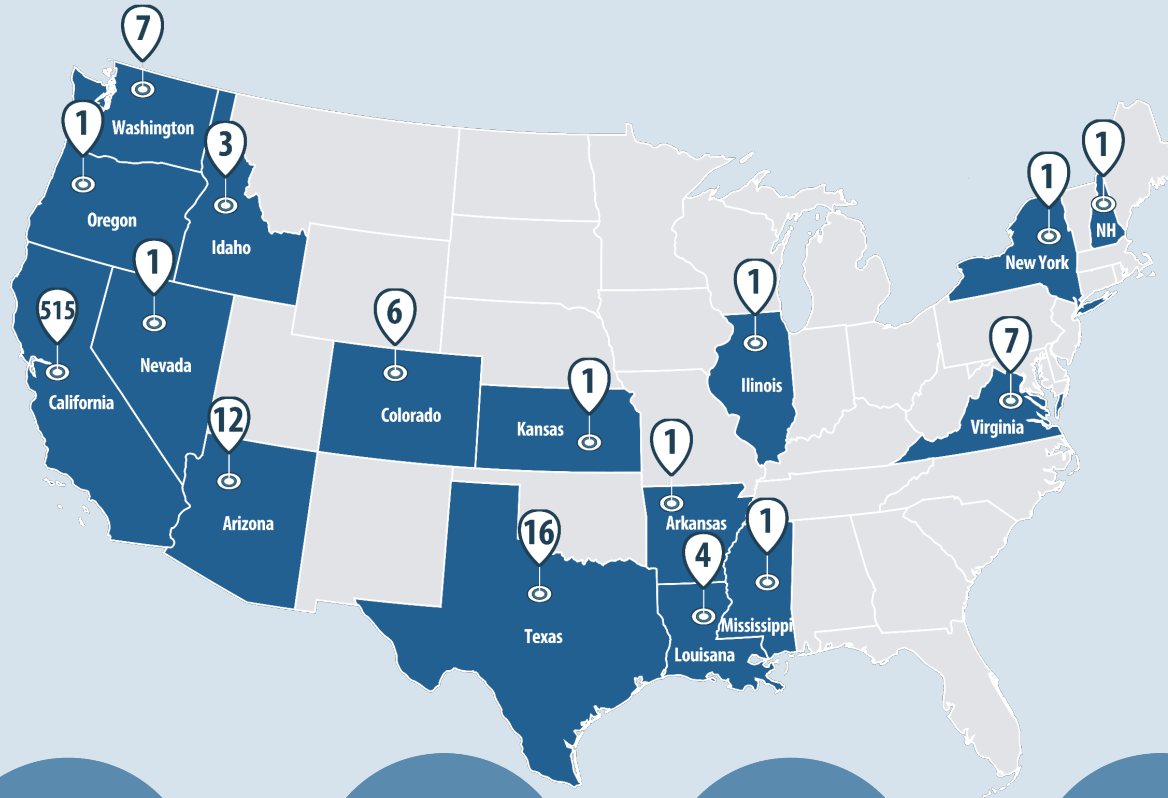
in construction  
value

**42+**

years of experience  
in justice  
projects



# Vanir's Justice Experience



**630+**

justice projects

**\$12b**

in construction  
value

**340+**

adult & juvenile  
detention facilities

**85+**

courthouses

