



November 19, 2019

GUILFORD COUNTY BEHAVIORAL HEALTH CENTER

EXECUTIVE SUMMARY BID PACKAGE NO. 2

Samet Corporation as Construction Manager for Guilford County is pleased to present our estimate comparison and award recommendations for the Bid Package No. 2 issued for the New Guilford County Behavioral Health Center. Sealed bids were received from Pre-Qualified Bidders on October 7, 2019 and October 14, 2019. All Trade Bid Packages were opened publicly and read aloud.

Samet Corporation recommends awarding Trade Bid Packages as attached on the Bid Package No. 2 Trade Bid Package Award Recommendation Summary. 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 & 2 BID RESULTS VS FINAL COST ESTIMATE

Final Cost Estimate BP 1 & 2

- \$14,904,765.00

Bid Packages 1 & 2 Results Final GMP

- \$15,068,888.00.

Final bid results are approximately 1% of our Final Cost Estimate

II. BID PACKAGE NO. 2 BID RESULTS

Trade Bid Packages Summary

Total of forty-one (41) Trade Bid Packages were advertised and bid.
A total of one hundred one (101) bids were received during the bidding process.
Average Bids per Trade Package: Three (3)

Trade Bid Packages Award Recommendations

*Reference attached Trade Bid Package Award Recommendation Summary:

III. MWBE PARTICIPATION SUMMARY – BID PACKAGE NO. 1 & 2**Trade Package and Allowance Summary**

Total Base Bid Trade Bid Packages Cost \$11,545,386.00

MWBE Cost Breakdown**MWBE Trade Package Participation (Trade Package Cost)**

MWBE Status	Cost	MWBE Participation
MBE	\$3,202,512.05	28%
WBE	\$2,610,906.00	22%
Total MWBE	\$5,813,418.05	50%

MWBE Trade Package Participation (Overall GMP)

MWBE Status	Cost	MWBE Participation
MBE	\$3,202,512.05	22%
WBE	\$2,610,906.00	17%
Total MWBE	\$5,813,418.05	39%

*Reference attached MWBE Results & Good Faith Efforts Summary for a detailed breakdown:

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 \$37,038.00 for Preconstruction and 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 manpower 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

IV. SCHEDULE STATUS

Bid Package No. 1 – Mobilized onsite 10/21/19. Phase 1 erosion control measures are installed and commencing grading activities.

Bid Package No. 2 – Work to commence following approval of the Final GMP. Anticipate starting foundations mid-January 2020.



Guilford County Behavioral Health Center
Trade Bid Package Award Recommendations Summary
Bid Package #2

Guilford County Behavioral Health Center 11/19/2019

Samet Project No.: 19-097

Construction Cost by Trade Package	Company	Award Amount	First Tier MWBE Category
03A Concrete Foundations & Slabs	Honducum Garner, NC	\$ 556,413	H
04A Masonry	Brodie Contractors Raleigh, NC	\$ 516,000	B
05A Structural & Misc. Steel	Structural Steel of Carolina Winston-Salem, NC	\$ 481,237	F
06B Millwork & Casework	Prestige Millwork Star, NC	\$ 248,155	
07A Waterproofing & Joint Sealants	Southern Paint & Waterproofing Greensboro, NC	\$ 50,000	F
07B Roofing System & Metal Panels	Eastern Corporation Youngsville, NC	\$ 688,000	A
07F Fireproofing	South Atlantic Fireproofing Greensboro, NC	\$ 22,222	
08A HM Doors, Frames, Hdwr & FP Specialties	Cook & Boardman Winston-Salem, NC	\$ 584,000	
08B Aluminum Storefront, Glass & Glazing	S&S Glazing Greensboro, NC	\$ 565,250	
09A Drywall & Ceilings	Shields Winston-Salem, NC	\$ 1,443,650	
09B Carpet, Resilient & Hard Tile	Flooring Solutions Indian Trail, NC	\$ 391,228	
09H Paint & WC	High Point Paint Services Archdale, NC	\$ 168,000	F
10A Signage	AOA Yadkinville, NC	\$ 10,819	F
10C Toilet Accessories, Specialties, Wall/Door Protection & Curtain Tracks	Sterling Construction Winston-Salem, NC	\$ 140,700	B
10D Operable Partitions & Metal Lockers	M. Michaels Elks Co. Greensboro, NC	\$ 43,008	
10G Awnings & Canopies	CSC Awnings Winston-Salem, NC	\$ 80,465	
14A Elevator	Thyssen Krupp Greensboro, NC	\$ 136,000	
21A Fire Protection	Sentry Fire Protection Asheboro, NC	\$ 116,170	
22A Plumbing	Piedmont Performance Plumb. King, NC	\$ 790,980	H
23A HVAC	Systems Contracting Greensboro, NC	\$ 1,095,900	
26A Electrical	Beco, Inc. High Point, NC	\$ 1,589,000	F
32D Fencing	Piedmont Fence, Inc. Winston-Salem, NC	\$ 21,250	F
32F Site Concrete & Sidewalks	Construction Concept & Design Winston Salem	\$ 122,320	B
32G Landscape	Staniel Key Kernersville, NC	\$ 75,000	
TOTAL		\$ 9,935,767	

*Minority categories: Black, African American (B), Hispanic (H), Asian American (A) American Indian (I), Female (F) Socially and Economically Disadvantaged (D)

MWBE Results & Good Faith Efforts- Guilford County Behavioral Health Center Project

Good Faith Efforts:

Outreach Solicitation:

MWBE Outreach Event - 55 People in Attendance / 14 African American Companies in Attendance

Phone Call Solicitation:

To increase the African American participation on this project 325 follow up calls were made to State Certified African American Companies. (Please see attached call log and notes – highlighted firms represent phone calls made to Triad firms)

Email Solicitation:

To increase the African American participation 457 Emails were sent to African American companies. (See Attached Log)

Prequalification:

125 subcontractors prequalified / 21% were African American companies approved to bid a trade package on the project, which equates to 26 available bids to come from African American companies. All African American companies that submitted a prequalification application were approved to bid.

Results:

MWBE Participation as a Percentage to Trade Packages Bid Out: 50%

MBE Firm Percentage: 28%

- (African American- 10%) - 9 Companies
- (Hispanic- 12%) – 3 Companies
- (Asian American-6%) – 1 Company

WBE Firm Percentage: 22% - 8 Companies