# COUNTY AGENDA REQUEST

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|---|---|---|---|
| Department: | Purchasing/Bldg & Grounds Maint | Presenter(s): | Ted Burgess / Carlos Christian |
| Meeting Date: | Thursday, December 11, 2014 | Type of Request: | Consent |

Wording for the Agenda:

Approval of staff's recommendation to award a contract to New South Construction Company, Inc., to serve as General Contractor for the old jail's renovation (RFP #915), in the amount of $159,540.00 for General Conditions, and to authorize staff to negotiate remaining costs with the General Contractor to arrive at the total Guaranteed Maximum Price.

Background/History/Details:

The old Fayette County Jail was built in 1985. While a new jail was built in 2002, the old jail is needed due to an increased inmate population. It has been unused for 14 years. Repairs and renovations must be done before it can be brought back on-line. This includes plumbing and sanitary systems, security locks, heating and air conditioning systems, a roof, and windows. The county contracted with Gleeds to serve as project manager, and K.A. Oldham Design, Inc. for design and contract management.

Request for Proposals (RFP) #915 was issued to procure a General Contractor for the project. Proposals were submitted that offered prices for General Conditions (project personnel, site setup, and logistics) and their percent markup. The process, evaluations, and recommendation are discussed in the attached documents. While five proposals were received, one was disqualified because it did not provide the required bid bonds.

Upon approval of the recommendation for General Contractor, staff and Gleeds will negotiate with the successful company to obtain the final Guaranteed Maximum Price, which will include the work to by done by sub-contractors.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award a contract to New South Construction Company, Inc., to serve as General Contractor for old jail renovation (RFP #915), in the amount of $159,540 for General Conditions, and to authorize staff to negotiate remaining costs with the General Contractor to arrive at the total Guaranteed Maximum Price.

If this item requires funding, please describe:

Funds, available from a previous bond issue, are budgeted in Capital Improvement Project (CIP) 5326A.

| | | | |
|---|---|---|---|
| Has this request been considered within the past two years? | No | If so, when? | |
| Is Audio-Visual Equipment Required for this Request?* | No | Backup Provided with Request? | Yes |

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

| | | | |
|---|---|---|---|
| Approved by Finance | Yes | Reviewed by Legal | |
| Approved by Purchasing | Yes | County Clerk's Approval | Yes |
| Administrator's Approval | | | |

Staff Notes:

Fayette County
"Where Quality Is a Lifestyle"
Purchasing Department
140 Stonewall Avenue West, Ste 204
Fayetteville, Georgia 30214
Phone: 770-305-5420
www.fayettecountyga.gov

To: Steve Rapson

From: Ted L. Burgess

Date: December 11, 2014

Subject: RFP #915: General Contractor for Old Jail Renovation

The Old Jail, which has been unoccupied for the past 14 years, is being renovated so that it will be functional, safe, and secure to bring on-line once again. The county is working with the construction management consulting firm Gleeds to accomplish this project.

The General Contractor to be hired for the project will perform work that includes:

a. Renovation of plumbing and sanitary systems
b. Replacement of security locks
c. Refurbishment of the HVAC systems
d. Repairs to the roof and windows

It will not include the new security control system, as this will be done by a separate company that specializes in the highly technical work.

Funds for the renovation project are available from a previous bond issue, and must be used in a timely manner. Gleeds offered an approach to securing a General Contractor that would enable the work to be completed within the time constraint. Using this method, a final not-to-exceed price for construction (called the Guaranteed Maximum Price) is developed in two phases:

1. Companies responding to a Request for Proposals (RFP) submit prices for General Conditions (consisting of charges for their project personnel, site setup, and logistics), and their percent markup. The county recommends a firm to the Board of Commissioners, chosen through the evaluation and interview process, to serve as General Contractor.

2. Upon approval of the General Contractor by the Board, county staff and Gleeds will negotiate a Guaranteed Maximum Price, in line with the required scope of work and available funds. This will include work to be done by the sub-contractors.

This method allowed us to work simultaneously on the procurement process and the design. It allows a General Contractor to be hired in time to partner with the county on the final design, and on fine-tuning

details of the Scope of Work. It also provides additional transparency by giving the county access to competitive prices that the General Contractor obtains from sub-contractors.

