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 ENGINEERS

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Bid Evaluation and Recommendation
NEW TOWN HALL, POLICE DEPARTMENT & EMS FACILITY
1505 COASTAL HIGHWAY
DEWEY BEACH, DE

GMB FILE No. 220242.A0

Friday, January 31, 2025 at 3:00 P.M.

To the Town of Dewey Beach,

After thorough evaluation of the bids received for the New Construction for the Town of Dewey Beach – Town Hall, Police, and EMS, we are pleased to submit our recommendation for the award of the contract based on the tender process conducted in accordance with “Public Procurement Guidelines.”

Evaluation Process Summary

We received a total of seven (7) bids from qualified general contractors. The evaluation process followed these key stages:

- **Financial Evaluation:** Bids were evaluated for cost competitiveness with consideration to the cost of construction submitted by bidders. This assesses the cost of construction for the entire construction as designed, consideration of constructing phase 1 only, and the cost of construction of phase 1 only if funding sources could exclude prevailing wages.
- **Prequalification Assessment:** Verified compliance with eligibility criteria with licensing, certifications, and financial standing.
- **Interviews:** Interviewing shortlisted bidders to ensure completeness and accuracy of bid and other supporting documents, in addition to interviewing references provided by bidders

Shortlisted Bidders

Based on the criteria above, the following bidders were shortlisted for consideration:

Lowest Base Bid for the Construction of the Entire Project, Including Prevailing Wages

Firm Name	Rank	Base Bid	Cost / SF
Costello Construction of Maryland	1	\$11,080,000.00	\$444.21
Harkins Contracting, Inc.	2	\$11,849,800.00	\$475.08
Delmarva Veteran Builders	3	\$12,295,000.00	\$492.92

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Lowest Base Bid for the Construction of Only Phase 1, Including Prevailing Wages

Firm Name	Rank	Base Bid	Cost / SF
Harkins Contracting, Inc.	1	\$9,222,300.00	\$471.25
Delmarva Veteran Builders	2	\$9,253,500.00	\$475.08
Costello Construction of Maryland	3	\$9,480,000.00	\$492.92

Lowest Base Bid for the Construction of Only Phase 1, Excluding Prevailing Wages

Firm Name	Rank	Base Bid	Cost / SF
Delmarva Veteran Builders	1	\$8,278,500.00	\$423.02
Harkins Contracting, Inc.	2	\$8,297,311.00	\$423.98
Costello Construction of Maryland	3	\$8,710,000.00	\$445.07

Lowest Bidder Recommendation

The lowest responsive and qualified bidder is Costello Construction of Maryland, offering a total bid of \$11,080,000.00. Their submission meets all financial, technical, and compliance requirements of the RFP.

Considerations in support for Costello:

- Experience with municipal projects and clientele. References included Loudon County VA Government (92,000 sf Loudon County Courthouse, and ongoing recreation center), Department of General Services for Montgomery County Maryland (6 projects), and US Naval Academy (1 project).
- Excels in projects with tight site constraints and conditions. References indicate bidder is capable of building “shoe inside of shoebox.”
- Virtually nonexistent change orders on previous projects, unless Owner initiated or minor error and omission. All three references (and Bidder) indicated Costello’s QA/QC process at the start of the project to identify and resolve errors prior to finalizing contract and construction in an effort to circumvent delays, RFIs, and

change orders. In Bidder's words, wants to avoid these circumstances at all costs. "The kiss of death of a project."

- Costello's bid listed their company as handling 6 out of 17 fields otherwise subcontracted. Confirmed with references this is typical of their projects, that Costello likes a heavier role as the builder. This helps with quality control, project schedule and delivery, and keep the cost of construction down.
- Has residence in Rehoboth, familiar to the area. Key staff personnel will be using this for the duration of construction. Superintendent and assistant will be using Costello's residence in Rehoboth for duration of project.
- Been in business for over 30 years. Owner all of their construction equipment. No debts and no defaults.
- Costello indicates a strong consideration for the Town to construct the project all at one time. This will help with construction, staging, and project delivery; and would afford a hefty savings of -\$413,000.00 from the base bid (revised total \$10,667,000.00) with complete project delivery around 14-16 months.

