

BOCC APPROVAL APRIL 19, 2023
BOARD OF BIDS AND CONTRACTS APRIL 13, 2023

2. ON-CALL CONCRETE AND PAVING -- VARIOUS DEPARTMENTS
FUNDING -- VARIOUS DEPARTMENTS
 (Request sent to 91 vendors)

RFB #23-0019 Contract

| CONCRETE | UOM | Conspec, Inc. dba Kansas Paving | PP&J Construction, Inc. |
|---|-------------|---------------------------------|-------------------------|
| 1) 4" Thick Concrete Removal | | | |
| Less than 200 SF | Square Foot | \$9.00 | \$4.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$5.00 | \$3.50 |
| 2,000 SF or more | Square Foot | \$3.00 | \$3.00 |
| 2) 6" Thick Concrete Removal | | | |
| Less than 200 SF | Square Foot | \$10.00 | \$5.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$6.00 | \$3.00 |
| 2,000 SF or more | Square Foot | \$4.00 | \$2.50 |
| 3) 8" Thick Concrete Removal | | | |
| Less than 200 SF | Square Foot | \$11.00 | \$6.25 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$7.00 | \$4.00 |
| 2,000 SF or more | Square Foot | \$5.00 | \$3.15 |
| 4) 4" Thick Concrete Installation | | | |
| Less than 200 SF | Square Foot | \$11.50 | \$10.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$8.50 | \$6.00 |
| 2,000 SF or more | Square Foot | \$7.50 | \$5.50 |
| 5) 6" Thick Concrete Installation | | | |
| Less than 200 SF | Square Foot | \$13.00 | \$16.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$10.00 | \$9.00 |
| 2,000 SF or more | Square Foot | \$9.00 | \$8.00 |
| 6) 8" Thick Concrete Installation | | | |
| Less than 200 SF | Square Foot | \$15.00 | \$20.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$13.00 | \$11.00 |
| 2,000 SF or more | Square Foot | \$11.00 | \$10.00 |
| 7) Curb/Gutter Removal | | | |
| Less than 150 LF | Linear Foot | \$10.50 | \$16.00 |
| 150 LF or more | Linear Foot | \$9.50 | \$9.00 |
| 8) Curb/Gutter Installation | | | |
| Less than 150 LF | Linear Foot | \$30.00 | \$50.00 |
| 150 LF or more | Linear Foot | \$20.00 | \$28.00 |
| ADA compliant curb ramp with truncate dome pavers | | \$900.00 | \$1,500.00 |
| Truncated dome pavers 2' x 4' area in existing sidewalk | | \$600.00 | \$350.00 |
| Truncated dome pavers 2' x 4' area in new sidewalk | | \$600.00 | \$400.00 |
| Ad hoc rate per employee | | \$45.00 | \$200.00 |
| Ad hoc material mark up | | 45% | 30% |
| PAVEMENT | UOM | | |
| 1) Crack Cleaning and Repair - 1/4" to 1" | | | |
| Less than 150 LF | Linear Foot | \$9.00 | \$5.00 |
| 150 LF or more | Linear Foot | \$5.00 | \$2.50 |
| 2) Sealant | | | |
| Less than 200 SF | Square Foot | \$4.00 | \$3.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$2.00 | \$1.00 |
| 2,000 SF or more | Square Foot | \$1.50 | \$0.40 |
| 3) 6" Thick Removal | | | |
| Less than 200 SF | Square Foot | \$5.00 | \$8.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$4.00 | \$3.00 |
| 2,000 SF or more | Square Foot | \$3.00 | \$2.50 |
| 4) 8" Thick Removal | | | |
| Less than 200 SF | Square Foot | \$6.00 | \$10.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$5.00 | \$8.00 |
| 2,000 SF or more | Square Foot | \$4.00 | \$5.00 |
| 5) 6" Thick Installation | | | |
| Less than 200 SF | Square Foot | \$10.00 | \$12.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$9.00 | \$10.00 |
| 2,000 SF or more | Square Foot | \$8.00 | \$9.50 |
| 6) 8" Thick Installation | | | |
| Less than 200 SF | Square Foot | \$12.00 | \$15.00 |
| 200 SF or more but less than 2,000 SF | Square Foot | \$11.00 | \$10.00 |
| 2,000 SF or more | Square Foot | \$10.00 | \$11.00 |
| 7) Striping | | | |
| Rate per employee | Hour | \$50.00 | \$120.00 |
| Material mark up | | 60% | \$550.00 |