**100+**

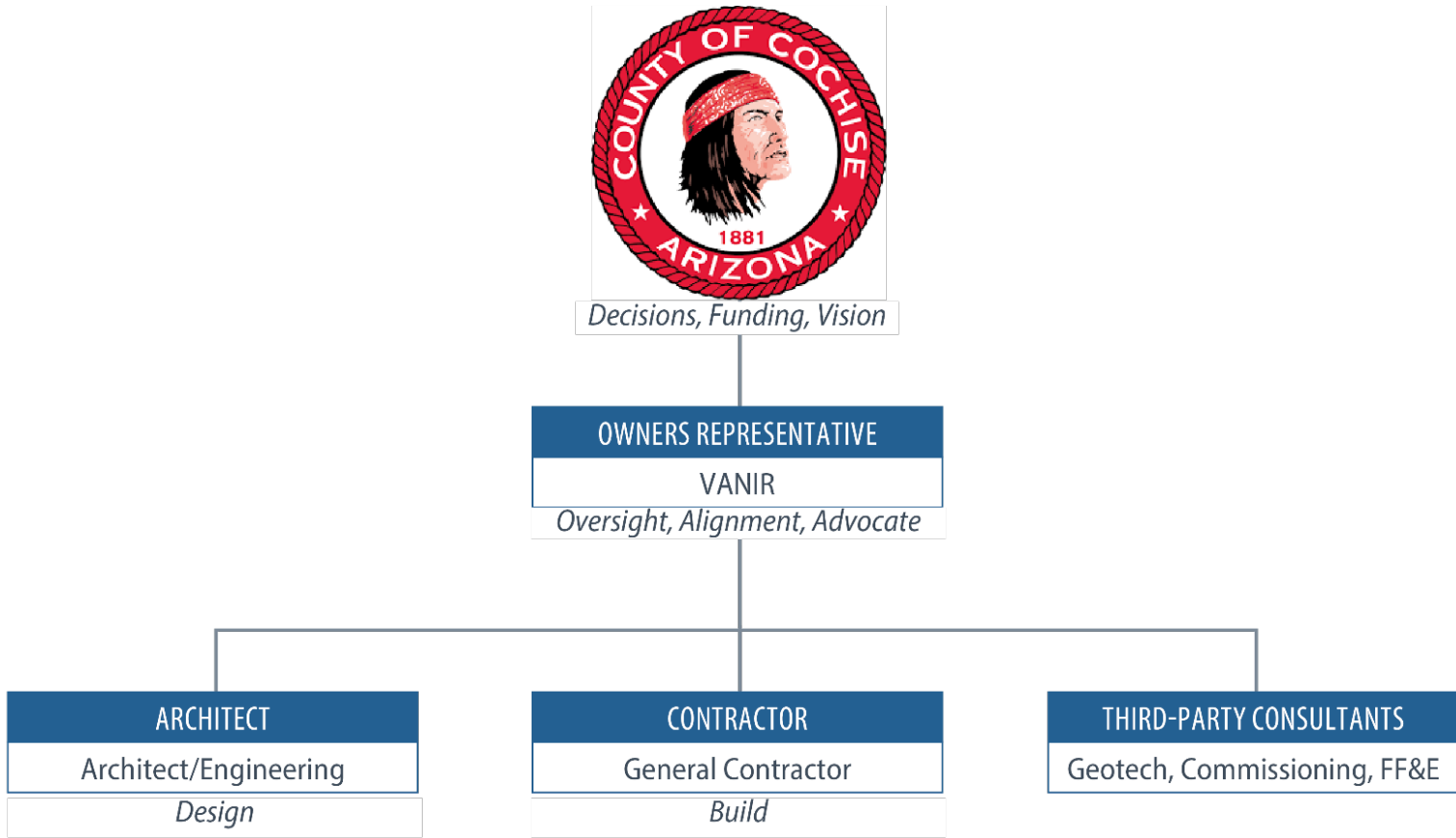
public safety  
facilities

**27+**

years in Arizona



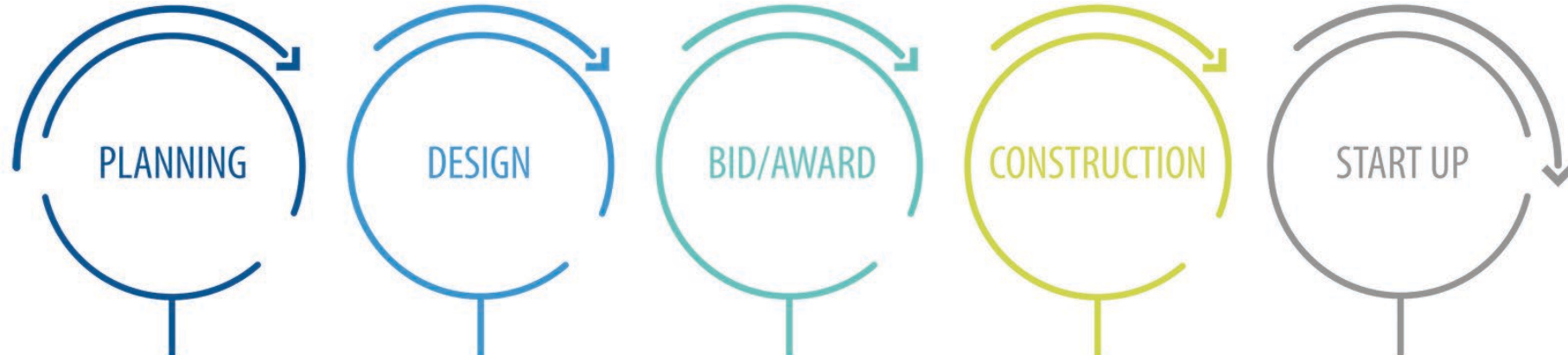
# Major Players in a Capital Construction Project



\*Lines in the graphic represent management oversight and reporting relationships only; they do not indicate contractual relationships.



