

#### **IV. Local Community Business participation in Bid Process**

##### **A. Small Business and Minority Business Enterprise participation**

On June 3, 2016, Greenhut received construction drawings from the design team at 60% completion. At that time, 30 major bid packages were distributed to 250 subcontractors/vendors. Nearly 17% were distributed to SBE's and over 5% were distributed to MBE's. Of those 250+/- bids solicited, 100+/- bids were received and 32 of those bids were from either SBE's or MBE's. Certain bid packages were awarded at this time to lock in escalating prices.

On July 22, Greenhut received construction drawings from the design team at 95% completion. At that time, the remaining 20+/- major bid packages were distributed to 140+/- subcontractor/vendors. Nearly 14% were distributed to SBE's and over 5% were distributed to MBE's. Of those 140+/- bids solicited, 50+/- bids were received and 26 of those bids received were from SBE's or MBE's.

Overall the results of the bid process and award of construction contracts were as follows:

##### **Summary**

30 Major bid packages awarded

12 SBE or MBE sub contractors were recommended for award

Total Direct Construction costs for project	\$32,256,834
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Total awarded to SBE or MBE businesses	\$9,685,699
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##### **B. Local and Regional business participation**

30 Major bid packages awarded

19 awarded to sub/vendors located in Escambia County

3 awarded to subs/vendors located in Santa Rosa, Okaloosa and Walton County

5 awarded to subs/vendors located in Baldwin County – Mobile

2 awarded to subs/vendors in Alabama

1 awarded to sub/vendor in Northeast US

Total Direct Construction costs for project	\$32,256,834
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Total awarded to Escambia County subs/vendors	\$9,234,908
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GENERAL CONTRACTORS • CONSTRUCTION MANAGERS • DESIGN-BUILD CONTRACTORS

**VT Mobile Aerospace Engineering MRO Facility at Pensacola International Airport  
95% Construction Document GMP Estimate**

**Summary Report Bidding Process  
August 31, 2016**

Greenhut Construction Company Inc (GCCCI) was selected as CMaR for the above named project with a contract executed on 9/10/2015 between the City of Pensacola and GCCCI. A GMP estimate and scope of work was initially agreed upon in a meeting with the City of Pensacola, VT MAE and GCCCI on August 16, 2016. A summary of the entire preconstruction budgeting and bidding process is below.

**Schematic Design:**

On September 9, 2015 GCCCI received Basis of Design preliminary documents from the Design Team and on September 22, 2015 our preconstruction team provided a "rough order of magnitude" (ROM) budget of \$45,510,032. There was a concentrated effort by the entire project team to identify scopes of work that had been implemented into the scope of work but not included in the lease terms between the City of Pensacola and VT MAE. The added scope of work identified was \$5,951,888. Taking out this additional scope of work reduced the ROM budget effectively to \$39,558,144. During this schematic budgeting effort, GCCCI solicited budgeting assistance from over 100 subcontractors and vendors. Our team received 47 budgetary quotes at the Schematic phase. Budgetary quotes were received from All Tanks, Baroco Electric, Bayside Structures, Bell Steel, BDI, Blast Wall, Bradley Masonry, Brown Const, Catalyst CR, Century Fire, Covenant Steel, CSUSA, Cygnus Solutions, Dunn Bldg Co, Empire Concrete, Evan Fall Protection, FHS, Fisher Cabinet, Foster, GA West, Gallo Mech, Griffin Traffic, HH Jordan, Hill Enterprises, IDC, Ingram, Interbay, JB Donaghey, Jeffco, Jewers, Junot, L Pugh, Mills Mechanical, MMI, Panhandle Grading & Paving, Pensacola Glass, RC Paint, Roads Inc, Sanders Bros, Schwob, SE Material Handling, Specialty Contractors, Stonhard, Translift, Warren HM, Well Bilt and Wilson Floors.

Due to budget constraints, our team immediately started the process of evaluating the design and assisting the design team with cost saving ideas and opportunities in order to reduce overall costs.

