



Data Service Center

168 S. Dupont Highway Phone: (302) 504-7200
New Castle, DE 19720 Fax: (302) 504-7201
www.dataservice.org Helpdesk: (302) 504-7222

June 21, 2012

The Whiting-Turner Contracting Company
James Martini
131 Continental Drive
Suite 404
Newark, DE 19713

FILE COPY

Ladies and/or Gentlemen:

Re: RFQ # 2-12-52
School District Red Clay Consolidated School District
RFQ Title Construction Management Services

This is to inform you that the Red Clay Consolidated School District has determined your bid to be the highest scoring for the following:

Project / Items: New Elementary School

Amount of Award: See Attached

As required in the specifications the following documents must be submitted or returned to the Data Service Center by: July 12, 2012

Required Two copies of the District's contract for your signature.

N/A Three copies of the AIA contract, mailed to you by _____ for your signature.

N/A Performance / Material Payment Bond in the amount of 100%

Required Certificate of Insurance

Failure to supply the required documents in a timely manner shall be cause for forfeiture of your bid deposit, if applicable, and the bid to be awarded to the next lowest responsible bidder. The bid deposit, if required, will be returned upon the receipt of the above referenced documents. A fully executed copy of the contract document will be returned to you by the District(s).



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Please be aware that any subcontractors that have not been listed on the bid form must be approved in writing by the Red Clay Consolidated School District before any work can be performed. A failure to do so will not be in compliance with the bid specifications and may cause for the termination of your contract.

Thank you for your participation in the bid process. Please call me should you have any questions.

Sincerely,

Emily L. Ryan
User Support Analyst
Central Bidding Department

Cc: Ted Amman, Red Clay
Jill Floore, Red Clay
Marcin Michalski, Red Clay

G.W.C. WHITING
(1883-1974)

FOUNDED 1909

WILLARD HACKERMAN
PRESIDENT AND CEO

THE WHITING-TURNER CONTRACTING COMPANY

(INCORPORATED)

ENGINEERS AND CONTRACTORS

CONSTRUCTION MANAGEMENT
GENERAL CONTRACTING
DESIGN-BUILD
SPECIALTY CONTRACTING
OFFICE/HEADQUARTERS
RETAIL/SHOPPING CENTERS
HEALTHCARE
BIO-TECH/PHARMACEUTICAL
HIGH-TECH/CLEANROOM

131 Continental Drive, Suite 404
Newark, Delaware. 19713
302-292-0676
Fax: 302-292-0683
www.whiting-turner.com

INSTITUTIONAL
DATA CENTERS
SPORTS AND ENTERTAINMENT
INDUSTRIAL
WAREHOUSE/DISTRIBUTION
MULTI-FAMILY RESIDENTIAL
ENVIRONMENTAL
BRIDGES, CONCRETE

WRITER'S DIRECT NUMBER IS
302-292-0676

June 18, 2012

Mr. Ted Ammann, Ed.D.
Assistant Superintendent for District Operations
Red Clay Consolidated School District
1503 Spruce Avenue
Wilmington, DE 19805

**RE: New Red Clay Elementary School
Red Clay Consolidated School District
Construction Management Services Proposal**

Dear Mr. Ammann:

Thank you for the opportunity to submit our proposal for the construction management services for Red Clay Consolidated School District. Attached is our updated proposal dated 6/18/12.

Please accept our proposal which is being transmitted via email.

Very truly yours,
The Whiting-Turner Contracting Company


James J. Martini
Division Vice President

Construction Management Proposal

Staff (Reimbursibles)

We propose to furnish all labor, overhead and insurance in conjunction with providing pre-construction services for the guaranteed maximum price attached. All monies not spent under this proposed GMP amount will be returned to the project budget for construction services. Personnel assignments, labor assumptions, and labor rates are listed on the attached spreadsheet.

PRE-CONSTRUCTION PHASE

Reimbursables

Reimbursable expenses will be a minimal additional cost to the labor stated above. Typical expenses are drawing reproduction for estimating, travel, and postage. This cost is budgeted in the general conditions values.