Considerations of risks for Costello:

- GMB does not have work experience with Costello Construction Group of Maryland, and we cannot attest to any experience from this company beyond the interviews conducted with the references.
- GMB was concerned with how notably low the second phase of construction was indicated at around \$1 million less than the next lowest bidder. When interviewed, Bidder felt that the base bid submitted was true to the cost of construction to build the project and felt that the breaking out by phase was an exercise to evaluate costs (potential miss in phasing, mobilizing, transition between phase 1 and 2).
- Costello indicated there was a miss in the door frames and hardware from the base bid, but indicated they would hold the bid. Magnitude of scale did not merit revising the bid.
- When asked about if they were prepared to enter into a contract with subcontractors, optimistic about lower bid received on HVAC and Electrical bid they received after bid.
- Based out of Columbia, MD, and concerned on staffing project.

Other Bidder Recommendation.

Bids received from Harkins Contracting Inc. and Delmarva Veteran Builders were also reviewed, evaluated, and interviewed. Both bidder's indicated that they were confident with their bids, committed to the work, and contents of their bids appears complete and holistic. Both indicated shortening of project delivery timeline by constructing the building all at once as opposed to phasing, but savings were minimal.

Recommendation for Approval

GMB has evaluated the bid documents received by the three bidders. The three lowest bidders outlined in this recommendation have submitted bids that appear complete and responsible. For construction of the entire project as designed in phases (and/or all at one time without phasing) with prevailing wages, GMB offers a guarded recommendation for Costello Construction of Maryland. Their bid appears holistic and responsible (less the minor omissions accounted for), references attest to their positive work experience with this contractor and suitability for this project, but GMB cannot attest on or behalf of Costello provided our lack experience with this company. For construction of only the first phase of construction with prevailing wages, GMB recommends Harkins Contracting Inc. Similarly if funding sources requiring prevailing wages were removed, then GMB recommends Delmarva Veteran Builders.

These are recommendations prepared on behalf of GMB, award and execution of contract are subject to final selection and approval by the Town Council of Dewey Beach.

Respectfully Submitted,



Deane Townsend, AIA

Supporting Documents

- Attachment 1: Bid Tabulation and Evaluation
- Attachment 2: Bidder Interview and Reference Interviews
- Attachment 3: Bid documents submitted by bidders (separate).