**30% Construction Documents:**

On October 23, 2015 GCCCI received 30% Construction Documents from the Design Team and on November 13, 2015, our preconstruction team issued a 30% design document estimate of \$38,843,578. We solicited costing assistance from over 200 subcontractors and vendors. Our team received 93 quotes at the 30% Construction Documents phase. Quotes were received from ABG, All Tanks, American Deep Foundations, American Garage Door, American Imperial Fence, Angelini Tile, Ard, Ardor, Arrow, Artcrete, Baroco Electric, Bayside Structures, Bell Steel, BDI, Berkel, Big Bend Rebar, Blast Wall, Bradley Masonry, Brown Const, Building Specialties, Catalyst CR, Cavotec, Century Fire, Covenant Steel, Craftsmen, Craftsman Concrete, Creative Flooring, CSUSA, Cygnus Solutions,

Diversified Fall Protection, Dunn Bldg Co, Eastern Crane, Empire Acoustical, Empire Concrete, Evan Fall Protection, FHS, Fisher Cabinet, Fleming Steel, Foster, GA West, Gallo Mech, HH Jordan, HJ Foundation, Hill Enterprises, Hufcor, HySafe, IDC, Indek, Interbay, Ivey, JB Donaghey, Jeffco, Jewers, J Hebert, Junot, L Pugh, KMC, Kone, Living Water, Lowery Industrial, Mark Const, MasterTec, McFatter, Mid Atlantic Crane, MidSouth Paving, Moodys Electric, Mills Mechanical, MMI, Moses Electric, Norco, Otis, Panhandle Grading & Paving, Peidmont Hoist, Pensacola Glass, Peterson Paint, Pettibone Concrete, Rayford, RC Paint, Roads Inc, Sabel Steel, Sanders Bros, Schwob, Scott Steel, SE Material Handling, Southern Industrial, Specialty Contractors, SpecDor, Stonhard, TK, Translift, Turnstiles US, Warren HM and Well Bilt.

The 30% estimated cost was still over the City of Pensacola's available funds forcing the design team to put the project on temporary hold. During the months of December 2015, January and February 2016, the project underwent a series of value engineering and cost reduction charrettes. GCCI created several estimates reflecting different scopes of work in an attempt to reduce the estimated cost of the project to within project budget constraints. The team finally arrived at a \$37,764,769 budget on March 29, 2016 by taking some arbitrary cuts, of which, some were never realized or implemented due to FDOT, FAA, ASHRAE or Building Code restrictions, codes and or compliance regulations. The delay in design necessitated the early selection of the largest single trade package, the PEMB.

The Pre-Engineered Metal Building (PEMB) design and fabrication was publically advertised for qualified PEMB Fabricator/Erectors in a (2) part process beginning April 1, 2016. Part (1) was a prequalification process that yielded (8) submissions with (4) bidders meeting the requirements to be qualified for part (2), the competitive bid process. The (4) qualified bidders were issued basis of design documents and competitive bids were received on May 16, 2016 with Covenant Building Systems being the lowest scoped, complete and competitive bid received for \$11,470,600, which was (\$95,469) under the established PEMB trade package budget. Part (1) qualifications submissions received from GA West, Sure Steel, Scott Steel, Covenant Steel, Mark Construction, Steel Worx, Dunn Building Co and SCL. Part (2) bids received from GA West, Sure Steel, Scott Steel and Covenant Building Systems. A notice was sent from the City of Pensacola on May 23, 2016 as consent to the selection of Covenant Building Systems for the PEMB Fabrication/Erection bid package.