Working with Gleeds, the Purchasing Department issued RFP #915 to hire a General Contractor for the renovation. Notices were direct-mailed to 19 contractors. Another 1,579 were contacted through the web-based Georgia Procurement Registry. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace (www.glga.org), and Channel 23.

Five companies submitted proposals. They were:

1. Cooper & Company General Contractors, Inc.
2. Diversified Construction of Georgia, Inc.
3. Greenhart Construction, Inc.
4. New South Construction Company, Inc.
5. RGI Commercial, a Division of Remediation Group, Inc.

One company (RGI Commerical) did not provide the require bid bond, and was therefore disqualified. The Evaluation Committee scored the remaining four proposals, with scores based 80% on technical merit and 20% on proposed prices for General Conditions and percent markup (please see Gleeds' write-up for details).

The two best-scoring companies were Cooper & Company and New South Construction Company. Both were invited to interviews. Based on the combined outcome of evaluations, and proposed prices, the Evaluation Committee recommends New South Construction Company, Inc., to enter into final not-to-exceed price negotiations. I support their recommendation.

Funds are budgeted in CIP account 5326A.

# FAYETTE COUNTY OLD JAIL RENOVATION – RECOMMENDATION FOR APPOINTMENT OF GENERAL CONTRACTOR

November 20, 2014

**Prepared by:**

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## 1.0 EXECUTIVE SUMMARY

A procurement process, facilitated by Fayette County Purchasing Department, has been followed in order to select a General Contracting Company capable of carrying out the renovation work in the Fayette County Old Jail. Companies were invited to submit their proposals for the work along with their assessed cost for general conditions and their fee %. These proposals were assessed and a short list of Contractors were invited to an interview and presentation.

The Fayette County Old Jail Project Team is seeking approval to appoint New South Construction as the preferred General Contractor for the project. This will enable the team to start negotiating a Guaranteed Maximum Price with New South Construction in line with the project scope and budget.

Once a GMP has been agreed, the Project Team will seek approval from the Board of Commissioners to proceed with the project. It is expected that approval will be sought at the January 2015 BOC meeting with a view to start construction work by the end of the month.

## 2.0 PROJECT DESCRIPTION

The old Fayette County jail is a 19,715 sqft facility with 7 housing units holding a total of 75 two man cells, along with an internal exercise yard and central control tower. The facility has been unoccupied for the last 14 years since the completion of the new jail.

The object of this project is to renovate the old jail back to operational standards in order to provide additional inmate capacity to assist in the greater classification of prisoners. The scope of work includes upgrade work to the plumbing and sanitary systems, replacement security locks to cells, refurbishment of the HVAC systems, repairs to roof and windows, and new security control systems including a link to the existing central control in the current jail. The security system work will be carried out by security specialists and will not form part of the General Contractors scope of work.

## 3.0 PROCUREMENT PROCESS

The procurement process that the project team has been following for the renovation of the old Fayette County Jail has been to seek qualified General Contractors through a Request for Proposals (RFP) process. Contractors are invited to submit their proposal and methodology for carrying out the work along with their costs for the General Conditions (project personal, site set up and logistic costs) and the level of their % fee that will charged on the cost of work.

The received responses are assessed / scored, from which a short list of General Contractors are invited to an interview / presentation. A preferred General Contractor is then selected to negotiate a Guaranteed Maximum Price for the scope of work.

Below is the timeline that has been followed for this procurement process:

| Activity | Date |
|---|---|
| RFP issued & posted on Fayette County Purchasing Website | September 24th, 2014 |
| Pre-proposal conference | October 16th, 2014 |
| RFP submission date | October 28th, 2014 |
| RFPs scored by assessment panel | October 29th, 2014 |
| Shortlisted Contractors invited to interview | November 5th, 2014 |
| Interview & Assessment | November 12th, 2014 |

The interested General Contractors were invited to a pre-proposal conference at the old jail where information on the project and the extent of the scope of work was outlined. Contractors were given the opportunity to ask questions and a tour was made of the facility.

The General Contractors were asked to provide in their proposal information detailing any relevant prior experience, their project approach & execution plan, the proposed project team and schedule, along with their proposed costs for the General Conditions for running the project and their % fee.

