



District School Board of Pasco County

20430 Gator Lane • Land O' Lakes, Florida 34638 • 813/ 794-2221

Heather Fiorentino, Superintendent


www.pasco.k12.fl.us

Department of Purchasing
Kendra Goodman, CPPO, CPPB, Purchasing Agent
813/ 794-2221 Fax: 813/ 794-2111
727/ 774-2221 TDD: 813/ 794-2484
352/ 524-2221 e-mail: kgoodman@pasco.k12.fl.us

February 7, 2012

MEMORANDUM

TO: Honorable School Board Members

FROM: Kendra Goodman, CPPO, CPPB, Purchasing Agent 

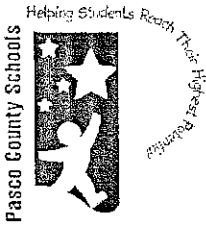
RE: Request Approval of Pricing Negotiations
RFP # 12-033-AF Roofing Consultant
Rogers & Sark Consulting, Inc. (Primary Vendor)
Roof Engineering Associates, Inc. (Secondary Vendor)

On December 20, 2011, official action (attached) was taken to enter into the first year of the above-referenced RFP with Rogers & Sark Consulting, Inc. as the primary vendor and Roof Engineering Associates, Inc. as the secondary vendor with negotiated pricing to be forwarded to a later Board meeting.

On January 30, 2012, the Purchasing Department held pricing negotiations with the primary and secondary vendor individually for Roofing Consultant Services. At this time, we respectfully request your approval of the agreed upon pricing negotiations (attached) with the above-referenced companies.

Should you have any questions regarding this matter, or if I can be of further assistance, please feel free to contact me at your earliest convenience.

KDG/acf
Attachments



District School Board of Pasco County

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January 31, 2012

NEGOTIATED PRICES FORM:

TO THE OWNER: The District School Board of Pasco County, Florida
Purchasing Department
20430 Gator Lane
Land O'Lakes, Florida, 34638

COMPANY: Rogers & Sark Consulting, Inc.
2021 Palm Lane
Orlando, Fl. 32803

PROJECT: **Roofing Consultant – Maintenance Department**
RFP #12-033-AF

The undersigned, hereinafter called the "Primary Vendor" having familiarized themselves with the local conditions, nature, extent of the Work, and bidding requirements, including all insurance requirements, do submit the following pricing structure:

To furnish all labor, tools (both consumable or not), equipment, rentals, rolling stock, transportation, freight, taxes, permits, licenses and fees necessary to complete the work indicated by the above-referenced RFP.

PRICES:

After identification of a project, the Consultant shall provide the School Board a quotation for the project based upon one of the followings: A percentage of the Project's Final Construction Cost, or hourly rates as set forth herein.

PERCENTAGE RATE:

Percentage rate will be based on the estimated cost of construction by the awarded contractor for construction. Awarded consultant will perform the scope of services as described herein for a percentage of the estimated construction cost with no reimbursables. Partial payments will be authorized to the awarded consultant according to the following percentages at the completion of the following milestones:

- Preliminary Consultation Examination and Report/Design Development 25%
- Construction Document Phase 50%
- Bidding Assistance 5%
- Construction Administration Phase 20%
100%

Percentage Rate: 8.75 %

NEGOTIATED PRICES FORM: (continued)

HOURLY RATES:

Labor is based on standard eight-hour (8) working day. Emergency service calls will be billed at a rate applicable to when the work is performed, i.e., straight time, overtime, or Sunday/Holiday. There shall be no subsistence for overnight calls and travel time. Straight time, overtime, and Sunday/Holiday shall be calculated once the required persons arrive at work site and acknowledge their presence to responsible person(s) (e.g. plant manager, site administrator, maintenance supervisor) and start work.

ARCHITECT/SR. ROOF CONSULTANT

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 130.00
Rate per hour \$ 195.00
Rate per hour \$ 195.00

ROOF CONSULTANT

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 120.00
Rate per hour \$ 180.00
Rate per hour \$ 180.00

PROJECT MANAGER

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 115.00
Rate per hour \$ 172.50
Rate per hour \$ 172.50

SR. ROOF TECHNICIAN

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 110.00
Rate per hour \$ 165.00
Rate per hour \$ 165.00

FIELD TECHNICIAN

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 90.00
Rate per hour \$ 135.00
Rate per hour \$ 135.00

DESIGNER

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 105.00
Rate per hour \$ 157.50
Rate per hour \$ 157.50

DRAFTSMAN

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 75.00
Rate per hour \$ 112.50
Rate per hour \$ 112.50

SECRETARIAL

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 60.00
Rate per hour \$ 90.00
Rate per hour \$ 90.00

Any and all overhead, fees profit or additional charges must be reflected in all prices submitted. It is the intent of this agreement that each project shall be dealt with individually and a price estimate, in writing, shall be agreed upon prior to any authorized notice to proceed.

