

MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

SUBJECT	Construction Management at Risk Continuing Services	DATE POSTED	MC 3/9/17 XSE DS 3/9/17 XSE CC N/A
PURCHASING REPRESENTATIVE	Jacob Erickson, 3053	DATE CONTRACT SHALL BE AWARDED	Upon Completion of Successful Negotiations
DEPARTMENT	Property Management Department	CONSEQUENCES IF DEFERRED	None
SOLICITATION	RFP 17-0176JE	AUTHORIZED BY DATE	Melissa M. Wendel, CPPO <i>(Signature)</i> 3/8/17

NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with:

Atlas Building Company of Florida
 CORE Construction Services of Florida, LLC
 Halfacre Construction Company
 Jon F. Swift Inc.
 McIntyre Elwell and Strammer General Contractors, Inc.
 P.J. Hayes, Inc. DBA Tandem Construction
 The A.D. Morgan Corporation
 Willis A. Smith Construction, Inc.

To provide Construction Management at Risk Continuing Services for the Manatee County Property Management Department.

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

PROJECT BACKGROUND:

The intent of this Request for Proposal and resulting contract is to provide the Manatee County Property Management Department with Construction Management at Risk ("CMAR") services on an as needed basis for capital construction projects with an estimated construction value up to two million (\$2,000,000) dollars. The successful CMARs will provide pre-construction management services during the design phase of a particular project and serve as the general contractor during construction of the project. The successful CMARs will be responsible for construction means and methods, will be required to solicit bids from subcontractors to perform the work and establish a Guaranteed Maximum Price. The intent of the solicitation is to select one or more firms to provide professional CMAR services, on an as needed basis, as part of a team that includes County representatives and the County's selected design team.

SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Fifteen (15) proposals were received.

Firms that submitted proposals:

Allstate Construction, Inc.
 ARGO Systems, LLC
 Atlas Building Company of Florida
 CORE Construction Services of Florida, LLC
 Crowley Services, Inc.
 Halfacre Construction Company
 Jon F. Swift Inc.

Tampa, FL
 Bradenton, FL
 Sarasota, FL
 Bradenton, FL
 Sarasota, FL
 Sarasota, FL
 Sarasota, FL \

Manasota Commercial Construction Company	Bradenton, FL
McIntyre, Elwell and Strammer General Contractors, Inc.	Sarasota, FL
P.J. Hayes, Inc. DBA Tandem Construction	Sarasota, FL
Stellar Development Inc.	Sarasota, FL
The A.D. Morgan Corporation	Bradenton, FL
Wharton-Smith, Inc.	Sanford, FL
Willis A. Smith Construction, Inc.	Sarasota, FL
Woodruff & Sons, Inc.	Bradenton, FL

ATTACHMENTS (List in order of attached)	FUNDING SOURCE (Acct Number & Name)	Various CIP Accounts Per Work Assignment
		<input type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
COST \$13 million anticipated annually	AMT/FREQ OF RECURRING COSTS (Attach Fiscal Impact Statement)	N/A

EVALUATION COMMITTEE (VOTING) MEMBERS:

Tom Yarger – Construction Services Division Manager, Property Management Department
 Debbie Voorhees – Contract Manager, Parks and Natural Resources Department
 Jacob Erickson - Contracts Negotiator, Financial Management Department, Procurement Division (Chairperson)

Non-Voting Committee Member:

William Bryant – Contracts Negotiator, Financial Management Department, Procurement Division

EVALUATION RESULTS:

The Evaluation Committee (the “Committee”) convened in January 2017 to review evaluation committee responsibilities, discuss member’s availability for future meetings, and the Florida Sunshine Law as applicable to public meetings. The Evaluation Committee then proceeded to review the fifteen (15) proposals for their responsiveness to the requirements of the RFP. As a result of the discussion, the Committee unanimously voted to invite eight (8) firms to Oral Presentations. The Evaluation Committee reconvened in February 2017 to evaluate the aforementioned Oral Presentations.

Atlas Building Company of Florida, Sarasota, FL – Atlas Building Company of Florida demonstrated exceptional qualifications through their proposal and oral presentation. The firm’s key personnel possessed many years of Construction Management at Risk experience. They also provided a thorough project approach and a desire to manage smaller projects. As a result of these characteristics, the Evaluation Committee determined that Atlas Building Company of Florida be recommended for the Intent to Negotiate award.

CORE Construction Services of Florida, LLC, Bradenton, FL – The firm demonstrated exceptional qualifications through their proposal and oral presentation. CORE Construction Services of Florida presented a very thorough project approach through their local office despite having 16 offices in eight (8) different states. The firm also possessed many years of continuing service and public sector experience. These characteristics led the Evaluation Committee to determine that CORE Construction Services of Florida, LLC be recommended for the Intent to Negotiate award.