# Full Scope of Services Vanir Provides



- Activation Planning
- Bond Planning
- Program Management Plan
- Site Selection/ Condition Assessment
- Master Planning
- Facility Assessments
- Design Brief/Conceptual Design
- Budget Development & Cost Analysis
- Renewable Energy & Sustainable Solutions
- Risk Assessments
- Project Approvals Process
- Alternative Contracting Methods Evaluation & Recommendations
- Alternative Contracting Advice & Administration

- Building Information Modeling (BIM)
- Design Development
- Critical Path Method (CPM) Schedule
- Cost Estimates
- Value Engineering
- Constructability Analysis
- Alternative Energy Analysis
- Construction Phasing Studies
- Agency Approvals

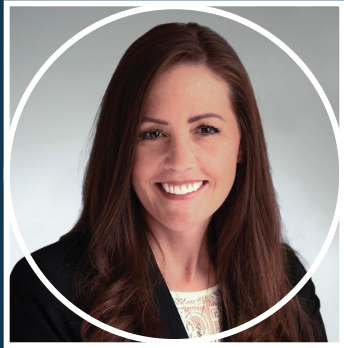
- Prepare & Advertise RFQs/RFPs
- Administer Procurement Processes
- Pre-bid Conference
- Evaluation of Bids
- Negotiations
- Recommend for Award
- Prepare Construction Contracts
- FF&E Management

- Construction Schedule
- Cost Controls
- Review/Monitor Submittals
- Construction Observation
- Project/Document Controls
- Inspection & Testing
- Claims Avoidance
- Quality Analyses
- Occupancy/Relocation

- Activation
- Commissioning
- Final Inspections
- Punch List
- Corrective Actions
- Notice of Completion
- Warranties & Guarantees
- Operating
- Manuals
- As-built Drawings
- Final Project Accounting



# Meet the Team



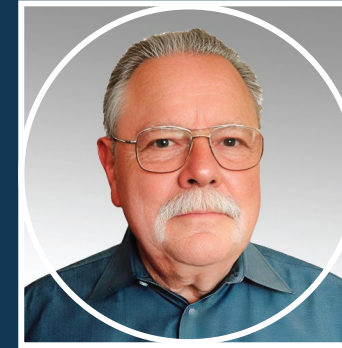
**Codi Newsom, PE, LEED AP**  
Principal-in-Charge



**Mike Beaber**  
Project Director



**Shannon Lobdell**  
Project Manager



**Marlin Feryance**  
Senior Preconstruction  
Manager



**Richard Cox**  
Senior Construction Manager

In addition to our key personnel, Vanir is a full-service project and construction management firm, our support services include resources in scheduling, estimating, value engineering, sustainability, constructability review, design support experts, project administration and others.

# Value Of An Owners Representative

We will support and guide Cochise County Board of Supervisors and all stakeholders through the planning, design and construction of a new jail ensuring that all aspects of the project are executed properly from budget and schedule to stakeholder management.

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As your Owner's Representative, Vanir is an extension of your staff. Our role is to complement your team by bringing the resources needed to support the goal of replacing the existing county jail facility.



# Value Of An Owners Representative



## Trusted Advocate for the County

- We represent **your** interests exclusively
- We act as an extension of your staff, without adding full-time overhead.



## Support for Site Selection and Consensus Building

- With multiple stakeholders and differing opinions on location, we facilitate a **transparent, data-driven process** for site evaluation—balancing cost, access, operations, and long-term community impact.
- We help bring elected officials, departments, and community voices to the table—**reducing friction and helping build consensus** before major decisions are locked in.



## Risk Mitigation from Day One

- We identify and mitigate risks before they become costly—especially critical in complex justice facilities.
- We ensure contract compliance, schedule adherence, and scope control throughout the project.



# Value Of An Owners Representative



## First-Time Owner Support

- Since the County hasn't used an Owner's Rep before, **we bring proven structure, process, and lessons learned** from other projects both local and nationally.
- We translate technical and construction language into clear, actionable information for elected officials and leadership.



## Independent Oversight & Accountability

- Objective, third-party review of budgets, timelines, design milestones, and contractor performance.
- **We promote transparency** and accountability for all project partners.



## Budget Management and Cost Savings

- Our services often **pay for themselves** by avoiding costly change orders, managing scope, and improving bid competitiveness.
- We guide value engineering and track every dollar to ensure taxpayer funds are well spent.



## Schedule Confidence

- We build **realistic schedules and maintain momentum**—critical for public safety infrastructure.
- We coordinate across agencies to prevent bottlenecks and delays.



# Value Of An Owners Representative



## Specialized Justice Expertise

- Jails and justice centers have unique operational and design challenges—we've done this before and **bring proven best practices**.
- We ensure the facility **supports long-term needs**, staff safety, and modern correctional philosophy.



## Public & Political Confidence

- Hiring an Owner's Rep shows leadership is prioritizing **transparency, stewardship, and success**.
- We help build trust with the community and confidence among elected officials through regular reporting and communication.



