

February 17, 2026

Sen. Jeremy McPike
General Assembly Building
Room 607 201
North Ninth Street, Richmond, VA 23219

Re: Opposition to Senate Bill 326 – *Virginia Public Procurement Act; cooperative procurement, re-roofing*.

Dear Sen. McPike:

On behalf of the International Institute of Building Enclosure Consultants (IIBEC), an association of design professionals specializing in building enclosure projects, I am writing to respectfully express my concern regarding Senate Bill 326 – *Virginia Public Procurement Act; cooperative procurement, re-roofing*. This legislation would reverse the important steps Virginia took in 2018 with the passage of Bill 574, which specifically excluded architectural and engineering services from standard cooperative purchasing to ensure professional oversight and project quality.

IIBEC is an international association representing 3,900 professionals who specialize in roofing, waterproofing, exterior wall design, and building enclosure commissioning. Our members advocate for building owners to ensure projects comply with codes, standards, warranties, and performance requirements.

Public entities often use cooperative purchase agreements to procure goods and services, achieving cost savings through volume discounts and reduced administrative effort. While these programs have traditionally applied to commodities such as office supplies, extending them to architectural and engineering design and oversight services presents significant risks. Roofing systems are complex, building-specific assemblies that require careful evaluation of existing conditions, climate exposure, structural capacity, code requirements, and long-term maintenance considerations. Treating these projects as interchangeable commodities can undermine project outcomes, public safety and public investment.

IIBEC conducted a study, the *Foundation Unit Price Procurement Report*,¹ which examined procurement models that emphasize unit pricing and cooperative purchasing. The study found that procurement methods focused primarily on price, such as cooperative purchasing, can undermine professional oversight, discourage comprehensive design, and increase the likelihood of building enclosure performance issues.

Schools and other public facilities rely on qualified professionals to ensure roofing systems are designed and installed in accordance with performance standards, local codes, and long-term durability requirements. Tying funding eligibility to a single supplier using a proprietary

¹ [Foundation-Unit-Price-Procurement-Report.pdf](#)

specification could inadvertently incentivize decisions based on cost rather than competence, potentially compromising building safety, performance, and taxpayer value.

The study found that the unit-price approach, particularly within cooperative purchasing arrangements, introduces opportunities for abuse during the prequalification, design, and construction phases. Of particular concern are the following issues:

- **National Pricing Practices:** Current national pricing practices do not incorporate competitive bidding for public projects, which can lead to overspending and potential cost overruns.
- **Building Code Inconsistency:** In many locations, building codes do not fully prevent inappropriate specifications, overpricing, or improper installation. Updated guidance is needed to close these gaps and protect the public.
- **Access in Qualification:** Cooperative purchasing groups increasingly emphasize price and familiarity with the owner organization rather than vendor qualifications. Greater oversight is needed to ensure equitable access for all potential vendors.
- **Independent and Professional Oversight:** Instances were observed where independent or professional oversight was not included in projects. Building regulations should be strengthened to better protect the public against projects that bypass critical life-safety protections.

For these reasons, IIBEC respectfully urges careful reconsideration of Senate Bill 326. While efficiency in public procurement is an important goal, roofing projects warrant procurement approaches that preserve technical evaluation, professional judgment, and project-specific decision-making in order to protect public safety and taxpayer investment.

Thank you for the opportunity to provide input on this important matter and for your continued service to the citizens of Virginia. Please do not hesitate to contact us if additional information or technical expertise would be helpful as you continue your deliberations.

Sincerely,

A handwritten signature in black ink, appearing to read "Brian", with a stylized flourish at the end.

Brian Pallasch, CAE
Executive Vice President & CEO

cc: Members of the Senate Finance and Appropriations