END OF DOCUMENT

TOWN OF DEW

DEWEY BEACH, DE

BID TABULATION

17-Jan-25

FIRM NAME	BID		Alternate Deductions						
	Cost / SF, Phase 2 (5,373 sf)	P/P BOND PREMIUM	ALT. #1 Omit Terrazzo	ALT. #2 Omit Furred Drywall	ALT. #3 Omit LVT / Carpet	ALT. #4 PVC In-Lieu of SS Metal	ALT. #5 Omit 3rd Floor Window	ALT. #6 Omit Ceramic Tile	ALT. #7 HM Door in- lieu of FBG Door
1 Harkins Contracting, Inc.	\$ 489.02	\$99,437.00	-\$39,951.00	-\$39,848.00	-\$4,971.00	\$160,666.00	-\$52,500.00	-\$15,399.00	-\$13,160.00
2 GGI Builders, Inc.	\$ 517.03	\$130,900.00	-\$36,600.00	-\$65,000.00	-\$28,400.00	-\$310,000.00	-\$48,000.00	-\$5,690.00	-\$14,000.00
3 Keller Brothers Inc.	\$ 509.03	\$70,100.00	-\$32,700.00	-\$26,200.00	-\$6,900.00	-\$185,000.00	-\$46,200.00	-\$1,500.00	-\$14,000.00
4 Delmarva Veteran Builders	\$ 566.07	\$152,000.00	-\$75,000.00	-\$61,000.00	\$17,500.00	\$200,000.00	-\$45,000.00	-\$1,000.00	\$50,000.00
5 Costello Construction of Maryland	\$ 297.79	\$80,000.00	-\$105,000.00	-\$40,000.00	-\$10,000.00	-\$110,000.00	-\$18,000.00	-\$9,000.00	-\$19,000.00
6 Emory Hill & Company, Inc.	\$ 559.28	\$236,440.00	-\$25,000.00	-\$30,000.00	\$40,000.00	-\$130,000.00	-\$40,000.00	\$0.00	\$110,000.00
7 The Whayland Company, LLC	\$ 604.88	\$145,000.00	-\$27,000.00	-\$88,300.00	-\$22,000.00	-\$170,000.00	-\$48,800.00	\$17,000.00	-\$13,000.00
8 AVERAGE		\$130,553.86	-\$48,750.14	-\$50,049.71	-\$2,110.14	-\$77,762.00	-\$42,642.86	-\$2,227.00	\$12,405.71
100% EST.									
Difference between highest and lowest bid									

TOWN OF DEW
DEWEY BEACH, DE
BID TABULATION
17-Jan-25

FIRM NAME	Alternate Deductions					1ST PHASE COST EXC. PREV. WAGES (% prev wage in base bid)	2ND PHASE COST EXC. PREV. WAGES (% prev wage in base bid)	TOTAL AMOUNT OF PREV. WAGES OF BASE BID
	ALT. #8 Omit Elevator #2	ALT. #9 Ballistic Glazing	ALT. #10 Prevailing Wages - P1	ALT. #11 Prevailing Wages - P2	ALT. #12 Eliminate Phasing			
1 Harkins Contracting, Inc.	-\$144,700.00	-\$72,620.00	-\$924,989.00	-\$296,716.00	-\$77,203.00	\$8,297,311.00 11%	\$2,330,784.00 13%	24%
2 GGI Builders, Inc.	-\$205,079.00	-\$68,584.00	-\$515,551.00	-\$140,216.00	-\$25,000.00	\$9,815,545.00 5%	\$2,637,765.00 5%	11%
3 Keller Brothers Inc.	-\$115,500.00	-\$68,000.00	-\$557,000.00	-\$159,000.00	-\$102,400.00	\$9,051,000.00 6%	\$2,576,000.00 6%	12%
4 Delmarva Veteran Builders	-\$90,000.00	-\$29,500.00	-\$975,000.00	-\$315,000.00	\$0.00	\$8,278,500.00 12%	\$2,726,500.00 12%	23%
5 Costello Construction of Maryland	-\$135,000.00	-\$60,000.00	-\$770,000.00	-\$145,000.00	-\$413,000.00	\$8,710,000.00 9%	\$1,455,000.00 10%	19%
6 Emory Hill & Company, Inc.	-\$100,000.00	-\$30,000.00	-\$575,000.00	-\$130,000.00	-\$100,000.00	\$8,750,000.00 7%	\$2,875,000.00 5%	11%
7 The Whayland Company, LLC	-\$107,000.00	-\$99,600.00	-\$682,000.00 \$8,660,000.00	-\$427,000.00 \$2,830,000.00	-\$471,000.00 \$12,130,000.00	\$8,668,000.00 8%	\$2,823,000.00 15%	23%
8 AVERAGE	-\$128,182.71	-\$61,186.29	-\$714,220.00	-\$230,418.86	-\$169,800.43	\$8,795,765.14 8%	\$2,489,149.86 9%	17%
100% EST.						\$ 7,212,874.47	\$ 1,843,916.35	22% 35%
Difference between highest and lowest bid								