NEGOTIATED PRICES FORM: (continued)

Acknowledge the above negotiated pricing as forming a part of the Contract Documents and hereby corrects, modifies, or supplements RFP #12-033-AF. Failure to do so MAY subject the Primary Vendor to disqualification.

ROGERS & JARK CONSULTING, INC.
Winnie P. Rogers
(Company Name) and (Representative Name)
1-30-12
(Date)

DSBPC Roofing Crew Chief
Mark Smith
(Company Name) and (Representative Name)
1/30/12
(Date)

Buying Manager, Purchasing Dept DSBPC
Mike Wambli
(Company Name) and (Representative Name)
1-30-2012
(Date)

Amy C. Hack
Buyer, DSBPC
(Company Name) and (Representative Name)
1/30/12
(Date)



District School Board of Pasco County

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Heather Fiorentino, Superintendent

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813/794-2222 Fax: 813/794-2111
727/774-2222 TDD: 813/794-2484
352/524-2222 e-mail: kgoodman@pasco.k12.fl.us

January 31, 2012

NEGOTIATED PRICES FORM:

TO THE OWNER: The District School Board of Pasco County, Florida
Purchasing Department
20430 Gator Lane
Land O'Lakes, Florida, 34638

COMPANY: Roof Engineering Associates, Inc.
500 County Road One, P.O. Bx 549
Palm Harbor, FL. 34682

PROJECT: **Roofing Consultant – Maintenance Department**
RFP #12-033-AF

The undersigned, hereinafter called the "Secondary Vendor" having familiarized themselves with the local conditions, nature, extent of the Work, and bidding requirements, including all insurance requirements, do submit the following pricing structure:

To furnish all labor, tools (both consumable or not), equipment, rentals, rolling stock, transportation, freight, taxes, permits, licenses and fees necessary to complete the work indicated by the above-referenced RFP.

PRICES:

After identification of a project, the Consultant shall provide the School Board a quotation for the project based upon one of the followings: A percentage of the Project's Final Construction Cost, or hourly rates as set forth herein.

PERCENTAGE RATE:

Percentage rate will be based on the estimated cost of construction by the awarded contractor for construction. Awarded consultant will perform the scope of services as described herein for a percentage of the estimated construction cost with no reimbursables. Partial payments will be authorized to the awarded consultant according to the following percentages at the completion of the following milestones:

- Preliminary Consultation Examination and Report/Design Development 25%
- Construction Document Phase 50%
- Bidding Assistance 5%
- Construction Administration Phase 20%
- 100%

Percentage Rate: 8.0 %

NEGOTIATED PRICES FORM: (continued)

HOURLY RATES:

Labor is based on standard eight-hour (8) working day. Emergency service calls will be billed at a rate applicable to when the work is performed, i.e., straight time, overtime, or Sunday/Holiday. There shall be no subsistence for overnight calls and travel time. Straight time, overtime, and Sunday/Holiday shall be calculated once the required persons arrive at work site and acknowledge their presence to responsible person(s) (e.g. plant manager, site administrator, maintenance supervisor) and start work.

~~ENGINEER~~

ARCHITECT/SR. ROOF CONSULTANT

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 140.00
Rate per hour \$ 140.00
Rate per hour \$ 180.00

ROOF CONSULTANT

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 120.00
Rate per hour \$ 120.00
Rate per hour \$ 160.00

PROJECT MANAGER

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 115.00
Rate per hour \$ 115.00
Rate per hour \$ 140.00

SR. ROOF TECHNICIAN

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 110.00
Rate per hour \$ 165.00
Rate per hour \$ 165.00

FIELD TECHNICIAN

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 90.00
Rate per hour \$ 135.00
Rate per hour \$ 135.00

DESIGNER

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 100.00
Rate per hour \$ 150.00
Rate per hour \$ 150.00

DRAFTSMAN

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 70.00
Rate per hour \$ 105.00
Rate per hour \$ 105.00

SECRETARIAL

7:00 AM to 5:00 PM Monday through Friday
5:00 PM to 7:00 AM Monday through Friday
Saturday, Sunday and Holidays

Rate per hour \$ 60.00
Rate per hour \$ 90.00
Rate per hour \$ 90.00

Any and all overhead, fees profit or additional charges must be reflected in all prices submitted. It is the intent of this agreement that each project shall be dealt with individually and a price estimate, in writing, shall be agreed upon prior to any authorized notice to proceed.

