

Town of Windsor

Memorandum

February 13, 2018

TO: The Honorable Mayor and Town Council
FROM: Michael Stallings, Town Manager *MS*
SUBJECT: Town Center Bid Results

As you know, the invitation for bids for the renovations to the Windsor Town Center was issued at the beginning of January. The bids were due on February 6th at 2:00pm.

Brian Camden and Joe Gilbert from Alpha Corporation, Jan Burgess from Moseley Architects, several Councilmembers and I were present for the bid opening. The results of the bid opening can be found on the attached spreadsheet. For clarification purposes, alternative bid 1 was the retractable basketball goals, and alternative bid 2 was the kitchen equipment. Both alternative bids were bid deductions or credits.

We received bids from seven different firms. As you can see, the low bidder was GTT Enterprises at \$1,000,000. The second lowest bidder was AR Chessom Construction at \$1,398,000. We are currently in negotiations with the low bidder.

As you can tell from the spreadsheet, the majority of the bids came in well above the original estimate. I have attached a letter from Joe Gilbert from Alpha Corporation in regard to this.

We will have negotiations wrapped up and will have a recommendation on the agenda for the March 13th Town Council meeting.

This is for Council's information and discussion. No action will be recommended until the March Council meeting.

Windsor Town Center Bid Opening 2/6/18

<u>Firm</u>	<u>Base Bid</u>	<u>Alternative 1</u>	<u>Alternative 2</u>	<u>Notes</u>
GTT Enterprises	\$ 1,000,000.00	\$ (20,750.00)	\$ (15,680.00)	No Bid Bond, No acknowledgement of Addendums
AR Chessom Construction	\$ 1,398,000.00	\$ (9,500.00)	\$ (40,000.00)	
Homeland Contracting Corp	\$ 1,411,747.00	\$ (20,900.00)	\$ (43,957.00)	
CPG Incorporated	\$ 1,470,600.00	\$ (15,000.00)	\$ (27,390.00)	
Noah Enterprises	\$ 1,497,000.00	\$ (20,000.00)	\$ (46,000.00)	
Heartland Construction	\$ 1,529,000.00	\$ (17,000.00)	\$ (52,000.00)	
Caspian Construction LLC	\$ 1,548,800.00	\$ (20,000.00)	\$ (52,000.00)	



295 Bendix Road, Suite 340
Virginia Beach, VA 23452
Ph. 757.533.9368

February 7, 2018

Mr. Michael Stallings
Windsor Town Manager
8 E. Windsor Blvd.
PO Box 307
Windsor, VA 23487

RE: Bid Opening - Windsor Town Center – February 6, 2018

Dear Mr. Stallings:

Based on the drawings labeled **Windsor Town Center**, Town of Windsor VA by Moseley Architects dated 12/14/17, Alpha Corporation performed a cost estimate for the project. Our estimate was based on the 2018 Means Cost Estimate along with the Demolition and New Work Notes on the drawings.

Our construction estimate was **\$833,132.39**. However, the bids ranged from a low of **\$1,000,000.00** to **\$1,548,800.00**. As was discussed in the meeting afterwards if the low bid from GTT Enterprises is eliminated the next responsive bidder was AR Chesson at **\$1,398,000.00**.

Thus, our estimate of probable cost was low by **\$564,867.61** (**\$1,398,000.00 - \$833,132.39**). Upon review of the Cost Sheet provided by AR Chesson the difference can be attributed to their mechanical bid of **\$396,896.00** versus our estimate of **\$103,895.00** which is a difference of **\$293,001.00**.

On the electrical bid section AR Chesson's bid (from their bid sheet) was **\$217,798.00**. Our estimate was **\$75,000.00** which is a difference of **\$142,798.00**.

Totaling the difference from the Mechanical and Electrical bids gives us **\$435,799.00**. The remaining difference of **\$129,068.61** can be attributed to General requirements (mobilization, bond, etc) and plumbing.

We reviewed our pricing and have discovered that the Means Cost Estimating data does not apply to the current local market. At this time the local bid market is running extremely high on construction bids.

Please let me know if you have any questions.



295 Bendix Road, Suite 340
Virginia Beach, VA 23452
Ph. 757.533.9368

Best Regards,

Joe Gilbert

Joe Gilbert
Construction Manager

Michael Stallings

From: Randy Keaton <rkeaton@isleofwightus.net>
Sent: Monday, February 05, 2018 3:55 PM
To: Michael Stallings
Subject: RE: Windsor Town Center

Michael,

Yes, I believe it would be appropriate for us to place a staff person at the Town Center. I have had several conversations with Don and Dave about that. We look forward to working with Windsor on this project.

Randy

From: Michael Stallings [mailto:mstallings@windsor-va.gov]
Sent: Monday, February 05, 2018 1:44 PM
To: Randy Keaton <rkeaton@isleofwightus.net>
Subject: Windsor Town Center

Randy,

As we move forward with the Windsor Town Center, I wanted to touch base with you on Parks and Recreation's participate in the operation of the Town Center.

Mr. Smith has indicated a desire to provide a staff person to help operate the building and run programs out of it. I am under the impression that he has been in conversation with you and Don regarding this. I wanted to make sure that you were supportive of Parks and Rec putting a staff person in the building.

We are currently working on a MOU for the governing bodies to adopt that would lay out how we handle it moving forward.

Thanks,

Michael Stallings, ICMA-CM
Town Manager
Town of Windsor
(757) 242-4288

TERM SHEET FOR USE AND OPERATION AGREEMENT

PURPOSE:	To set forth the proposed terms of use and operation of the Windsor Community Center between the parties. Nothing herein shall be deemed to create any legal obligation between the parties and is meant only for the purpose of discussion between the parties.
PARTIES:	Isle of Wight County, Virginia, a political subdivision of the Commonwealth of Virginia, and the Town of Windsor, Virginia, a political subdivision of the Commonwealth of Virginia
RESPONSIBILITIES:	<p>Isle of Wight County shall be responsible for the following:</p> <ul style="list-style-type: none">(a) The provision of one (1) full-time staff member who shall have oversight and management control over the facility;(b) Provision of all staffing needs and payment of all direct expenses associated with County sponsored programs/activities <p>Town of Windsor shall be responsible for the following:</p> <ul style="list-style-type: none">(a) The costs and expenses associated with the creation of an appropriate office within the facility from which the County staff member noted above may perform said oversight and management control operations at the facility;(b) Provide for, at its expense, insurance and operational costs associated with operation of the facility to include, but not be limited to, utilities and janitorial services, as well as be responsible for all additional staffing expenses associated with programs/activities sponsored by the Town which result in expanded or over-time expenses
TERM:	Initial term of ten (10) years, with two (2) additional renewal terms of ten (10) years
OPERATIONS:	The parties shall jointly develop appropriate policies and procedures for the use and operation of the facility