TOWN OF DEW
DEWEY BEACH, DE
BID TABULATION
17-Jan-25



FIRM NAME	Unit Prices				Subcontractor List	DE License	10% BID BOND (AIA)	AIA A305
	Unit Price #5 Misc. 4,500 psi Concrete (CY)	Unit Price #6 Modified Proctor Tests (Ea.)	Unit Price #7 Field Density Tests (Ea.)	Unit Price #8 Concrete Field Test Cylind. (Ea.)				
1 Harkins Contracting, Inc.	\$20,500.00	\$1,500.00	\$2,200.00	\$3,300.00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2 GGI Builders, Inc.	\$42,024.00	\$1,254.00	\$880.00	\$880.00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3 Keller Brothers Inc.	\$20,350.00	\$1,320.00	\$880.00	\$880.00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
4 Delmarva Veteran Builders	\$7,500.00	\$1,200.00	\$6,300.00	\$2,900.00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
5 Costello Construction of Maryland	\$70,000.00	\$12,000.00	\$6,000.00	\$5,000.00	<input checked="" type="checkbox"/>	* <input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
6 Emory Hill & Company, Inc.	\$88,000.00	\$2,400.00	\$2,200.00	\$8,300.00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
7 The Whyland Company, LLC	\$21,275.00	\$1,380.00	\$920.00	\$920.00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
8 AVERAGE	\$38,521.29	\$3,007.71	\$2,768.57	\$3,168.57	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
100% EST.					<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Difference between highest and lowest bid								

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Questions for Potential Contractor – Costello Construction of Maryland.
DEWEY BEACH TOWN HALL, POLICE, & EMS
1505 COASTAL AVE
DEWEY BEACH, DELAWARE

GMB FILE No. 220242.A0

Friday, January 24th, 2025 at 11:30 A.M.

A meeting was held to clarify the following items from Costello's bid.

1. Do you feel confident with the bid you submitted?
 - a. Mostly. Single potential oversight was the door hardware and frames, but upon review believes the miss is diminutive to the magnitude of scale of the entire budget. Not considering revising their bid or messing with their bonds over this (note \$200 million issue for this project, but company has capacity up to \$500 million).
2. Is there anything you feel that was overlooked or requires further clarification from your bid that might impact the cost?
 - a. Confident with the cost. Admits that cost was derived as what they valued for the total cost of construction factoring in prevailing wages. When asked about why second phase cost of work was noticeably lower than other bids (approx.. \$1 million), bidder viewed the phasing of construction more as an informational exercise to assess costs (i.e. broken down by % of work that phase represented). Prevailing wages factored into bid, but question if there is not a way to remove prevailing wages. Surprised that "NYC wages" are required for small project in Sussex County DE. Interview later brought up the consideration for building all at one time and omit phasing, and bidder was notably more optimistic (and seemingly relieved) with entertaining this option for logistics. Clarified the unit costs 1, 5, + 6 that were notably higher. Went high for 1 thinking there would be a lot of cut fill having to be removed and trucked off the site; went high for #5 under the uncertainty of needing 4500 psi concrete at 3rd floor of PT structure and tests accordingly for that in unit price #6. There was also comment that he felt pressured to drive down costs as much as possible, provided the news article issued back during the early design for estimated construction around \$7 million.
3. Prepare and submit schedule of values?
 - a. To be prepared.
4. Do you feel the amount of days submitted is accurate? Anticipated delays and time reductions?
 - a. Feels the days provided is accurate, caveated summer works stops. Optimistic of being able to pour concrete during summer time, but drive piles before hand. Really wishes the Town would consider constructing all at once. Would be a huge savings for Town, and completion of the entire construction would be more in line with delivery around 14 months. Would even accommodate temporary partitions for Town use during construction (not sure how that would be permitted until achieving C of O).

