



October 17, 2019

GUILFORD COUNTY BEHAVIORAL HEALTH CENTER

EXECUTIVE SUMMARY BID PACKAGE NO. 1

Samet Corporation as Construction Manager for Guilford County is pleased to present award recommendations for the Bid Package No. 1 issued for the New Guilford County Behavioral Health Center. Sealed bids were received from Pre-Qualified Bidders on September 25, 2019 and October 15, 2019. All Trade Bid Packages were opened publicly and read aloud.

Samet Corporation recommends awarding Trade Bid Packages as listed below. Additionally, please note the following Trade Bid Packages depict the lowest combinations of bids for the project; and therefore, provide the maximum savings to Guilford County.

I. BID PACKAGE NO. 1 BID RESULTS

Trade Bid Packages Summary

Total of six (6) Trade Bid Packages were advertised and bid.
A total of twenty-seven (27) bids were received during the bidding process.
Average Bids per Trade Package: Five (5)

Trade Bid Packages Award Recommendations

01C General Trades & Final Cleaning Combination Package:

CB&H Contracting:	\$76,560.00
1201 Aversboro Rd	
Suite H-101A	
Garner, NC 27529	
MWBE Status: MBE (B)	

32B Earthwork Grading & Storm Drainage, Water & Sewer, Asphalt Paving G&G:

Smith & Jennings:	\$1,896,721.00
1020 Hedgecock Rd	
High Point, NC 27265	

*Refer to attached Trade Bid Summary Award Recommendation for bid specifics.

II. MWBE PARTICIPATION SUMMARY – BID PACKAGE NO. 1

Trade Package and Allowance Summary

Total Base Bid Trade Bid Packages Cost (without Alternate)	\$1,973,281.00
Total Trade Bid Package Alternate Cost	\$363,662.00
Total Allowances Cost	\$991,388.00
Total Bid Package No. 1 Cost	\$3,328,331.00

MWBE Cost Breakdown

MWBE Base Bid Trade Packages Participation (Base Bid without Alternate & Allowances)

MWBE Status	Cost	MWBE Participation
MBE (B)	\$117,975.00	5.98%
WBE	\$69,300.00	3.51%
Total MWBE BP No. 1	\$187,275.00	9.49%

MWBE Trade Package Participation (Base Bid & Alternate without Allowances)

MWBE Status	Cost	MWBE Participation
MBE (B)	\$117,975.00	5.05%
WBE	\$69,300.00	2.97%
Total MWBE BP No. 1	\$187,275.00	8.02%

MWBE Trade Package Participation (Base Bid, Alternate & Allowances)

MWBE Status	Cost	MWBE Participation
MBE (B)	\$120,050.00	3.61%
WBE	\$197,400.00	5.93%
Total MWBE BP No. 1	\$317,450.00	9.54%

MWBE EFFORTS

Samet Corporation put together a project specific nine-page HUB Plan stating a project goal of 25% for the project. The MWBE Plan consist of Samet's Plan, Purpose and Objective, Past Experience, Project MWBE Participation Goals, the Plan Administration, our Research and Investigation of the Guilford County MWBE Market, Active Recruitment Strategy, Contractor's College and Technical Assistance, Tailored Trade Packages, our Financial and Bonding Assistance Program, our Second Tier Strategy approach and Reporting Process to the County.

Samet Corporation also has an active MWBE Protégé Program for the Guilford Behavioral Health Project. The protégé is a local MBE – Gilgeours Construction Lisa Gilgeours. The Protégé

has been active all through Preconstruction and will continue through Construction. The Protégé will receive \$19,398.00 for Construction Services and will gain experience with such things as:

1. Assisting with Subcontractor RFIs and Learning how the RFIs are properly posted to the drawings.
2. Posting RFI's and updating construction drawings.
3. Assisting with the development of Subcontractor Meeting Minutes and handouts for the Weekly Meetings. Learning why this is important
4. Working with the Project Engineer on proper documentation during pre-install meetings.
5. Learning what is good documentation and what questions to ask
6. Assist and learning the Project Closeout process
7. Sitting in on Daily Tool Box & Safety Talks
8. Working with the Superintendent on scheduling Pre-Install Meetings
9. Daily walk of the site with the Superintendent looking at what is considered a problem; what are the solutions and where we are according to schedule
10. Assisting with the development of the look ahead schedules and learning how they compare with the overall construction schedule
11. Sitting in on all weekly subcontractor meetings
12. Making sure the Superintendent is aware of subcontractor schedule impacts and what they plan to do to overcome any weather challenges, etc.
13. Develop three weekly look-ahead schedules with Samet Superintendent oversight
14. Working closely with the Project Manager on monthly billings and learning the process
15. Learning to review subcontractor pay applications
16. Making sure MWBE Contractors who are on quick pay are paid accordingly
17. Learning what goes into planning for an OAC Meeting
18. Reviewing Sales Tax Reports
19. Completion of three Month Pay Applications to the Owner with Samet PM oversight
20. Watching and learning how material goes in place and what man power requirements are needed to stay on schedule
21. Discussing with the Foreman daily on where they are and what is their expectations for today
22. Asking when deliveries are expected and what is needed from Samet
23. Discussing work schedules for the week and weekends
24. Tracking Project MWBE Participation & Reporting with Diversity Manager

III. SCHEDULE STATUS

Bid Package No. 1 – Pending award on 10/17/19 anticipated mobilization week of 10/21/19 with onsite grading and erosion control to commence shortly thereafter.

Bid Package No. 2 – Currently advertised with anticipated receipt of bids toward the end of October/First week in November remaining work to commence following approval of the Final GMP.



TRADE BID SUMMARY AWARD RECOMMENDATION

DATE: 10/17/19

BID PACKAGE 1 - Trade Bid Summary

Guilford County Behavioral Health Center

Trade Package	Subcontractor	Base Bid with Alternate (without Allowances)	Estimated Total Allowances	1st Tier MWBE Amount (In Base Bid)	2nd Tier MWBE Amount (In Base Bid)	2nd Tier MWBE Estimated Amount (In Allowances)
01C General Trades & Final Cleaning - GCBHC	CB&H	\$76,560.00	N/A	\$76,560.00		
32B Earthwork Grading & Storm Drainage, Water & Sewer, Asphalt Paving G&G Combined	Smith and Jennings	\$1,896,721.00	\$991,388.00		\$91,317.00	\$130,175.00
	Total	\$1,973,281.00	\$991,388.00	\$76,560.00	\$91,317.00	\$130,175.00

Alternates				
Description(s)		Base Bid		2nd Tier MWBE Amount
(ADD) Alternate - Sandhills Site Improvements (included in Base Bid above)		\$363,662.00		
	Total	\$363,662.00		



Trade Package Bid Tabulation

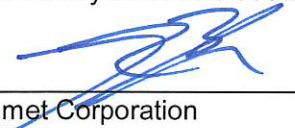
DATE: 09/25/19

01A General Trades - GCBHC BID PACKAGE 1

Guilford County Behavioral Health Center

Pre-Qualified Bidder(s)	Base Bid	Addendums No.1 - 4 Received (Yes / No)	Bid Bond Included (Yes/ No / N/A)	MWBE Included (Yes / No)
CB&H ⁽¹⁾	\$120,000.00	Yes	N/A	Yes
Transmater Services ⁽¹⁾	\$160,211.00	Yes	N/A	Yes
Affordable Janitorial & Maintenance ⁽¹⁾	\$164,225.00	Yes	N/A	Yes
American Building Services ⁽¹⁾	\$102,000.00	Yes	N/A	Yes

It is hereby certified that this is a true representation of the bids received for the above referenced trade package for Guilford County Behavioral Health Center.



Samet Corporation
Construction Manager
9/27/2019

Footnotes:

(1) Reference Bid Package "01C General Trades & Final Cleaning Combination" for lowest bid combination; resulting in savings for Guilford County. These bids are for information only.