Halfacre Construction Company, Sarasota, FL – The firm demonstrated exceptional qualifications through their proposal and oral presentation. Halfacre Construction Company possesses many years of experience regarding continuing services contracts. The firm also presented a detailed project approach and a strong project team with many years of experience. These characteristics, combined with Halfacre Construction Company’s experience in providing services to Manatee County, led to the Evaluation Committee recommending the firm for the Intent to Negotiate award.

Jon F. Swift Inc., Sarasota, FL – The firm demonstrated exceptional qualifications in their proposal and oral presentation. Jon F. Swift, Inc. presented a very detailed project approach of renovating occupied buildings. The firm also has prior experience with Manatee County and continuing services contracts. Jon F. Swift Inc. also places a specific focus on prequalifying subcontractors and with 99% of their total workload located in Manatee and Sarasota County; the firm further invests in those counties by using local subconsultants. These characteristics led the Evaluation Committee to determine that Jon F. Swift Inc. be recommended for the Intent to Negotiate award.

McIntyre Elwell & Strammer General Contractors, Inc., Sarasota, FL – The firm demonstrated exceptional qualifications in their proposal and the resulting oral presentation. McIntyre Elwell & Strammer General Contractors, Inc. (ME&S) presented many years of experience managing both continuing services as well as standalone Construction Management projects in both the public and private sector. The firm also presented a strong project approach with a specific emphasis on safety and managing occupied building construction projects. This led the Evaluation Committee to recommend ME&S for the Intent to Negotiate award.

P.J. Hayes, Inc. DBA Tandem Construction, Sarasota, FL – The firm demonstrated exceptional qualifications in their proposal and oral presentation. Tandem Construction presented a vast diversity of previous projects consisting of single Construction Management at Risk projects and CMAR continuing services projects. Within the past five years, Tandem Construction has completed 78 continuing services projects. The firm also provided a comprehensive detailed approach and a strong understanding of the Owner Direct Purchase process. These characteristics, coupled with the experience of the key personnel proposed by Tandem Construction, led the Evaluation Committee to recommend the firm for the Intent to Negotiate award.

The A.D. Morgan Corporation, Bradenton, FL – The firm demonstrated exceptional qualifications in their proposal and oral presentation. The A.D. Morgan Corporation presented a unique project approach that delineated the approach used depending on the size of the project. The firm also has recent previous Construction Management at Risk experience with Manatee County and have nine (9) additional continuing service contracts with other entities. The Evaluation Committee also noted that The A.D. Morgan Corporation’s key personnel possessed a vast amount of Construction Management at Risk experience which contributed to their decision to recommend the firm for the Intent to Negotiate award.

Willis A. Smith Construction, Inc., Sarasota, FL – The firm demonstrated exceptional qualifications in their proposal and oral presentation. With many years of experience, not only with Manatee County but other local municipalities, Willis A. Smith Construction, Inc. presented a very strong understanding of the Construction Management at Risk and continuing services process. The firm also presented a wide diversity regarding projects of various size. Through the use of a developed project approach and by leveraging the experience of their key personnel, Willis A. Smith Construction, Inc. demonstrated that the firm could handle both large and small projects. This led the Evaluation Committee to recommend Willis A. Smith Construction, Inc. for the Intent to Negotiate award consideration.

Upon completion of the Evaluation Committee meeting on February 22, 2017, the Committee ultimately recommended the Intent to Negotiate award for **(1) Atlas Building Company of Florida, (2) CORE Construction Services of Florida, LLC, (3) Halfacre Construction Company, (4) Jon F. Swift, Inc., (5) McIntyre Elwell & Strammer General Contractors, Inc., (6) P.J. Hayes, Inc. DBA Tandem Construction, (7) The A.D. Morgan Corporation, and (8) Willis A. Smith Construction, Inc.** to the County Administrator.

REMAINING RESPONDENTS

The remaining respondents, although well qualified, were not selected based on a comparison of capabilities of the selected firms:

Allstate Construction, Inc.	Tampa, FL
ARGO Systems, LLC	Bradenton, FL
Crowley Services, Inc.	Sarasota, FL
Manasota Commercial Construction Company	Bradenton, FL
Stellar Development Inc.	Sarasota, FL
Wharton-Smith, Inc.	Sanford, FL
Woodruff & Sons, Inc.	Bradenton, FL

ESTIMATED COST OF SERVICES: The estimated annual expenditure is \$13 million.

FUNDING: Various CIP Accounts

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, and 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 Evaluation Committee voted unanimously 3 to 0 to proceed with the multiple awards to Atlas Building Company of Florida, Sarasota, FL, CORE Construction Services of Florida, LLC, Bradenton, FL, Halfacre Construction Company, Sarasota, FL, Jon F.

Swift Inc., Sarasota, FL, McIntyre Elwell & Strammer General Contractors, Inc., Sarasota, FL, P.J. Hayes, Inc. DBA Tandem Construction, Sarasota, FL, The A.D. Morgan Corporation, Bradenton, FL, and Willis A. Smith Construction, Inc., Sarasota, FL.

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