## Seamless Communication & Decision-Making

- We coordinate departments, architects, and contractors—ensuring decisions are made with the right input at the right time.
- We reduce friction, facilitate collaboration, and **keep the project moving forward**.



# Value Of An Owners Representative

PROJECT	ORIGINAL BUDGET	FINAL COST	+/- %
<b>County of Riverside EDA</b> <i>Southwest Juvenile Courthouse</i>	\$15 M	\$10.4 M	-30%
<b>Dignity Health</b> <i>Mercy Folsom Hospital, ER Expansion and Remodel</i>	\$26 M	\$25.5 M	-2%
<b>Alameda County, Highland Hospital</b> <i>Acute Care Tower Replacement</i>	\$130 M	\$122 M	-6.2%
<b>California Independent System Operator</b> <i>Iron Point Headquarters</i>	\$150 M	\$148 M	-1.4%
<b>Coalinga State Hospital</b> <i>Mental Health Treatment Facility</i>	\$398 M	\$366 M	-8%
<b>San Quentin State Prison</b> <i>Central Health Services Building</i>	\$146 M	\$136 M	-7%
<b>City of Georgetown</b> <i>Public Safety Building</i>	\$29.5 M	\$27.9 M	-5.4%

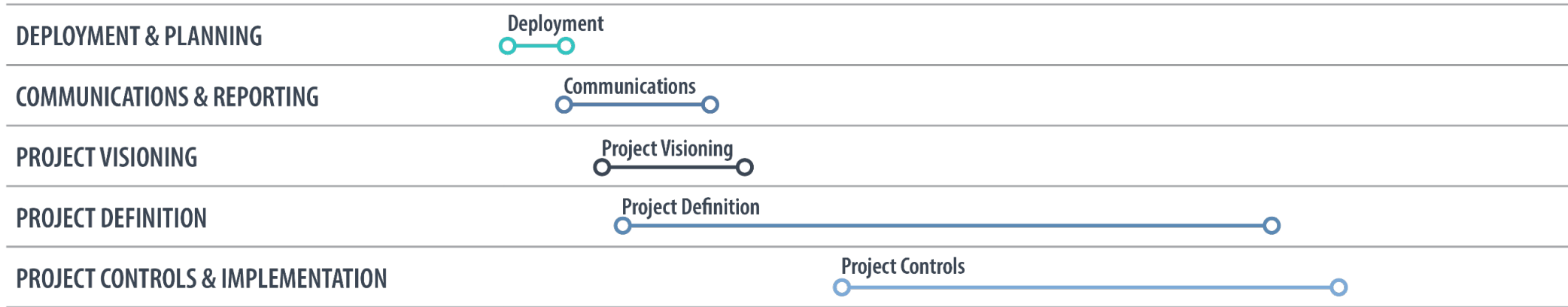


## Cost Oversight

- Vanir can bring **significant cost savings** to the project, both in tangible and non-tangible savings.
- We leverage our expertise to identify potential issues early, **negotiate favorable contracts** with the design team and contractors, streamline processes, minimize change orders, and **monitor the budget and schedule to mitigate costly delay impacts**, ultimately leading to a more cost-effective construction experience.



# 90-Day Action Plan



DEPLOYMENT & PLANNING	COMMUNICATIONS & REPORTING	PROJECT VISIONING	PROJECT DEFINITION	PROJECT CONTROLS & IMPLEMENTATION
<ul style="list-style-type: none"> <li>• Team Kick-off</li> <li>• Start-up Workshop with BOS, TAC and other stakeholders</li> </ul>	<ul style="list-style-type: none"> <li>• Finalize Roles &amp; Responsibilities from all teams</li> <li>• Finalize Executive Reporting Plan</li> <li>• Review Existing Policies, Procedures &amp; Processes</li> <li>• <b>Review Chinn Planning Report</b></li> </ul>	<ul style="list-style-type: none"> <li>• Initiate/Finalize Site Analysis/Logistic Planning</li> <li>• Identify Key Performance Indicators for Project</li> <li>• Assist in Initiating/Maintaining Community Outreach</li> <li>• Scope Development</li> <li>• Phasing/Options Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Master Schedule Development</li> <li>• Budget Validation</li> <li>• Initiate Risk Management Development</li> <li>• Management Plan Development</li> </ul>	<ul style="list-style-type: none"> <li>• Issue Project Procedure Manual</li> <li>• Discuss/Finalize Contracting &amp; Delivery Methods</li> <li>• Design/Contractor RFQ/RFP Development</li> <li>• Roll out Project Controls</li> </ul>



# Owner Representative Deliverables For a Successful Project

## Develop a Project Management Plan

- Provides a clear roadmap for the entire project execution
- Will be the guiding document for the management of the project's planning, design, bid/award, construction, and close-out phases
- **“Living” document**
- It will include the policies and procedures already in place by Cochise County