#### **60% Preliminary GMP Construction Documents:**

On June 3, 2016 GCCI received 60% Construction Documents from the Design Team and on July 1, 2016, Greenhut Construction Company issued a 60% Preliminary GMP design document estimate of \$39,323,096. In comparison to the 30% construction document budget, the majority of the bid packages were either under or very close to the 30% construction estimate established in March 2016. With the local construction market becoming flooded with projects and shortages of manpower starting to affect projects, it was deemed necessary to award the following bid packages in order to lock in pricing and secure viable subcontractors for scheduling purposes. Bid packages awarded that were competitively bid are foundations-piling (award to HH Jordan \$474,250), concrete paving (award to Empire Concrete \$2,239,000), cast in place concrete (award to Empire Concrete \$2,449,900), concrete polishing (award to Jeffco \$190,875), masonry (award to Bradley Masonry \$483,869), millwork (award to Linn's Prestige Kitchens \$28,247), applied fireproofing (award to Safway \$32,015), glass & glazing (award to Hanssen \$36,964), drywall-metal framing (award to Keller \$193,019), painting (award to Peterson Paint \$192,897), fall protection (award to Hy-Safe \$52,835), elevator (award to TK \$75,241), fire suppression (award to S&S Fire \$592,205), plumbing (award to MMI \$606,530),

mechanical (award to Bayou \$1,882,000) and electrical systems (award to Moody's \$2,745,046). All contractors with awards were asked to update and confirm prices for the forthcoming 95% GMP Construction documents.

We solicited bids from over 251 subcontractors and vendors. Our team received 96 bids at the 60% Preliminary GMP Construction Documents phase. Bids received were from ABG, Aero, All Tanks, American Deep Foundations, ACT Scheduling, Ard, Applied Flooring, Big Ass Fans, Baroco Electric, Bayou Mechanical, Bayside Structures, Bell Steel, Berkel, Big Bend Rebar, Bradley Masonry, Bormon, Brownsville, Catalyst CR, Cavotec, Craftsmen, Creative Flooring, CSUSA, Cygnus Solutions, Dynamic Concrete, Empire Concrete, Etheridge, Evan Fall Protection, EJ Company, Executive, FCX, FDS, FHS, Fisher Cabinet, FL Crane, Flametech, Floor Tech, Foster, GAC, Gallo Mech, Gerdau, Hanssen, Harris Rebar, Hayward, HH Jordan, HJ Foundation, Hill Enterprises, Hufcor, HySafe, Indek, Interbay, Ivey, JB Donaghey, Jeffco, Linn's Prestige Kitchens, Keller, Junot, L Pugh, Lees Glass, LG Barcus, Living Water, Lowery Industrial, McCarthy, MCM, Merritt, Mid Atlantic Crane, MidSouth Paving, Moodys Electric, Mills Mechanical, MMI, Moses Electric, Nova, Otis, OxBlue, Phoenix, Pensacola Glass, Peterson Paint, Pettibone Concrete, Ready Mix USA, RC Paint, Roads Inc, Sabel Steel, Safway, Schindler, S&S Fire, SE Material Handling, SW Microwave, Specialty Contractors, Southern Utility, Slone Door, Terracon, TK, Translift, VFP Fire, Universal Engineering, Unitron, Warren HM, Warrington and Williams Scottsman.

#### **95% GMP Construction Documents:**

On July 22, 2016 GCCI received 95% GMP Construction Documents from the Design Team and on August 16, 2016, Greenhut Construction Company issued a GMP estimate with a cost of \$38,097,543 which was still above the revised construction budget of \$37,600,000. During a meeting on August 16, 2016 the entire project team including VT MAE, reached agreements reducing scope which further reduced costs in the amount of \$476,398 (unburdened costs) allowing the GMP estimate to reach \$37,576,696, which was (\$23,307) under the revised construction budget. Based upon the decisions agreed upon in that meeting, GCCI has finalized the GMP estimate based on the 95% design documents along with the qualifications and assumptions that were provided in the GMP Proposal.