| | | | |
|--|------|-----------------------------------|------------------------|
| 8) Resealing Joints and Sealing Cracks | | | |
| | Hour | \$750.00 | \$100.00 |
| Ad hoc rate per employee | Hour | \$50.00 | \$60.00 |
| Ad hoc material mark up | | 42% | \$1.00 per square foot |
| Concrete parking block, installed | Each | \$100.00 | \$100.00 |
| Acknowledge Addendum | | Yes | Yes |
| No Bid | | All American Concrete, LLC | Barkley Construction |
| | | Foundation Building Materials LLC | Pavement Pro's LLC |
| | | Wildcat Construction Co., Inc. | |

On the recommendation of Lee Barrier, on behalf of various county departments, Anna Meyerhoff-Cole moved to **accept the bids from Conspec Inc. dba Kansas Paving and PP&J Construction Inc. and establish contract rates for three (3) years with two (2) one (1) years options to renew.** Jennifer Blasi seconded the motion. The motion passed unanimously.

Services may include, but are not limited to, concrete and asphalt removal and installation, curb ramps, pavers, crack sealing, and striping. Project Services, Public Works, and Facilities Maintenance agree both companies will be able to fulfill the requirements of this contract. Both companies have worked with the county on similar scope projects and the county is satisfied that the work will be done according to specifications.

Questions and Answers

Brandi Baily: So under the installation services the ad hoc material markup, those are huge percentages. Is that pretty typical to have that huge of a markup? For item #8, Curb/Gutter Installation, the markup is 45% and 30% for PP&J and on Striping the markup is 60% and \$550.00 for PPJ. Are those markups typical?

Joe Thomas: I would say usually we don't get the percentage markup when normally doing business. We get it because we requested it in the RFB. Each business does their own particular markup. So whether or not this is good for the market, I don't know. That's proprietary for them about what their markups are. We know this one because we asked specifically. In case we were to get an invoice or cost and then see if they did price it the right way. Is that right Lynn?

Lynn Packer: Yes. We did look at both proposals that did come in. When you look at the ad hoc markup like Joe said, everyone has their proprietary means how they want to propose on a job as to what they will do. In this particular case this is an attempt to cover other items that aren't covered under the specific item. We looked at both manners, one is a percentage and one is per square foot. They are comparable in the fact that if you have a smaller job that doesn't have a lot of material that you are going to need then it may make more sense to go with the dollar per square foot additional whereas if you have a larger job and you have an idea of what it is you can look at it and go no, I can do the math real quick and figure out the 42% markup is going to be a better job for us in this particular case. It actually is kind of nice in the fact that you can look at these in advance and know which of the two (2) vendors you wish to go with based on the size of the job.

Brandi Baily: So really this markup isn't on the items they are quoting. These are additional items they could use that aren't listed specifically.

Lynn Packer: Yes. This is for additional work that would doesn't specifically have a line item in there.

Tim Myers: Do you know what our spend was for last year?

Lynn Packer: I do not because we are not the only ones who use this one.

Joe Thomas: We could try and get that figure for you. Do we know all the vendors we used previously?

Lynn Packer: The last contract I do know were with both of these particular vendors. They were both on the vendor list I believe. Is that correct Lee?

Lee Barrier: Yes.

Lynn Packer: Going back quite a bit, I believe we had CMC, which is our Cornejo affiliate that has been in there in the past but they have not been recently that I am aware of.

Brandi Baily: Will this make it to where these are the only two (2) vendors that are on?

Lynn Packer: For on-call type service, yes.

Brandi Baily: In the past there's been more than just these two (2)?