### THE PROJECT MANAGEMENT PLAN INCLUDES

- Project goals and objectives
- Organization chart
- Project directory
- Roles and responsibilities matrix
- Communications
- Document control
- Reporting
- Project controls
- Project procedures
- Meeting guidelines
- Approval processes and guidelines
- Budget
- Schedule
- RFI procedures
- Submittal procedures
- Cost control and change management
- Site requirements
- Contractor staging requirements
- Progress payment processes
- Inspections and testing
- Project completion and contract close-out
- Project record documents
- Coordinate with the County's maintenance personnel
- Assist in initial start-up and testing
- Consult with architects for intent of drawings and specs



# Owner Representative Deliverables For a Successful Project

## Develop a Risk Management Plan

- Risk must be considered within each option presented to County Board of Supervisors to make an informed decision on the scope of the new jail project
- Begin development of the plan during the planning stages to assess and **minimize risk early on**
- **Identifies potential risk factors**
- Quantify the severity of each identified risk
- Assess the probability of an adverse outcome
- **Develop a strategy** to address the risk
- Monitor the **strategy's effectiveness** by developing a project risk register for tracking



# Budget Management



## Total Project Budget

- Work with the Board to develop and right-size the project budget to meet County needs
- Hard and Soft Costs



## Design to Budget

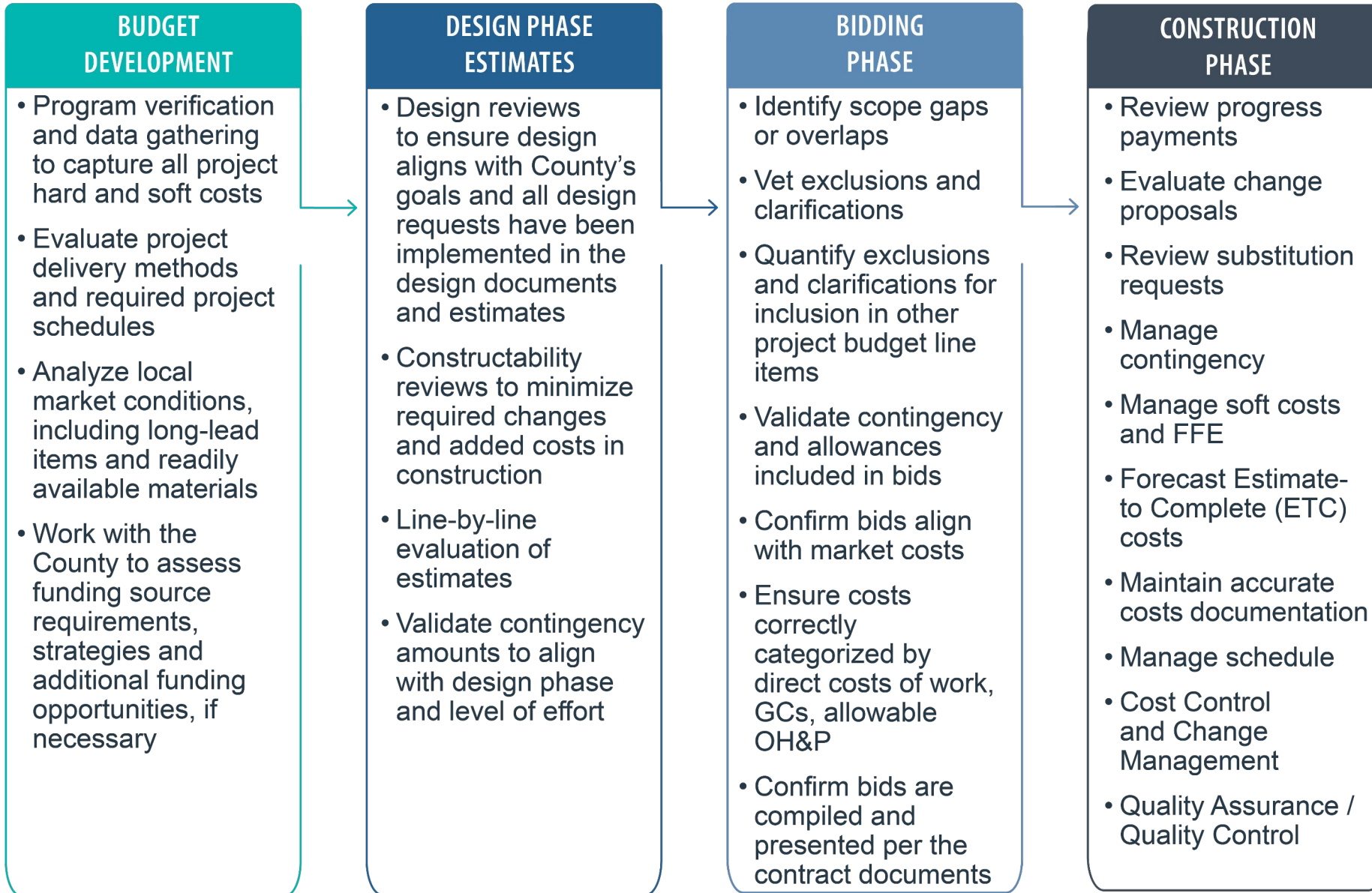
- Preconstruction cost estimating
- Value engineering
- Design coordination and constructability reviews



