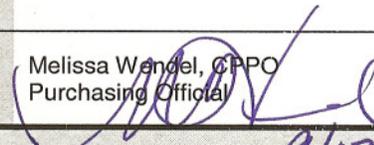


# MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

<b>SUBJECT</b>	Construction Management at Risk Services for the new Fleet/Transit Facility	<b>DATE POSTED</b>	MC _____ DS _____ CC _____
<b>PURCHASING REPRESENTATIVE</b>	Jeff Lombard Contract Negotiator	<b>DATE CONTRACT SHALL BE AWARDED</b>	Upon Completion of Negotiations
<b>DEPARTMENT</b>	Property Management	<b>CONSEQUENCES IF DEFERRED</b>	
<b>SOLICITATION</b>	RFP #13-1142BG	<b>AUTHORIZED BY DATE</b>	Melissa Wendel, CPPO Purchasing Official 

## NOTICE OF INTENT TO NEGOTIATE

9/27/13

Notice of Intent to Negotiate with Willis A. Smith Construction, Inc., Sarasota, FL for the Construction Management at Risk ("CM@R") Services for the new Fleet/Transit Facility.

## ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

## BACKGROUND/DISCUSSION

The purpose of this RFP was to obtain, from qualified firms, their experience and qualifications to provide Construction Management at Risk ("CM@R") Services for the construction of the new Fleet/Transit Facility.

The selected firm shall provide pre-construction and construction management services for the County and shall work with the County selected design firm and County representatives to coordinate and construct the project expediting all facets including design, permitting, construction and project close-out.

The RFP was advertised on the Manatee County website, DemandStar, in the Bradenton Herald and the Tempo News and was also provided to the Manatee County Chamber of Commerce for release to its members. Three (3) proposals were received.

**Manatee County Firms that submitted proposals:** None

**Local firms that submitted proposals include:**

Ajax Building Corporation, Oldsmar, FL  
Halfacre Construction, Sarasota, FL  
Willis A. Smith Construction, Sarasota, FL

**Other (non-local) firms that submitted proposals include:** None

**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Sia Mollanazar, Deputy Director, Engineering Services, Public Works  
Tom Yarger, Construction Services Project Manager, Property Management Department  
Blair Getz, Contracts Negotiator, Financial Management Department, Purchasing Division

**Non-Voting Advisory Staff Attending:** Mike Brennan, Fleet Services Division Manager, Public Works, Department

**Evaluation Summary:**

**Willis A. Smith Construction, Inc.**, the top ranked firm, was considered to be the most qualified firm to provide the construction management at risk services to successfully deliver the Fleet Transit Facility. They possess a forty-one (41) year history of quality construction and are highly regarded within the contracting community. They are positioned to produce multi-million dollar projects and cited one example similar to the Fleet Transit Facility: the \$17 Million Matzke Transportation/Maintenance Facility for the School District of Manatee County.

Willis A. Smith Construction, Inc. employs an in-house staff of fifty-seven (57) associates with various talents and expertise and has developed a team of professionals from two sub consulting firms which will ensure the success of the Fleet Transit Facility Project. Those firms include Charles Perry Partners, Inc. and Hill International.

Charles Perry Partners, Inc. is a construction management firm that possesses Federal Transit Administration (FTA) grant funded project experience and will be involved in the pre-construction phase of the Manatee County project to ensure compliance with the grant documentation required by the Federal Transit Administration. The Senior Project Manager and FTA compliance coordinator for our project was recently assigned to FTA funded \$43 Million project for the City of Gainesville Regional Transit System Bus Fleet Maintenance and Operations Facility.

Hill International is a nationally known firm that will take the lead in the grant funding process to ensure that all requirements are met on the construction and subcontractor side of the project. This firm has performed services directly to the FTA for over 40 projects in thirteen states and the Commonwealth of Puerto Rico, and has provided their expertise to over \$20 billion in construction projects. They are currently contracted by the FTA to provide project oversight service for \$11.4 billion of construction projects.

Willis A. Smith Construction, Inc. is a seasoned and cohesive group of building construction professionals with a history of providing successful construction services to a variety of clients. The Evaluation Committee is confident the Fleet Transit Project will have the same successful result at completion. Willis A. Smith Construction committed to utilization of Manatee County and local subcontractors.

**Ajax Building Corporation**, the second ranked firm, brings 55 years of construction experience to their clients. Ninety-Five percent of their 300 construction management projects are for public entities. They have an excellent reputation and are currently ranked the 16th Construction Manager and 37th Public Contractor by ENR Southeast United States Construction Magazine. They presented a qualified team that would be assigned to our project who has successfully completed three (3) Bus Depot/ Transportation Facilities. Their recent fleet/transit experience is limited to an \$8.5 Million Busing Transportation Compound and a Fleet Maintenance Facility for Pinellas County. Other projects presented as past experience had either a fleet/transit component that were smaller segments of a larger project or had no fleet/transit involvement at all. Ajax Building Corporation's strength was definitely their experience as a construction manager but their background with the FTA requirements, and how they are to be reported and documented was not nearly as impressive as the top ranked firm.

**Halfacre Construction**, the third ranked firm, is a twenty-year old company that is well known in Sarasota and Manatee County as a commercial and industrial contractor that delivers quality projects to their clients. The only FTA Grant Funded project referenced in their proposal was the \$2.25 million dollar SCAT Transfer Station in Sarasota. They cite their experience with other non-FTA grant funded projects for clients such as the Port of Manatee, Punta Gorda Airport, and other local county road projects which have all dealt with specific Davis Bacon documentation and other grant reporting requirements. The third place ranking was given to the firm due to their limited FTA grant exposure and fleet/transit facility experience.

The above justifications are a generalized summary of major observations intended only to provide a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting. This summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.

The resulting agreement will be managed by the Property Management Department.

<p><b>ATTACHMENTS</b> • N/A</p>		<p><b>FUNDING SOURCE (Acct Number &amp; Name)</b></p>	<p>Transit Administration Building 436-6083902-531000/6083902-001 (FTA)</p> <p><input type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds</p>
<p><b>ESTIMATED COST</b> \$14,683,273.00</p>		<p><b>AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)</b></p>	<p>N/A</p>