EXPECTATIONS FOR PRE-CONSTRUCTION

Project Schedule

This proposal is based on the following milestone schedule:

Design Phase: July '12 – July '13

Preconstruction / Estimating: July '12 – July '13

Bidding / Submittals / Mobilization: July '13 – October '13

Onsite Construction: October '13 – February '15

Project Closeout: February '15 – May '15

Estimates

We have assumed three estimates will be prepared. Schematic, Design Development, and Construction.

Design Team Meetings

Josh Fanelli and/or Frank Lerro will attend design meetings during the pre-construction phase and provide input and review of plans.

Value Analysis

Our responsibility is to perform value engineering analysis, not project quality reduction. During the early estimating periods, Whiting-Turner staff will identify and price any and all alternatives developed by the Project Team in an effort to reduce construction cost. This time is included in the estimating phase.

Constructibility Review / Site Logistics

Josh Fanelli, Frank Lerro and Brian Cowgil will perform constructibility studies and site logistics assessments at each stage of pre-construction.

Bidding / Subcontractors

We will prepare detailed scopes for bidding and prepare contracts for each trade. We will develop a proposed bidders list for the project team to review and approve.

Assumptions

We propose to provide these pre-construction services on a time and material basis to be billed against the guaranteed maximum price. All savings will be returned to the project budget. We will request payment for pre-construction services each month (net 30 days) with no retention held.

**CONSTRUCTION
PHASE**

Supervision Labor

We propose to furnish all labor, overhead and insurance for providing construction services for the guaranteed maximum price attached. All monies not spent under this proposed amount will be returned to the project budget. Personnel assignments, labor assumptions, and labor rates are listed on the attached spreadsheet. These costs were prepared based on an assumed construction cost of **\$17.0 M.**

The following central office personnel will be covered, during the construction period, by the overhead portion of our fee and not directly billable to the project.

- Jim Martini – Project Executive
- Chris Mitchell – Safety Coordinator
- Payroll / Accounting Department – Corporate Office

The following project personnel, are considered reimbursable, for their time spent working on the project, at the rates listed below. Actual time assumed is on the attached spreadsheet.

- Josh Fanelli, Pre-construction Manager \$107.90
- Frank Lerro, Project Manager \$83.50
- Rich, Tighe, Mechanical Electrical Coordinator \$100.90
- Assistant Project Manager \$62.90
- Project Engineer \$51.40
- Brian Cowgill, Superintendent \$90.30
- Assistant Superintendent \$61.90
- Secretary / Clerical..... \$40.90

General Conditions

A general conditions price estimate is attached. As the design is developed, these estimates will be adjusted if needed. These costs are based on the assumed project time frame and estimated project cost. These costs will be provided at a guaranteed maximum price.

Construction Manager Fee

Whiting-Turner will provide construction phase services for a fixed fee equivalent to a percentage of **2.5%** of an assumed construction cost of **\$17.0M.**

Project Requirements

These direct project expenses are required during construction to facilitate construction activities. These project specific items will be budgeted in detail in each estimate and are considered construction costs not construction management services. Project requirement costs will be included in Whiting-Turner's contract via a change order to this proposal, and billed at the actual cost of work. A sample list of items is attached.

Additional Service - Project Commissioning

Whiting-Turner performs system commissioning services for a number of clients in the educational, data center, utility plant, health care and several other areas of construction as a third party agent to the Owner. We will work closely with the design team and subcontractors to establish a system commissioning plan early in preconstruction and incorporate the requirements into the construction project documents. During construction, we will inspect the installations of all equipment and systems. As the project nears completion, we will manage and verify proper operation of all systems and coordinate maintenance staff training and turn over to Red Clay.

~~If selected, the total lump sum fee for this third party service is Seventy Thousand Dollars (\$70,000).~~

Whiting-Turner will provide the above commissioning services as a part of our construction management proposal, and at no further cost to the project.