Trade Package Bid Tabulation

DATE: 09/25/19

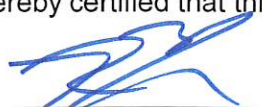
01B Final Cleaning - GCBHC

BID PACKAGE 1

Guilford County Behavioral Health Center

Pre-Qualified Bidder(s)	Base Bid	Addendums No.1 - 4 Recevied (Yes / No)	Bid Bond Included (Yes/ No / N/A)	MWBE Included (Yes / No)
Embassage ⁽¹⁾	\$12,800.00	Yes	N/A	Yes
CB&H ⁽¹⁾	\$13,500.00	Yes	N/A	Yes
Affordable Janitorial & Maintenance ⁽¹⁾	\$13,950.00	Yes	N/A	Yes
American Building Services ⁽¹⁾	\$14,000.00	Yes	N/A	Yes
Transmarter Services ⁽¹⁾	\$14,000.00	Yes	N/A	Yes

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Samet Corporation
Construction Manager
9/27/2019

Footnotes:

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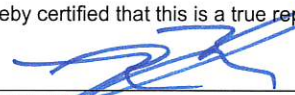
Trade Package Bid Tabulation
BID PACKAGE 1

DATE: 09/25/19

01C General Trades & Final Cleaning Combined - GCBHC & SH
Guilford County Behavioral Health Center & Sandhills

Pre-Qualified Bidder(s)	Base Bid	Addendums No.1 - 4 Recevied (Yes / No)	Bid Bond Included (Yes/ No / N/A)	MWBE Included (Yes / No)
CB&H Contracting ⁽²⁾	\$243,000.00	Yes	N/A	Yes
Affordable Janitorial & Maintenance	\$339,100.00	Yes	N/A	Yes
Transmater Services	\$348,422.00	Yes	N/A	Yes
American Building Services ⁽¹⁾	\$155,100.00	Yes	N/A	Yes

It is hereby certified that this is a true representation of the bids received for the above referenced trade package for Guilford County Behavioral Health Center.



Samet Corporation
Construction Manager
9/27/2019

Footnotes:
(1) American Building Services (ABS) - Following receipt of the bids this bidder notified the Construction Manager of a bid error and respectively withdrew it's bid from consideration. Their bid was deemed invalid by the Construction Manager. See attached letter dated 9/27/19 withdrawing ABS's bid.
(2) CB&H Contracting - Subsequent to receipt of the bids and a successful post bid review; the Construction Manager recommends award of this scope of work to CB&H Contracting in the amount of \$76,560.00. This amount was adjusted using unit rates received at opening of the bids and is based on anticipated project needs and separation of the Sandhills portion of the bid amount. See Bid Summary Award Recommendation sheet for specifics.



Trade Package Bid Tabulation

DATE: 10/17/19

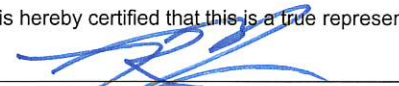
31A - Earthwork & Storm Drainage & Site Water, Sewer Utilities

Bid Package 1

Guilford County Behavioral Health Center

					Bid Alternates	
Pre-Qualified Bidder(s)	Base Bid	Addendums No. 1 - 2 Recevied (Yes / No)	Bid Bond Included (Yes / No / N/A)	MWBE Included (Yes / No)	Breakout Cost Bio-Retention Area	Alternate Sandhills Site Improvements
Smith & Jennings ⁽¹⁾	\$1,960,816.00	Yes	Yes	Yes	\$337,674.00	\$258,584.00
Ace-Avant ⁽¹⁾	\$2,161,986.00	Yes	Yes	Yes	\$245,086.00	\$201,694.00
Hennings Construction ⁽¹⁾	\$2,597,655.00	Yes	Yes	Yes	\$346,291.00	\$352,125.00
Triangle Grading and Paving ⁽¹⁾	\$3,064,931.23	Yes	Yes	Yes	\$305,168.42	\$255,093.35
Thomas Stanley Grading & Hauling ⁽¹⁾	\$3,164,536.00	Yes	Yes	Yes	\$347,200.00	\$287,818.00

It is hereby certified that this is a true representation of the bids received for the above referenced trade package for the Guilford County Behavioral Health Center.


