

REQUEST FOR PROPOSALS
ANALYSIS AND RECOMMENDATION

Contracting Agency:	Travaux Inc.
Solicitation Number:	N/A
Date and Time of Opening:	N/A
Type of Work, Services, or Material:	Factory-Built Panels (Furnish and Install) for Building 3.4 and Townhomes (Phase 4A) (Westlawn Renaissance VII)
Housing Development and Number:	Westlawn Gardens Phase 2
Budget Amount/Cost Estimate:	Building 3.4, \$750,000.00 Townhomes (Phase 4A), \$5,500,000.00 Combined, \$6,250,000.00
Budget Source/Account Number:	Westlawn Renaissance V Mixed Financing, 554B/556B-148000

<u>Offeror</u>	<u>City, State</u>	<u>Amount</u>
<i>Great Lakes Components LLC</i>	<i>Elkhorn, WI</i>	<i>\$950,000.00 not to exceed, Building 3.4</i> <i>\$4,800,000.00 not to exceed, Townhomes (Phase 4A)</i> <i>\$5,750,000.00 not to exceed, COMBINED</i>

PROCUREMENT REVIEW

PROCURING SECTION: Modernization & Development Services

A formal Request for Proposals (RFP) known as Official Notice Number 58041 was issued October 29, 2021 with proposals due December 17, 2021. To encourage as many respondents as possible, the original RFP was publically advertised, posted on the HACM/Travaux website, and heavily promoted by staff to various contractors and suppliers. In addition, notifications were sent to various chambers of commerce, contractor exchanges/planrooms, and directly to contractors/suppliers signed up for automated notices through the HACM/Travaux website. Two major companies specializing in the design and construction of structural panel systems appeared interested and ready to respond: Great Lakes Components LLC (Great Lakes) and Drexel Building Supply (Drexel). The day before proposals were due, Drexel informed staff that it was dropping out and would not submit a proposal. One proposal was received: Great Lakes, in the amount of \$924,635.00 for Building 3.4 and \$4,788,936.00 for Townhomes (Phase 4A), or \$5,713,571.00 combined. However, the proposal was submitted late and via an incorrect method of conveyance (i.e. email instead of the required sealed proposal at the official Bid Desk). Consequently, the proposal could not be reported as a response to the original RFP.

Time is of the essence for making an award for the factory-built panels. Lumber prices are expected to increase significantly shortly after the start of the year 2022. The sooner a supplier can be contracted, the more favorable the pricing will be. Having already attempted a formal, well-promoted RFP with no success, a non-competitive, invited solicitation was conducted as allowed by the Code of Federal Regulations when, after solicitation of a number of sources, competition is determined inadequate. Great Lakes, as the only company to respond to the original RFP (albeit late and via incorrect conveyance), was asked if it was still interested in supplying the factory-built panels. Great Lakes readily expressed interest, saying that its original proposal could be used as a starting point for negotiations. Staff reviewed the proposal submitted by Great Lakes and found it to meet the requirements set forth in the original RFP. Great Lakes is a highly qualified structural panel system provider in the State of Wisconsin. Travaux has worked with Great Lakes previously on various buildings at Westlawn Gardens and has a very good working relationship with Great Lakes.

The Modernization & Development Services section recommends award to Great Lakes Components LLC, the sole responsive and responsible offeror, subject to HUD approval if it is determined that such approval is required. The award amount is \$5,750,000.00 not to exceed. The actual contract amount is subject to final negotiations, including any value engineering of items and/or modified methods of construction that would be to our advantage. Furthermore, the contract amount will be split into two parts, exact dollar amounts to be determined and adjusted as necessary. One part will be for approximately \$3,737,500.00 not to exceed (approximately 65%) for the factory-built panels themselves (commodity). The other part will be for approximately \$2,012,500.00 not to exceed (approximately 35%) for the on-site installation work.

Vice President of Construction _____ Date _____

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<u>Offeror</u>	<u>City, State</u>	<u>Amount</u>
<i>Great Lakes Components LLC</i>	<i>Elkhorn, WI</i>	<i>\$950,000.00 not to exceed, Building 3.4</i> <i>\$4,800,000.00 not to exceed, Townhomes (Phase 4A)</i> <i>\$5.750.000.00 not to exceed. COMBINED</i>

Target Contracting	<u>25</u> %	<u>20% MBE and/or WBE</u> 5% any designation (MBE, WBE, DBE, EBE, SBE, VOB)
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Great Lakes Components LLC (Great Lakes) is not a certified MBE or WBE with the State of Wisconsin. Great Lakes has identified a need to subcontract at this time to Wellenstein & Sons Inc. and DJS Construction LLC, neither of which is a certified MBE or WBE with the State of Wisconsin. If Great Lakes needs to subcontract any portion of the work in the future, then Great Lakes will contact Purchasing/Contracts Services prior to seeking any subcontractors on its own.

Procurement/Contracts Director

Target Contracting	<u>10</u> %	Target Employment	<u>30% of new hires</u>
Proposed Contracting	0 %	Proposed Employment	zero

Great Lakes Components LLC (Great Lakes) is not a certified Section 3 business. Great Lakes has identified a need to subcontract at this time to Wellenstein & Sons Inc. and DJS Construction LLC, neither of which is a certified Section 3 business. If Great Lakes needs to subcontract any other portion of the work, then Great Lakes will contact Purchasing/Contracts Services prior to seeking any subcontractors on its own.

Procurement/Contracts Director

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Offeror

City, State

Amount

Great Lakes Components LLC

Elkhorn, WI

\$950,000.00 not to exceed, Building 3.4
\$4,800,000.00 not to exceed, Townhomes (Phase 4A)
\$5,750,000.00 not to exceed, COMBINED

FINANCE AND ACCOUNTING

Finance and Accounting concurs with the recommendation of the Procuring Section to award contract to Great Lakes Components LLC. Charge the account number(s) as indicated above.

Grants Accountant/Budget Analyst _____ Date _____

RECOMMENDATION

RECOMMEND AWARD OF CONTRACT TO GREAT LAKES COMPONENTS LLC, THE LOWEST RESPONSIVE AND RESPONSIBLE BIDDER.

APPROVAL RECOMMENDED

Chief Financial Officer _____ Date _____

APPROVED

Secretary–Executive Director _____ Date _____

HA-195 (11/2015)