Construction Management Proposal - Calculations

CM LABOR

<u>Design Phase / Preconstruction / Estimating</u>			<u>Start</u>	<u>Finish</u>	<u># Weeks</u>
			7/1/2012	7/1/2013	51.4
	<u>Weeks</u>	<u>Hrs/WK</u>	<u>Hours</u>	<u>Rate</u>	<u>Total</u>
CM	51.4	varies	120	\$107.90	\$12,948
PM	51.4	varies	250	\$83.50	\$20,875
MEP	51.4	varies	120	\$100.90	\$12,108
PE	51.4	varies	500	\$51.40	\$25,700
SUPER	51.4	varies	80	\$90.30	\$7,224
Design Phase / Preconstruct					\$78,855

<u>Bidding / Submittals / Mobilization</u>			<u>Start</u>	<u>Finish</u>	<u># Weeks</u>
			7/1/2013	10/1/2013	12.9
	<u>Weeks</u>	<u>Hrs/WK</u>	<u>Hours</u>	<u>Rate</u>	<u>Total</u>
CM	12.9	varies	as needed	\$107.90	
PM	12.9	16	206	\$83.50	\$17,177
MEP	12.9	4	51	\$100.90	\$5,189
PE	12.9	32	411	\$51.40	\$21,147
SUPER	12.9	varies	as needed	\$90.30	
Bidding / Submittals / Mobilization					\$43,514

<u>Onsite Construction</u>			<u>Start</u>	<u>Finish</u>	<u># Weeks</u>
			10/1/2013	2/1/2015	68.6
	<u>Weeks</u>	<u>Hrs/WK</u>	<u>Hours</u>	<u>Rate</u>	<u>Total</u>
CM	68.6	0	0	\$107.90	\$0
PM	68.6	40	2,743	\$83.50	\$229,029
MEP	68.6	varies	350	\$100.90	\$35,315
PE	34.3	40	1,371	\$51.40	\$70,491
SUPER	68.6	40	2,743	\$90.30	\$247,680
A. SUPER	34.3	40	1,371	\$61.90	\$84,891
Onsite Construction					\$667,406

<u>Project Close-out</u>			<u>Start</u>	<u>Finish</u>	<u># Weeks</u>
			2/1/2015	5/1/2015	12.9
	<u>Weeks</u>	<u>Hrs/WK</u>	<u>Hours</u>	<u>Rate</u>	<u>Total</u>
PM	12.9	4	51	\$83.50	\$4,294
PE	12.9	8	103	\$51.40	\$5,287
Project Close-out					\$9,581

<u>Summary of Labor</u>	
Design Phase / Preconstruction / Estimating	\$78,855
Bidding / Submittals / Mobilization	\$43,514
Onsite Construction	\$667,406
Project Close-out	\$9,581
Total Labor:	\$799,356

Construction Management Fee

<u>Cost of Work</u>	<u>Fee Percentage</u>	<u>Total Fee</u>
\$17,000,000	2.50%	\$425,000

General Conditions - For Construction Manager's Office Staff

	<u>LS / Months</u>	<u>Rate</u>	<u>Total</u>
Administration Office			
Trailer Set up	1	\$5,000	\$5,000
Trailer Demobilization	1	\$5,000	\$5,000
Trailer Rental	16	\$900	\$14,400
Miscellaneous Furnishings	1	\$5,000	\$5,000
Drawing Tables	1	\$2,500	\$2,500
Data wiring for network	1	\$2,000	\$2,000
Administration Office Utilities			
Electrical Service Install	1	n/a	cost of work
Electrical Monthly Cost	16	\$300	\$4,800
Temp Sewer and Water Tank Install	1	\$3,000	\$3,000
Sewer and Water Tank Montly Cost	16	\$700	\$11,200
Drinking Water / First Aid	16	\$200	\$3,200
Office Equipment			
Copier & Service	16	\$650	\$10,400
Office Supplies	16	\$500	\$8,000
Communications			
Telephone Handsets	5	\$150	\$750
Phones, Verizon Activation/Install Fee	1	\$2,000	\$2,000
Telephone Monthly Charges	16	\$400	\$6,400
Internet Activation/install fee	1	\$1,500	\$1,500
Internet Monthly Service	16	\$140	\$2,240
Miscellaneous			
Drawings & Specs Reproduction	10	\$500	\$5,000
Postage and Shipping	16	\$100	\$1,600
Insurance / Taxes on GC's & fee	1	\$19,775	\$19,775
Grand Total CM General Conditions			\$113,765

GRAND TOTAL - Construction Management Services

CM Labor	\$799,356
CM Fee	\$425,000
CM General Conditions	\$113,765
Grand Total CM Services:	\$1,338,121

Project Requirements:

The following project requirements will be estimated during preconstruction and will be incorporated into Whiting-Turner's contract via a change order and billed directly as a part of Whiting-Turner's invoice. These costs generally range from 3% to 4% of the total project cost.