Samet Corporation
Construction Manager
10/17/2019

Footnotes:

(1) Reference Bid Package "32B Earthwork Grading & Storm Drainage, Water & Sewer, Asphalt Paving C&G Combined" for lowest bid combination; resulting in savings for Guilford County. These bids are for information only.



Trade Package Bid Tabulation

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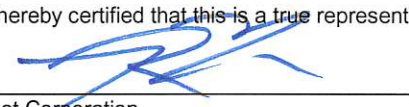
32A - Asphalt Paving Curb & Gutter

Bid Package 1

Guilford County Behavioral Health Center

					Bid Alternates	
Pre-Qualified Bidder(s)	Base Bid	Addendums No. 1 - 2 Received (Yes / No)	Bid Bond Included (Yes / No / N/A)	MWBE Included (Yes / No)	Breakout Cost Bio-Retention Area	Alternate Sandhills Site Improvements
Yadkin Valley ⁽¹⁾	\$236,095.70	Yes	Yes	Yes	N/A	\$105,904.72
Ruston Paving ⁽¹⁾	\$256,450.00	Yes	Yes	Yes	N/A	\$142,550.00
Triangle Grading & Paving ⁽¹⁾	\$469,388.61	Yes	Yes	Yes	N/A	\$189,335.79
APAC-Atlantic ⁽¹⁾	\$547,695.00	Yes	Yes	Yes	N/A	\$190,340.00

It is hereby certified that this is a true representation of the bids received for the above referenced trade package for the Guilford County Behavioral Health Center.


Samet Corporation
Construction Manager
10/17/2019

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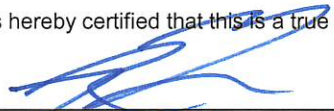
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Bid Package 1

Guilford County Behavioral Health Center

					Bid Alternates	
Pre-Qualified Bidder(s)	Base Bid	Addendums No. 1 - 2 Received	Bid Bond Included (Yes/ No/ N/A)	MWBE Included (Yes / No)	Breakout Cost Bio-Retention Area	Alternate Sandhills Site Improvements
Smith & Jennings ⁽¹⁾	\$2,186,773.88	Yes	Yes	Yes	\$337,674.00	\$363,662.00
Ace-Avant	\$2,445,498.00	Yes	Yes	Yes	\$245,086.00	\$362,774.00
Hennings Construction	\$2,856,907.00	Yes	Yes	Yes	\$346,291.00	\$474,652.00
Thomas Stanley Grading & Hauling	\$3,459,601.20	Yes	Yes	Yes	\$347,200.00	\$407,832.40
Triangle Grading and Paving	\$3,464,962.78	Yes	Yes	Yes	\$305,168.42	\$444,426.05

It is hereby certified that this is a true representation of the bids received for the above referenced trade package for the Guilford County Behavioral Health Center.



Samet Corporation
Construction Manager
10/17/2019

Footnotes:

(1) Smith & Jennings - Subsequent to receipt of the bids and a successful post bid review; the Construction Manager recommends award of this scope of work to Smith & Jennings in the amount of \$1,896,721.00 excluding Allowances. This amount includes the Base Bid scope of work, Bio Cell Breakout Cost, and Alternate for Sandhills Improvements. See Bid Summary Award Recommendation sheet for specifics.



September 27th, 2019

Jennifer Hart
Samet Corporation
309 Gallimore Dairy Rd, Ste 102
Greensboro, NC 27409

RE: 01C General Trades & Final Cleaning
Combination Trade Package for GCBHC & Sandhills Center

Dear Jennifer,

Please let this letter serve as official notice that American Building Services (ABS) is retracting our bid for 01C General Trades & Final Cleaning for the above referenced project due to a Bid Error.

Although we regret not being able to work with you on this project we do appreciate the opportunity to bid. And we look forward to future opportunities with Samet Corporation.

If you wish to discuss further or need any additional information please contact me at (336) 202-0735.

Sincerely,

A handwritten signature in black ink that reads 'Melissa Dolesh'.

Melissa Dolesh
VP - Sales
mdolesh@abscleans.com