## Cost Control during Construction

- Change management
- Pay application review
- Contingency oversight





# Schedule Management



## Develop Master Schedule

- Work with the Board of Supervisors, County Administration and Departments, the Sheriff's Office and local authorities having jurisdiction to develop the master schedule



## Manage Design Process and Approvals Effectively

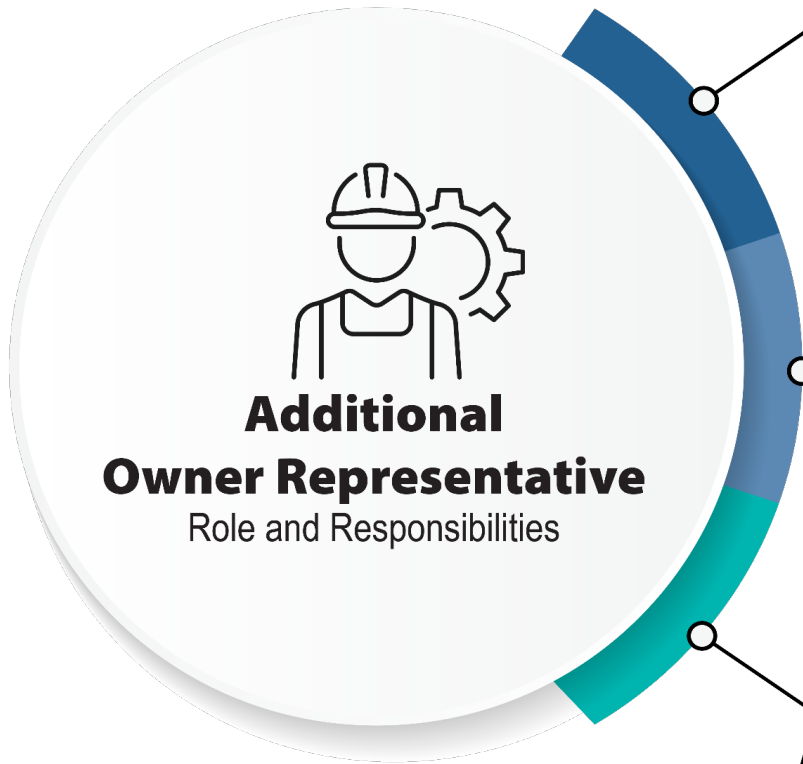
- Monitor the progress of the design team to meet design milestones
- Work with the design team and the developer to develop bid packages and project phasing



## Review Contractor's Schedule with Hands-On Monitoring

- Anticipate risk to avoid delays
- Seek efficiency to mitigate schedule impacts





**Additional  
Owner Representative**  
Role and Responsibilities

**All Phases**

- Safety Commitment
- QA/QC
- Reporting and Presenting to BOS & Stakeholders
- Coordination Meetings
- Document Control & Record Keeping
- Oversight of Commissioning Activities

**Planning/Pre-Construction/Design**

- Review Cochise County Planning Report's
- Assist in County procurement of A/E, Contractor, & other 3rd Party Consultants
- Manage & Coordinate work of selected Architects & Design Engineering Consultants
- Constructability Plan Review & Page Turns
- Responsibility Matrix
- Environmental/Permitting Requirement Coordination and Oversight
- Design Review (Schematic, DD, CD)

**Construction/Closeout**

- General Contractor & Performance Management
- Review of Contractor Progress Payments
- Review of Change Order Submissions
- Weekly Jobsite Meetings
- Coordination of RFI/Submittal reviews & approvals
- Construction Inspection Oversight & Management
- Closeout Process Oversight
- Punchlist Activity Oversight
- Oversight of Contractor to assure training activities occur
- Final Completion