Temporary trailers	Daily Cleanup
Temporary Water for construction	Final Cleanup
Temporary Electric for construction	Dumpsters
Temporary Weather protection	Trash Chute
Weather Protection	Site Maintenance, Snow, Grass
Floor Protection	Building Permit
Miscellaneous Carpentry / Safety allowance	Layout / Surveys
Progress Photos	Certified Construction Reviews (CCR's)
Miscellaneous Signage	Testing and Inspections
Small Tools allowance	Temporary fencing and gates
Liability Insurance/Taxes on the cost of work	Temporary Security System & Monitoring

FORMAL CONTRACT

This contract is between: **Red Clay Consolidated School District**
And: **Whiting-Turner Contracting Company**

The parties agree as follows:

1. The General Instructions To Bidders, Specifications for RFQ #2-12-52, Addenda, and the bid proposal responsive to the Specifications are incorporated in this Contract by reference. Such documents, which are hereafter collectively referred to as "the Contract", are understood and will be followed by the Vendor.
2. No work under the Contract is to be initiated until the Vendor receives a purchase order.
3. This Contract shall be governed by Delaware law, and any dispute concerning the interpretation or application of this Contract, and any documents incorporated by reference into this Contract, or any materials supplied or work performed under this Contract must be heard in Delaware.
4. This Contract is the entire agreement of the parties. There are no promises, terms, conditions, or obligations other than those contained in this Contract.
5. There shall be no modification of this Contract except in writing executed with the same formalities as this Contract.

BY: _____ (Date)
(School District Signature / Business Director-CFO)

BY: _____ (Date)
(Contractor's Signature)

BY: _____ (Printed Name)

ADDRESS: _____



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June 21, 2012

EDiS Company
E. Andrew DiSabatino, Jr.
110 South Poplar Street
Suite 400
Wilmington, DE 19801

FILE COPY

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Re: RFQ # 2-12-52
School District Red Clay Consolidated School District
RFQ Title Construction Management Services

This is to inform you that the Red Clay Consolidated School District has determined your bid to be the highest scoring for the following:

Project / Items: Renovations – AIHS & Wilmington Campus
Amount of Award: See Attached

As required in the specifications the following documents must be submitted or returned to the Data Service Center by: July 12, 2012

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Sincerely,

Emily L. Ryan
User Support Analyst
Central Bidding Department

Cc: Ted Amman, Red Clay
Jill Floore, Red Clay
Marcin Michalski, Red Clay

Compensation Summary

A I DuPont High School

Cab Calloway School

Estimated Construction Value	\$12,000,000		\$12,283,671	
Contract Duration	27 Months		24 Months	
Preconstruction Start	31-Jul-12		31-Jul-12	
Completion Date	1-Jun-13		1-Jun-13	
	1-Oct-14		1-Aug-14	
Preconstruction Services Fee				
Program Planning	\$44,000	0.37%	\$120,500	0.98%
Cost Estimating				
Scheduling				
Bid Package & Document Preparation				
Fixed Construction Management				
Overhead and Profit	\$447,000	3.73%	\$390,000	3.17%
Project Management Support				
Full time Site Management Support				
Cost Accounting				
Scheduling				
Document Control				
Direct Reimburable Labor Estimate	\$561,000	4.68%	\$494,000	4.02%
General Conditions Estimate	\$331,000	2.76%	\$309,000	2.52%
		11.53%		10.69%

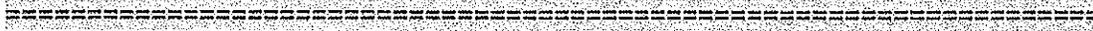
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BY: _____ (School District Signature / Business Director-CFO) _____ (Date)



BY: _____ (Contractor's Signature) _____ (Date)

BY: _____ (Printed Name)

ADDRESS: _____