Bid packages awarded that were competitively bid are material testing (award to Terracon \$148,500), earthwork (award to Panhandle Paving & Grading \$2,914,479), underground utilities (award to Warrington \$1,751,216), asphalt paving (award to Panhandle Paving & Grading \$2,194,041), security fencing (award to American Imperial Fence \$246,532), landscape & irrigation (award to Prestige Landscape \$88,280), waterproofing-joint sealants (award to All Stop Waterproofing \$207,223), spray foam insulation (award to Top Foam Insulation \$48,000), doors-frames-hardware (award to Slone Door \$128,754), coiling doors-dock leveler (award to Hill Enterprises \$118,261), acoustical ceilings (award to Specialty Contractors \$37,870), flooring (award to MaterTec \$18,438), ceramic tile (award to Angelini Tile \$84,839), folding partitions (award to Hill Enterprises \$34,000).

We solicited bids from over 138 subcontractors and vendors for the remaining bid packages not previously awarded at 60% Preliminary GMP documents phase. Our team received 49 bids at the 95% GMP Construction Documents phase and confirmation bids from the previously awarded bidders. Bids received were from ABG, All Stop, American Imperial, Angelini, Bayou Mech, Bhate, Bradley Masonry, Bldg & Earth, Catalyst CR, Covenant Building Systems, Creative Flooring, Cygnus, East Bay Landscape, Empire, Executive, FDS, FCX, Foster, Green Procedures, Hanssen, HH Jordan, Hill Enterprise, HO Weaver, Hufcor, HySafe, Interbay, Jacobs, Jeffco, Keller, MasterTec, Midsouth, MMI, Moody's, Prestige

Landscape, Phillips & Jordan, Panhandle Grading & Paving, Phoenix, Roads Inc., Slone Door, Southern Utility, Southern Foam, Terracon, TK, Top Foam, Translift, Universal Engineering, The Wallace Co, Warren HM, Warrington and Wayne Dalton.

**Small Business and Minority Business Participation:**

Over 80 subcontractors and or vendors who are either SBE or MBE classified were solicited for bids during the last (2) bidding phases. Of the 30 major bid packages awarded during both the 60% and 95% bidding processes, 13 subcontractors, either small business enterprises or minority business enterprises, have been recommended for award.

**Bidders Solicited:**

A bidders list for the last (2) bidding phases was submitted under TAB 3 in the 95% GMP proposal submitted August 2016.

**Bids Received:**

A bid tabulation for each bid package indicating bids received for the last (2) bidding phases was submitted under TAB 3 in the 95% GMP proposal submitted August 2016.

**Costs Negotiated:**

A bid tabulation indicating budget, recommended awardee and costs negotiated for the last (2) bidding phases was submitted under TAB 3 in the 95% GMP proposal submitted August 2016. The 95% bidding phase list was updated and sent via email to HMM on August 31, 2016 after scope interviews were completed.

**Recommended Subcontractors or Vendors:**

A subcontractor and vendor recommendation report dated 7/21/16 was issued via email to HMM on 7/22/16 for the 60% bidding phase. A subcontractor and vendor recommendation report dated 8/30/16 was issued via email to HMM on 8/31/16 for the 95% bidding phase.

Report made this day August 31, 2016.

Randy Talcott

*Randy Talcott*

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**VT Mobile Aerospace Engineering MRO Facility at Pensacola International Airport  
95% Construction Document GMP Estimate**

**Summary of the GMP**

Greenhut Construction Company is pleased to present the final GMP estimate for the above named project. In summary, on November 13, 2015, Greenhut Construction Company issued a 30% design document budget at \$38,843,578.00. During the months of December 2015, January and February 2016, the project underwent a series of value engineering and cost reduction charettes, creating several different scenarios in an attempt to reduce the overall cost of the project. The team arrived at a \$37,764,769.00 budget taking some arbitrary cuts, of which, some were never realized or implemented due to FDOT, FAA, ASHRAE or Building Code restrictions, codes and or compliance regulations. On July 1, 2016, Greenhut Construction Company issued a 60% design document Preliminary GMP at \$39,323,096.00. On August 16, 2016, Greenhut Construction Company issued a GMP estimate with a cost of \$38,097,543 which was above the construction budget of \$37,600,000. During a meeting on August 16, 2016 with the entire project team including VT MAE, further cost reductions in the amount of \$476,398 (unburdened costs) was agreed upon. Based upon the decisions agreed upon in that meeting, we have finalized our GMP estimate based on the 95% design documents and the qualifications and assumptions provided in the GMP Proposal:

**GMP Construction Costs .....\$37,576,696.00**

**Construction Contingency:** At this stage/phase of construction documents, we are carrying a 2% construction contingency as allowed by our Contract Agreement.