# Construction Delivery Method Options

<i>DELIVERY METHOD</i>	<i>DESCRIPTION</i>	<i>PROS</i>	<i>CONS</i>	<i>BEST USE</i>
<b>Construction Manager at Risk (CMAR)</b>	<ul style="list-style-type: none"> <li>Owner contracts separately with the Architect/Engineer for the design phase and a General Contractor/Construction Manager who acts as a consultant during the design phase.</li> <li>The CMAR provides a guaranteed maximum price and construction services, and in turn assumes the risk of potential cost overruns</li> <li>Provides more active involvement of the CM during the design phase, which can foster collaboration and mitigate risks</li> </ul>	<ul style="list-style-type: none"> <li>Qualifications based selection leads to high quality</li> <li>CMAR involvement during design phase for cost control</li> <li>GMP approach reduces change orders</li> <li>Owner aware of costs up front</li> <li>Open book, all savings to Owner</li> <li>Moderate speed by allowing some overlap</li> </ul>	<ul style="list-style-type: none"> <li>Potential higher initial cost</li> <li>An inexperienced General Contractor/Construction Manager can derail the project</li> <li>Requires knowledgeable, skilled owner or owner's rep for maximum benefit</li> </ul>	<ul style="list-style-type: none"> <li>Multi-phased projects</li> <li>Construction on occupied site</li> <li>Contractor quality a priority</li> <li>Complicated or difficult project</li> <li>When time is of the essence, CMAR enables design and construction phases to overlap</li> </ul>
<b>Design-Build</b>	<ul style="list-style-type: none"> <li>"One-stop-shop" approach</li> <li>Consolidates design and construction phases under single contract</li> <li>Streamlines the project delivery by integrating design and construction teams from start</li> </ul>	<ul style="list-style-type: none"> <li>Single point of responsibility</li> <li>Guaranteed cost</li> <li>Can reduce project duration</li> <li>Allows overlapping phases for faster delivery</li> <li>Improves collaboration and innovation</li> <li>Eliminates majority of change orders</li> </ul>	<ul style="list-style-type: none"> <li>Lack of industry/Owner expertise</li> <li>Quality can be compromised due to fewer checks and balances since designer and builder are same entity</li> <li>Potentially reduces bidding architects due to more specialized knowledge</li> </ul>	<ul style="list-style-type: none"> <li>Short project delivery time with penalties for late delivery</li> <li>Well-suited for projects that benefit from integrated thinking-like tech campuses, or sustainable building</li> <li>Projects with accelerated delivery that reduces change orders through early contractor involvement – like large government and public works</li> </ul>
<b>Design-Bid-Build</b>	<ul style="list-style-type: none"> <li>Owner contracts separately with designer and the contractor</li> <li>Designer hired to complete design documents, then put out for bid to contractors</li> <li>Contractor who presents lowest bid is typically chose to complete construction.</li> </ul>	<ul style="list-style-type: none"> <li>Clear separation of design and construction responsibilities</li> <li>Competitive bidding can result in lower initial construction costs</li> <li>Familiar and widely used</li> </ul>	<ul style="list-style-type: none"> <li>Longer project timeline</li> <li>Limited contractor input during design</li> <li>High risk of changes orders/claims and disputes due to design gaps, constructability and coordination issues</li> <li>Quality issue due to lowest bid</li> <li>Slowest method as work is performed sequentially</li> <li>Owner bears most risk</li> </ul>	<ul style="list-style-type: none"> <li>Multiple construction renovation and remodeling needs</li> <li>Straightforward projects, simple, low-risk</li> <li>Schedule allows for a longer timeline</li> </ul>



# Vanir's Jail Project Experience



## Hays County Jail Expansion and Renovation

**Total Project Cost:** \$64 Million

**Total Number of Beds:** 192 beds (new); 300 beds (renovation)  
\*master planned to 1,100 beds

**Delivery Method:** CMAR

**Year Completed:** 2021



# Vanir's Jail Project Experience



## Pueblo County Detention Center

**Total Project Cost:** \$165 Million

**Total Number of Beds:** 672 beds  
\*master planned to 1,200-beds

**Delivery Method:** CMAR

**Year Completed:** 2026 (*anticipated*)



# Vanir's Jail Project Experience



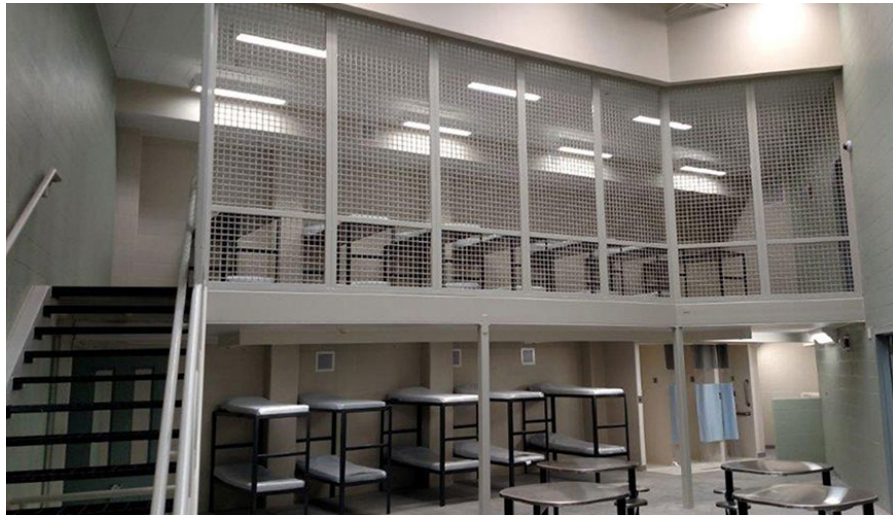
## Adams County Detention Center Facility Replacement