5. Are you committed to working with the subcontractors submitted for bid?
 - a. They are, but without hesitation noted they received a bid from a mechanical and electrical contractor after bid submissions.
6. Can you provide change order percentages for the projects listed with your qualification statement?
 - a. Went straight for the fact on most projects like to sit down with owner and architect up front, iron out all kinks, before beginning construction (this was noted by references). Costello does not like to nickel-and-dime people throughout a project, too much time and no satisfaction. Wants to avoid change orders, create RFIs, or deal with a lot of supplemental information on a project. Very much of the firm opinion that RFIs on a project are a kiss of death.
7. Will manpower be an issue with this project?
 - a. Adequately staffed. Will have a full time superintendent and assistant on site, intermittent visits by project manager. Though headquartered in Columbia, Costello does have a house in Rehoboth. His son (superintendent) will be staying there for duration of the project.
8. What is your company's selling point?
 - a. Very traditional GC. Still believes in bidding process and general contracting, but very much into self-performing the work and controlling the quality of project delivery. Obsessed with quality and does not accept subpar standard performance. Been doing this for 32 years, has not defaulted on his business, owns all of their construction equipment, does not have any debt. Available 24/7

END OF MEETING MINUTES

CONTINUATION SHEET

AIA Document G702, APPLICATION AND CERTIFICATE FOR PAYMENT, containing Contractor's

signed Certification is attached.

In tabulation below, amounts are stated to the nearest dollar.

Use Column 1 on Contracts where variable retainage for line items may apply.

Invoice Number:

Invoice Date:

Period to:

Purchase Order No.:

A Item No. (Section)	B DESCRIPTION OF WORK	C SCHEDULE OF VALUES	D WORK COMPLETED		F MATERIALS PRESENTLY STORED (NOT IN D OR E)	G TOTAL COMPLETED AND STORED TO DATE (D+E+F)	H % (G/C)	I BALANCE TO FINISH (C - G)	J RETAINAGE CURRENT PERIOD	K RETAINAGE	L NOTES
			FROM PREVIOUS APPLICATIONS (D+E)	THIS PERIOD							
1	General Condition	\$1,058,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	1,058,000.00	0.00	0.00	
2	Demolition	\$21,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	21,000.00	0.00	0.00	
3	Footings	\$303,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	303,000.00	0.00	0.00	
4	Foundation Walls	\$104,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	104,000.00	0.00	0.00	
5	Super Structure	\$1,252,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	1,252,000.00	0.00	0.00	
6	Steel/Misc Metals	\$189,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	189,000.00	0.00	0.00	
7	Rough Carpentry	\$34,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	34,000.00	0.00	0.00	
8	Light Gauge Trusses	\$32,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	32,000.00	0.00	0.00	
9	Finish Carpentry/Cabinets	\$89,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	89,000.00	0.00	0.00	
10	Waterproofing	\$8,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	8,000.00	0.00	0.00	
11	Air/Vapor Barrier	\$134,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	134,000.00	0.00	0.00	
12	Fiber Cement Siding	\$378,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	378,000.00	0.00	0.00	
13	Roofing	493,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	493,000.00	0.00	0.00	
14	Caulking/Sealants	22,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	22,000.00	0.00	0.00	
15	Doors, Frames, Hardware	247,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	247,000.00	0.00	0.00	
16	Coiling Counter Door	6,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	6,000.00	0.00	0.00	
17	Bi Fold Doors	168,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	168,000.00	0.00	0.00	
18	Windows and Storefronts	267,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	267,000.00	0.00	0.00	
19	Foundation Flood Vents	3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	3,000.00	0.00	0.00	
20	Gypsum Assemblies/ACT	1,674,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	1,674,000.00	0.00	0.00	
21	Flooring	93,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	93,000.00	0.00	0.00	
22	Terrazzo	143,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	143,000.00	0.00	0.00	
23	Painting	98,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	98,000.00	0.00	0.00	
24	Concrete Floor Finishes	17,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	17,000.00	0.00	0.00	
25	Signs	18,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	18,000.00	0.00	0.00	
26	Toilet Compartments	10,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	10,000.00	0.00	0.00	
27	Corner Guards	3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	3,000.00	0.00	0.00	
28	Bullet Resistant Panels	119,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	119,000.00	0.00	0.00	
29	Emergency Specialties Cabinets	8,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	8,000.00	0.00	0.00	
30	Lockers	11,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	11,000.00	0.00	0.00	
31	Fire Extinguishers/Cabinets	3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	3,000.00	0.00	0.00	
32	Flagpoles	6,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	6,000.00	0.00	0.00	
33	Toilet and Bathroom Accessories	13,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	13,000.00	0.00	0.00	
34	Detention Equipment	64,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	64,000.00	0.00	0.00	
35	Solar Shades	15,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	15,000.00	0.00	0.00	
36	Elevators	259,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	259,000.00	0.00	0.00	
37	Sprinkler	149,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	149,000.00	0.00	0.00	
38	Plumbing	402,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	402,000.00	0.00	0.00	
39	Oil Separator	30,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	30,000.00	0.00	0.00	
40	HVAC	1,231,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	1,231,000.00	0.00	0.00	
41	Electrical	977,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	977,000.00	0.00	0.00	
42	Sediment Control	11,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	11,000.00	0.00	0.00	