There were 5 submitted responses to the RFP:

Cooper & Co. General Contractors
Diversified Construction of Georgia
Greenhart Construction Inc.
New South Construction Company Inc.
RGI Commercial, A Division of Remediation Group

One of the Contractors was disqualified (RGI Commercial) as they did not include a bid bond, which was required as part of the RFP submission.

The remaining four proposals were reviewed by a panel drawn from the Project Team. The proposals were assessed and scored for Technical Merit and Cost, with Technical making up 80% of the score and Cost making up 20% of the score. The assessment panel was made up of the following members:

| | |
|---|---|
| Carlos Christian | Fayette County Director of Buildings and Grounds |
| Capt. Eric Henkel | Fayette County Sheriff's Department |
| Kip Oldham | Architect, KA Oldham Design, Inc. |
| Tim Symonds | Project Manager, Gleeds |

The results of the assessment are summarized below:

**PROPOSAL #P915 OLD JAIL RENOVATION PROJECT**

**EVALUATION SCORING SHEET**

**Summary**

| | | MAX POINTS | COOPER & CO. | DIVERSIFIED CONSTRUCTION | GREENHEART CONSTRUCTION | NEW SOUTH CONSTRUCTION |
|---|---|---|---|---|---|---|
| **SELECTION PROCESS:** | | | | | | |
| 1 | PROJECT EXECUTION PLAN | **40** | 22.0 | 14.0 | 21.0 | 38.8 |
| 2 | COMPANY HISTORY & EXPERIENCE | **20** | 16.5 | 3.8 | 1.0 | 18.0 |
| 3 | PROJECT TEAM | **20** | 10.0 | 2.8 | 9.0 | 19.0 |
| 4 | SUBMITTED PROPOSAL PRESENTATION | **15** | 12.5 | 1.5 | 3.8 | 14.5 |
| 5 | IMPLEMENTATION SCHEDULE | **5** | 5.0 | 3.3 | 0.0 | 3.8 |
| **Total Technical Score** | | | **66.0** | **25.4** | **34.8** | **94.1** |
| | Price | | **$133,561** | **$124,797** | **$472,440** | **$159,540** |
| | **Technical Merit** | **80%** | **52.8** | **20.2** | **27.8** | **75.2** |
| | **Price** | **20%** | **18.7** | **20.0** | **5.3** | **15.6** |
| | | | **71.5** | **40.2** | **33.1** | **90.8** |

After scoring the technical assessment and costs, it was clear that there were two companies (Cooper & Co. and New South Construction) whose scores stood out from the others. It was decided that these two companies should be invited to an interview / presentation.

The interviews were held on Wednesday, November 12th, at Fayette County Administration Offices. Each Contractor had been given a set agenda for their presentation which covered previous relevant project experience, the proposed project team, their approach to the project, and value engineering.

The presentations were assessed and scored immediately afterwards by the following panel members:

| | |
|---|---|
| Carlos Christian | Fayette County Director of Buildings and Grounds |
| Major Michelle Walker | Fayette County Sheriff's Department |
| Capt. Eric Henkel | Fayette County Sheriff's Department |
| Kip Oldham | Architect, KA Oldham Design, Inc. |
| Tim Symonds | Project Manager, Gleeds |

After the assessment and scoring of the presentations, New South Construction had the highest score, and it was agreed that they were the best Contractor to carry out the renovation work in the old Fayette County Jail. The summary score sheet for the presentations is also included the appendices.

## 4.0 RECOMMENDATION AND NEXT STEPS

The project team recommends that New South Construction are chosen as the preferred Contractor to carry out the work at the old jail and that a Guaranteed Maximum Price (GMP) is negotiated with them. This will be a not to exceed price based on the design and agreed scope of work that is currently being produced by the Project Team.

Once the GMP has been reached and the overall project cost has been agreed, the Project Team will seek approval from the Fayette County Board of Commissioners to proceed with the project. The Project Team is targeting the first BOC meeting in January to seek this approval with a view to starting the project by the end of January 2015. The project completion date is targeted for the end of July 2015.

## 5.0 PROJECT BUDGET

The approved budget for the project has been set at $1,861,500.

