



OAK POINT
ASSOCIATES

architecture
engineering
planning

April 28, 2014

Nathan Poore, Town Manager
Town of Falmouth
271 Falmouth Road
Falmouth, Maine 04105

Dear Nathan:

We have reviewed the bids received for the Crawl Space and Mechanical Improvements project at Falmouth Town Hall and we offer the following observations for your consideration.

- Five bids were received. Three bidders (ABJ, Hardypond, and Crapott's) were lower than Oak Point's total (base bid plus alternates) estimated construction cost of \$414,500; two bidders (Cimino, P.M. Construction) were higher.
- The lowest total bid, considering base bid plus all alternates, is ABJ Contracting (base price of \$208,487 and total of base bid plus alternates of \$302,798). The lowest base bid is Hardypond Construction (base price of \$182,900 and total of base bid plus alternates of \$309,433).
- ABJ's Alternate 1 and 2 prices are considerably lower than the other bidders. This may reflect the fact they are doing the work in-house rather than subcontracting it, but the difference is significant. ABJ's unit price for remediation work is also substantially lower than Hardypond's. Hardypond's price is more in line with the other bidders and may indicate that ABJ's sub-contractor is carrying different licenses and/or insurance than other subcontractors for this work.

We have had experience with ABJ and Hardypond on other projects. Both are reputable contractors. We have found that ABJ requires careful observation during construction to ensure that the contract is executed to specifications. We have no issues with any of the listed sub-contractors.

Our recommendation, especially if you are primarily interested in the base bid work, is that Hardypond provides the best combination of price and quality. Given the small difference in overall price when all bid alternates are considered, this also seems to provide you with the greatest amount of flexibility moving forward with the contract. (As you may know, the project specifications allow you to award or reject the bid alternates within 30 days of the Notice of Award.)

In consideration of the alternates, we recommend that you accept Alternate 3 (crawl space mud slab) as this work would be difficult to conduct at a later date after the work in the crawl space is completed and both contractors' prices are reasonable. Alternates 1 and 2 seem very competitively priced, based on our experience, and we would recommend that you accept these alternates at the current time with

this favorable pricing. Although Alternate 1 (split system) is a greater short-term need, we recommend accepting both Alternates 1 and 2 so that all air handling units are on non-proprietary controls.

We also recommend that you include a 10% construction contingency in your fund request, which will keep the project moving forward in the event of unforeseen conditions.

Please let me know if you have any questions for us, and we look forward to seeing the project move forward!

Regards,

A handwritten signature in black ink, appearing to read "A. DiMatteo", is positioned above the typed name.

Allison Towne DiMatteo, MLLA, LEED AP
Project Manager