CONTINUATION SHEET

AIA Document G702, APPLICATION AND CERTIFICATE FOR PAYMENT, containing Contractor's signed Certification is attached.
 In tabulation below, amounts are stated to the nearest dollar.
 Use Column 1 on Contracts where variable retainage for line items may apply.

Invoice Number:

Invoice Date:

Period to:

Purchase Order No.:

A Item No. (Section)	B DESCRIPTION OF WORK	C SCHEDULE OF VALUES	D WORK COMPLETED		F MATERIALS PRESENTLY STORED (NOT IN D OR E)	G		H BALANCE TO FINISH (C - G)	RETAINAGE CURRENT PERIOD	I RETAINAGE	NOTES
			FROM PREVIOUS APPLICATIONS (D+E)	THIS PERIOD		TOTAL COMPLETED AND STORED TO DATE (D+E+F)	% (G/C)				
43	Site work/Grading	31,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	31,000.00	0.00	0.00	
44	Miscellaneous Site Demo	17,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	17,000.00	0.00	0.00	
45	Piles	540,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	540,000.00	0.00	0.00	
46	All Paving/Sidewalks/C&G	93,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	93,000.00	0.00	0.00	
47	Utilities	81,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	81,000.00	0.00	0.00	
48	Landscaping (seeding)	4,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	4,000.00	0.00	0.00	
49	Performance/Payment Bonds	80,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	80,000.00	0.00	0.00	
50	Insurances	72,000.00	\$0.00	\$0.00	\$0.00	\$0.00	0%	72,000.00	0.00	0.00	
Base Contract Amount		11,080,000.00	0.00	0.00	0.00	0.00	0%	11,080,000.00	0.00	0.00	
Change Orders											
Total Change Orders											
TOTAL CONTRACT AMOUNT		11,080,000.00	0.00	0.00	0.00	0.00	0%	11,080,000.00	0.00	0.00	

SUBJECT:	
DATE:	
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Any additional comments/input to share?	

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A. REGGIE MARINER, JR., P.E.
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CHRISTOPHER J. PFEIFER, P.E.
BENJAMIN K. HEARN, P.E.

Questions for Potential Contractor – Harkins Contracting Inc.
DEWEY BEACH TOWN HALL, POLICE, & EMS
1505 COASTAL AVE
DEWEY BEACH, DELAWARE

GMB FILE No. 220242.A0

Wednesday, January 22nd, 2025 at 4:15 P.M.

A meeting was held to clarify the following items from Harkins Contracting Inc. bid.