NEGOTIATED PRICES FORM: (continued)

Acknowledge the above negotiated pricing as forming a part of the Contract Documents and hereby corrects, modifies, or supplements RFP #12-033-AF. Failure to do so MAY subject the Secondary Vendor to disqualification.

William J. Schultz
William J. Schultz, P.E. Roof Engineering Associates, Inc.
(Company Name) and (Representative Name)
1/30/12
(Date)

Buying Manager, Purchasing Dept. DSBPC
Mike Wendell
(Company Name) and (Representative Name)
1.20.2012
(Date)

DSBPC Roofing Crew Chief
Mark Fawcett
(Company Name) and (Representative Name)
1/30/12
(Date)

Amy C. Flack
Buyer, DSBPC
(Company Name) and (Representative Name)
1/30/12
(Date)

District School Board of Pasco County

RFP Recommendation

RFP Title	Roofing Consultant		Number of Vendors Notified	303
RFP Number	12-033-AF		Number of RFPs Distributed	36
Date Solicited	October 27, 2011		Number of Vendors Proposing	6
Date Opened	November 30, 2011		Number of Vendors Not Proposing	0
Date Board Presentation	December 20, 2011		Funding Source	Capital
Total Savings	N/A		Grand Total of RFP	Estimated \$150,000

Recommendation:

Recommend acceptance of proposals from Rogers & Sark Consulting, Inc. as the primary vendor and Roof Engineering Associates, Inc. as the secondary vendor as noted on the attached RFP tabulation sheet, as the highest average score and best RFPs meeting written specifications.

Term of Contract:

The intent of this proposal is to establish a three-year contract between the District School Board of Pasco County and two vendors (a primary and secondary) for Roofing Consultant Services during the contract period. This agreement is renewable annually based upon mutual consent of the parties. The first year of this contract shall be effect from December 21, 2011 through December 20, 2012.

Notations and Exceptions:

Each RFP was evaluated according to the criteria outlined in the specifications, with individual scores totaled and averaged to obtain the respondent with the highest average scores. Copies of the evaluation forms are on file in the Purchasing Department.

Recommend rejection of the proposals submitted by Building Technology Associates, ECS-Florida, LLC, and REI Engineers, Inc., for failure to provide the proper licensing as required in the RFP documents.

Recommend rejection of proposal submitted by DBY Building Sciences, LLC for failure to provide a valid State Certified Roofing Contractor License as outlined in the RFP documents.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Bid #12-033-AF

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Bids Evaluated By:

Rick Faulks, Roofing Crew Chief, Maintenance and Facilities Services

John Petrashek, Director, Construction Services and Code Compliance

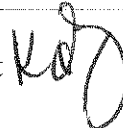
Joe Scudiero, Chief Building Official, Construction Services and Code Compliance

Bids Prepared By:

Amy Flack, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent, Purchasing Department



**District School Board
of Pasco County**

DEC 20 2011

Board Approved

DISTRICT SCHOOL BOARD OF PASCO COUNTY RFP TABULATION

Date of Opening: November 30, 2011 @2:30 pm	Rogers & Sark Consulting, Inc.	Roof Engineering Associates, Inc.		
RFP Title: Roofing Consultant	2021 Palm Lane	500 County Road One, P.O. Box 549		
RFP #: 12-033-AF	Orlando, FL 32803	Palm Harbor, FL 34682-0549		
Board Meeting 12/20/11				
Criteria:				
A. Letter of Transmittal (max 5 pts)	5.00	3.67		
B. Table of Contents (max 5 pts)	5.00	5.00		
C. Firms's Profile (max 50 pts)	45.67	38.67		
D. Firm's Technical Qualifications (max 130 pts)	126.00	114.33		
E. Firm's Service Team (max 75 pts)	66.67	66.33		
F. Proposal (max 15 pts)	15.00	14.00		
G. Location (max 5 pts)	1.64	5.00		
H. References (max 15 pts)	14.80	13.60		
Score:	279.58	260.60		
			RANK ORDER - HIGH TO LOW	
			Rogers & Sark Consulting, Inc.	279.58 (Primary)
			Roof Engineering Associates, Inc.	260.6 (Secondary)
			Building Technology Associates	Disqualified
			DBY Building Sciences, LLC	Disqualified
			ECS-Florida, LLC	Disqualified
			REI Engineers, Inc.	Disqualified

District School Board
of Pasco County

DEC 20 2011

Board Approved