**95% Design Documents:**

- Documents prepared by Atkins, Bullock Tice Associates dated July 2016
- Design Narrative dated July 2016
- Project Manual Volume 1, 2 and 3 dated July 2016

**EXHIBIT B**  
**ESTIMATED CONSTRUCTION MANAGER'S**  
**DIRECT CONSTRUCTION COST**  
Based on 95% Contract Documents as of 8/12/16

**CONSTRUCTION COSTS**

Item#	Description	Cost Estimate
DC-1	Material Testing BID	\$311,862
DC-2	Augercast Piling BID (awarded HH Jordan)	\$604,219
DC-3	Earthwork BID	\$2,914,479
DC-4	Asphalt Paving BID	\$2,194,041
DC-5	Concrete Paving BID (awarded Empire Concrete)	\$2,229,500
DC-6	Underground Utilities BID	\$1,751,216
DC-7	Fencing BID	\$246,532
DC-8	Landscape and Irrigation BID	\$88,280
DC-9	Concrete BID (awarded Empire Concrete)	\$2,728,550
DC-10	Polished Concrete Floor BID (awarded Jeffco Concrete)	\$0
DC-11	CMU BID (awarded Bradley Masonry)	\$492,134
DC-12	Architectural Millwork BID (awarded Linn's Prestige)	\$42,144
DC-13	Waterproof BID	\$207,223
DC-16	Spray Applied Insulation BID	\$48,000
DC-17	Fireproofing BID (awarded Safway)	\$32,015
DC-18	Firesafing BID	\$21,400
DC-19	Doors, Frames and Hardware BID	\$128,754
DC-20	Coiling Doors BID	\$113,961
DC-21	Glass & Glazing BID (awarded Hanssen Glass)	\$36,964
DC-22	Drywall/Framing/Insulation BID (awarded Keller Construction)	\$193,019
DC-23	Tile BID	\$84,839
DC-24	Acoustical Ceiling BID	\$37,870
DC-25	Carpet & Resilient BID	\$18,438
DC-26	Painting BID (awarded Peterson Precision Paint)	\$268,508
DC-27	Bathroom Partitions BID	\$15,569
DC-28	Signage	\$6,753
DC-29	Lockers BID	\$10,226
DC-30	Fire Extinguisher/ Cabinets BID	\$4,711
DC-31	Toilet and Bath Accessories BID	\$14,518
DC-32	Movable Wall System BID	\$34,000
DC-33	Fall Protection BID (awarded Hy-Safe Technologies)	\$52,835
DC-34	Dock Leveler BID	\$4,300
DC-35	PEMB - Hangar (awarded Covenant Building Systems)	\$11,481,680
DC-36	Elevator BID (awarded ThyssenKrupp Elevator Company)	\$75,241
DC-37	Fire Protection BID (awarded S&S Sprinkler)	\$592,670
DC-38	Plumbing BID (awarded MMI Mechanical)	\$559,962
DC-39	HVAC BID (awarded Bayou Mechanical)	\$1,910,050
DC-40	Electrical BID (awarded Moody's Electric)	\$2,670,884
DC-41	Termite Treatment	\$29,487
<b>TOTAL ESTIMATED DIRECT CONSTRUCTION COST</b>		<b>\$32,256,834</b>