**Total Project Cost:** \$600 Million

**Total Number of Beds:** 1,600 beds

**Delivery Method:** CMAR

**Year Completed:** 2029 (*anticipated*)



# Vanir's Jail Project Experience



## James A. Musick Facility Jail Expansion

**Total Project Cost:** \$290 Million

**Total Number of Beds:** 512 beds  
\* programmed for an additional 384 beds

**Delivery Method:** Design-Bid-Build

**Year Completed:** 2024



# Vanir's Jail Project Experience



## San Mateo County Maple Street Correctional Facility

**Total Project Cost:** \$200 Million

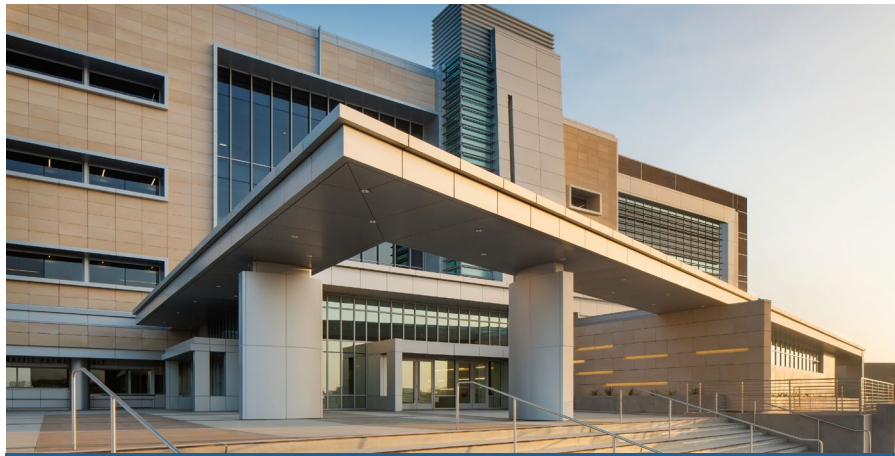
**Total Number of Beds:** 832 beds

**Delivery Method:** CMAR and Design-Build

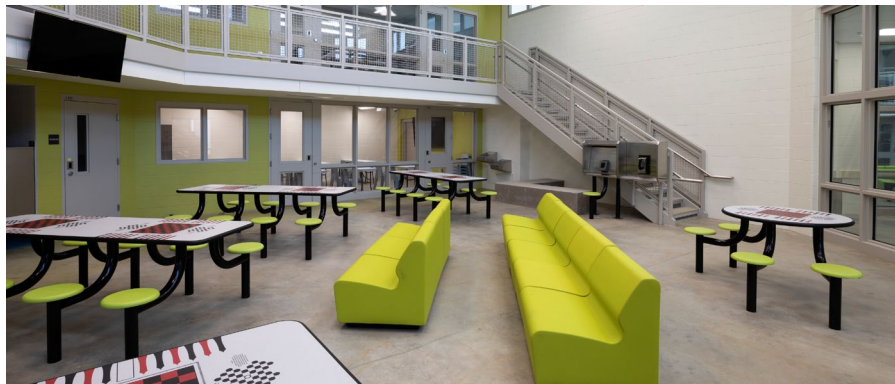
**Year Completed:** 2016



# Additional Vanir's Jail Project Experience



Judicial Council of California Program Management



San Benito County Jail and Juvenile Hall

- City and County of San Francisco San Bruno Convertible Jail Facility
- City of Pasadena Police Administration Building and Jail
- County of El Dorado Placerville Jail Addition
- DeKalb County Jail Expansion
- Kings County Jail Phase II and III
- Mendocino County Jail Expansion
- Napa County Jail Replacement
- Pima County Jail Expansion
- San Diego County Los Colinas Women's Detention Facility and Jail
- San Luis Obispo County Jail
- San Luis Obispo County Women's Jail
- Santa Barbara County Main Jail Implementation Plan
- Siskiyou County Jail
- Tulare County Jail - Sequoia Field Program Facility
- Tulare County South County Detention Facility and Jail
- Yolo County Juvenile Detention Facility
- Yuba County Jail
- Judicial Council of California Program Management





# Questions?

We're happy to walk you through any part of the process — risk, timeline or role clarity.