In attendance:

1. Do you feel confident with the bid you submitted?
 - a. Yes. Feels bid is inclusive of the scope of the project.
2. Is there anything you feel that was overlooked or requires further clarification from your bid that might impact the cost?
 - a. Nothing glaring to the best of their knowledge.
3. Prepare and submit schedule of values?
 - a. To be submitted.
4. Do you feel the amount of days submitted is accurate? Anticipated delays and time reductions?
 - a. Feels adequately provided. Note, time can be shortened if constructed as one phase and not phased out, estimates around 18 months in lieu of the proposed 21 months between two phases. Needs 1 month to mobilize.
5. Are you committed to working with the subcontractors submitted for bid?
 - a. Yes, does not anticipate substitutions.
6. Can you provide change order percentages for the projects listed with your qualification statement?
 - a. To be provided.
7. Will manpower be an issue with this project?
 - a. Well-staffed and does not anticipate any issues with availability. Dedicated personnel on site.
8. What is your companies selling point?
 - a. Known in the area for PT concrete, will perform work (concrete) in house to help control schedule and project delivery. Very familiar with the area and have taken into consideration the summer work schedule and how to navigate construction around that time. Feel that bid is complete and representative for the scope of the work.

END OF MEETING MINUTES

SUBJECT:	
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Questions for Potential Contractor – Delmarva Veteran Builders.
DEWEY BEACH TOWN HALL, POLICE, & EMS
1505 COASTAL AVE
DEWEY BEACH, DELAWARE

GMB FILE No. 220242.A0

Friday, January 24th, 2025 at 10:00 A.M.

A meeting was held to clarify the following items from DVB's bid.

1. Do you feel confident with the bid you submitted?
 - a. Yes, DVB feels confident in bid submitted. It was noted that the potential values in savings for alternates 10 (savings on phase 1 of construction if prevailing wages were omitted) and alternate 11 (savings on phase 2 of construction if prevailing wages were omitted) were two times greater than other bidders, which DVB confirmed they felt confident in those values.
2. Is there anything you feel that was overlooked or requires further clarification from your bid that might impact the cost?
 - a. Feels bid submitted was holistic and represented a true and honest bid.
3. Prepare and submit schedule of values?
 - a. To be provided.
4. Do you feel the amount of days submitted is accurate? Anticipated delays and time reductions?
 - a. The days submitted appear accurate, and padded additional time to account for non-work constraints.
5. Are you committed to working with the subcontractors submitted for bid?
 - a. Yes.
6. Can you provide change order percentages for the projects listed with your qualification statement?
 - a. Ocean City Fire Station #3 (Town of Ocean City) – 5.7% of final contract value was related to Change Orders – note that Owner had a contingency for extra's of \$250,000 that is within the percentage above – these were added items they had Delmarva Veteran Builder's procure on their behalf – i.e. FF&E, upgrades to finishes, decorative/accent lighting, revisions to Coastal Highway Median and Sidewalk along Coastal not in the original design but added for ease of the Town.

Hertrich Buick GMC of Salisbury (Hertrich Family of Automotive Dealerships) – 9.4% of final contract value was related to Change Orders. This project had unknown structural issues with the existing building that had to be reengineered. We changed the structure during construction that was not planned in design.

Staybridge Inn & Suites (H&R Hospitality) – 16% of final contract value was related to Change Orders. Please note, 63% of the 16% is due to mold mitigation/water damage that caused the entire building to be gutted due to the unknown severity, along with structural steel reinforcement due to degradation from years of water damage.

7. Will manpower be an issue with this project?
 - a. Project will be adequately staffed and local to the area. No issues with site being unattended.

8. What is your company's selling point?
 - a. Local to the area. Familiar with conditions and constraints of the Town and surrounding area. DVB is invested and team player, and looks forward to working with the Town of Dewey Beach. We are a team of GRITTY construction professionals that will do whatever it takes to get the job done. We are team oriented and love a challenge. We will put your client first.

END OF MEETING MINUTES

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