**EXHIBIT C**  
**CONSTRUCTION MANAGER'S GENERAL CONDITIONS**  
**DIRECT CONSTRUCTION COST**

Included in GMP

Item#	Description	Cost
<b>GC-1.0</b>	<b><i>On-Site Offices</i></b>	
	Office Trailer - Set up & Breakdown sgl	\$7,500
	Office Trailer	\$18,870
	Office Trailer Water Line	\$800
	Office Supplies & Equip	\$17,000
	Storage Vans	\$5,400
	Temporary Site Signage	\$8,500
	Project Sign	\$1,700
	Office computers/fax/furniture	\$5,000
	Postage & Shipping	\$2,550
	Telephone	\$2,975
	Telephone Installation	\$1,500
	iPad	\$1,600
	Internet Set up/ Service	\$3,400
	Reproducible drawings	\$3,000
	Temp toilets	\$9,800
	Ice & Cups	\$5,100
	Sales Tax on General Conditions Materials	\$29,657
<b>GC-2.0</b>	<b><i>Temporary Utilities</i></b>	
	Temporary Power	\$11,050
	Temporary Water	\$2,550
	Perm Power (.13/sf per mo)	\$67,646
<b>GC-3.0</b>	<b><i>Temporary Construction Services</i></b>	
	Superintendent	\$167,612
	Assistant Superintendent	\$129,402
	Sr. Project Manager	\$132,720
	Project Manager	\$167,612
	Admin	\$55,742
	Phones	\$9,705
	Fuel for Vehicles	\$26,000
	Supt/PM Vehicle	\$32,500
	Video and Aerials	\$7,140
	CPM/Schedule	\$42,500
	Layout Services & Survey	\$6,000
	Miscellaneous Layout & Batter Boards	\$5,000



	Skilled Carpenters and Foremen	\$207,130
	Laborers	\$164,073
<b>GC-4.0</b>	<b><i>Clean Up</i></b>	
	Final Clean-up and Clean Glass	\$43,363
	Floor Protection	\$17,345
<b>GC-5.0</b>	<b><i>Safety</i></b>	
	Safety Officer	\$119,448
	Safety and Barricades	\$20,000
	Drug Testing	\$2,000
	Temp Const Fencing	\$56,400
<b>GC-6.0</b>	<b><i>Testing &amp; Inspection</i></b>	
	Inspection and Punch Out	\$10,000
	Call Back and Warranty Work	\$25,000
<b>GC-7.0</b>	<b><i>Fees &amp; Permits</i></b>	
	Building Permit	\$47,446
	Builders Risk Insurance	\$324,735
	General Liability Insurance	\$240,019
	Subcontractor Bonds	\$276,945
	P&P Bond	\$232,181
	General Conditions (GC's, Equipment, Field Labor) Markup	\$128,544
	CM Fee	\$1,645,375
	Contractor Contingency	\$650,676
<b>GC-8.0</b>	<b><i>Equipment</i></b>	
	Misc.Monthly Purchases	\$5,950
	Miscellaneous Equipment Rental	\$12,000
	Job Tools	\$8,000
	Ride On Sweeper	\$12,000
	Forklift Shooting Boom 9,000 lb	\$33,600
	Backhoe 4WD Extendahoe	\$6,100
	Dumpster Picks	\$36,000
	Fuel for Equipment	\$4,800
	Equip Repairs & Maint.	\$3,200
<b>Total General Conditions</b>		<b>\$5,319,862</b>

**EXHIBIT D  
GMP SUMMARY**

Based on 95% Contract Documents as of 8/12/16

Project #      **15-009**  
**VT Mobile Aerospace Engineering Inc Project at Pensacola**  
**International Airport - Construction Manager at Risk**  
Project Name:    **Services**

GMP Summary				Amount
A.	Cost of Work (Labor, Materials, Equipment, Warranty)			\$32,256,834
INDIRECT COSTS			RATE	
B.	CM Contingency		1.73%	\$650,676
C.	Construction Fee		4.72%	\$1,773,919
D.	General Conditions		7.70%	\$2,895,267
	D1 Payment and Performance Bond	\$232,181	0.62%	
	D2 Insurance	\$564,754	1.50%	
E.	Sales Taxes		not tax exempt	included
			<b>F. TOTAL GMP</b>	<b>\$37,576,696</b>
			G. Owner's Contingency	not included