Below is the latest cost estimate for the project.

| Div. No. | Description | | Base Construction Cost |
|---|---|---|---|
| 05 | Metals | | 5,250 |
| 06 | Wood, Plastics, and Composites | | 986 |
| 07 | Thermal and Moisture Protection | | 42,758 |
| 08 | Openings, doors and windows | | 231,146 |
| 09 | Finishes - floor, wall, ceiling | | 189,267 |
| 10 | Specialties / accessories / signage | | 9,419 |
| 12 | Furnishings | | 81,000 |
| 21 | Fire Suppression | | 15,000 |
| 22 | Plumbing and sanitary installations / repairs | | 243,791 |
| 23 | Heating, Ventilation, and Air Conditioning | | 119,000 |
| 26 | Electrical distribution & Lighting | | 204,417 |
| 28 | Electronic Safety, Security and controls | | 78,930 |
| | **Measured Work** | | **1,220,963** |
| ● | General Conditions - New South's GC's | | 151,934 |
| ● | Performance & Payment Bond | | included |
| ● | General Contractor's Fee | 5.00% | 68,600 |
| | **Construction Cost** | | **1,441,497** |
| ● | Construction Contingency (Change Orders) | 5.00% | 72,100 |
| | **Total Construction Cost (Rounded)** | | **1,513,600** |
| | **Security Installation** | | |
| ● | SWC quote | | 99,925 |
| | **Project Fees** | | |
| ● | Architectural & Design Services | | 121,100 |
| ● | Project & Cost Management | | 95,000 |
| ● | Miscellaneous fees & permits | | 15,000 |
| | **Total Estimated Project Cost** | | **1,844,625** |

## APPENDIX 1 – FAYETTE COUNTY JAIL GC ANALYSIS SUMMARY

| General Conditions | Cooper & Co | Diversified | Greenhart | New South |
|---|---|---|---|---|
| Site supervision & management | $60,600.00 | $50,148.50 | $270,622.85 | $97,228.00 |
| Site Office | $5,512.00 | $18,476.00 | $24,267.97 | $15,435.00 |
| Safety & Security | $2,300.00 | $1,500.00 | $6,790.00 | $1,790.00 |
| Miscellaneous | $28,010.00 | $6,250.00 | $20,345.00 | $22,200.00 |
| **General Conditions Cost** | $96,422.00 | $76,374.50 | $322,025.82 | $136,653.00 |
| Performance & payment bond | $9,588.00 | $25,000.00 | $17,000.00 | $7,190.00 |
| Liability Insurance & Workers Comp | $11,376.00 | *$15,000.00* | $2,452.00 | $7,000.00 |
| Unemployment & FICA | $11,202.00 | $0.00 | $46,086.40 | $0.00 |
| Builder's Risk Insurance | $1,398.00 | *See notes below* | $50,000.00 | $1,100.00 |
| **Sub-Total** | $129,986.00 | $116,374.50 | $437,564.22 | $151,943.00 |
| Construction managers Fee % | 2.75% | 5.00% | 8.00% | 5.00% |
| **Total** | $133,560.62 | $122,193.23 | $472,569.36 | $159,540.15 |
| GC costs based on 1 month | $31,681.00 | $30,913.50 | $162,772.03 | $61,652.00 |

## APPENDIX 2 – EVALUATION SCORING PRESENTATIONS

| CRITERIA | COOPER & CO. | NEW SOUTH |
|---|---|---|
| **PROJECT TEAM** | TOTAL | TOTAL |
| OVERALL QUALITY & EXPERIENCE | **21** | **25** |
| EXPERIENCE OF PROJECT LEADER | **22** | **24** |
| EXPERIENCE OF MAIN SUPERINTENDENT | **21** | **25** |
| PRIOR RELEVANT EXPERIENCE | **22** | **24** |
| **APPROACH TO THE PROJECT** | | |
| SCHEDULE LOGIC SEQUENCING OF ACTIVITIES | **18** | **23** |
| MAINTAINING OPERATIONS | **20** | **24** |
| LOGISTICS & PHASING | **18** | **25** |
| **APPROACH TO VALUE ENGINEERING** | **18** | **23** |
| **COHESIVENESS OF TEAM:** | **24** | **23** |
| **PRESENTATION CONTENT:** | **21** | **25** |
| **OVERALL PRESENTATION IMPRESSION:** | **22** | **24** |
| **OVERALL LIKEABILITY OF TEAM:** | **22** | **25** |
| **TOTALS:** | **249** | **290** |