

December 1, 2022

**Recommendation for Preferred Contractor  
for Powder Springs City Hall and Parking Deck  
RFQ/RFP No. 22-015**

At the direction and oversight of Public-Private Partnership Project Management, Inc. (4PM), the City of Powder Springs (City) undertook a process to identify and select a qualified, responsible and responsive contractor with whom the City could enter into negotiations for a Guaranteed Fixed Price Contract for the construction of the City Hall, Parking Deck, and surrounding site development.

This process allowed the City to qualify contractors first and then from those qualified contractors receive competitive price proposals for the proposed work. To be qualified, contractors had to demonstrate significant experience in municipal facilities, in construction activities associated with such projects, in site development and the ability to provide adequate insurance and assurance of financial capacity to complete the work with a history of on-time on-budget project delivery.

The City advertised the potential project through a number of sources, including a notice advertised in the local legal organ, a notice on the City's website, and direct contact with contractors that had completed similar projects in the past. A Contractor Qualification Form was prepared and made available for contractor review and ultimate submittal.

The following timeline was set up as part of this process:

- October 14, 2022 – submittal of Qualification Questionnaires by contractors
- October 21, 2022– scoring of Qualification Questionnaires
- October 24, 2022 – mandatory walk through with all qualified contractors wishing to submit pricing proposals
- November 28, 2022 – submittal of pricing proposals from qualified contractors

Two contractors met the October 14, 2022, deadline for submittal of their Qualification Questionnaires. Those contractors were: Cooper & Company and Macallan Construction. On October 19, 2022, Joe Tommie, Jim Moore, Randy Hardy, Paul Hardy, Rick Standard, Kelly Axt, and Eric Meyer met by Zoom with City Manager Pam Conner, representing the City of Powder Springs, and Kirby Glaze, Steve Watson, and Tom Draffin, representatives of 4PM, to review the scoring procedure to follow to score each of the submitted questionnaires. On October 20, the results from each scorer were totaled and averaged to determine the final score for each contractor. The results showed that both responding contractors met the minimum qualification requirements and were eligible to submit pricing proposals.



On October 24, 2022, representatives of those two firms, along with Steve Watson from 4PM, met on site for a walk through of the property. Each contractor had received the proposed Scope of Work and was able to ask questions regarding the project.

Each contractor was also told that 4PM would be open for any questions or comments they might have prior to their submittal. We also explained that the cost numbers they would be submitting were proposals and not firm bids since the process we were using allowed some flexibility before setting the ultimate Guaranteed Fixed Price to be included in the contract they would sign with the City to complete the work.

On November 28, 2022, pricing proposals were received from contractors. The proposals were reviewed. The total estimates of all three divisions of work provided in the proposals were as follows:

| <b>Cooper</b>   | <b>Macallan</b> |
|-----------------|-----------------|
| \$13,935,622.00 | \$12,562,730    |

The proposals were scored based on allocating a full 40 points to the lowest pricing proposal and then a percentage of 40 points to each of the other proposals based on the amount of increase. When added to the original qualifications scores the results were as follows:

| <b>Cooper</b> | <b>Macallan</b> |
|---------------|-----------------|
| 91.8857       | 91.1429         |

4PM felt that the close scores between Cooper and Macallan warranted further interviews and questions of these two contractors, regarding their pricing methodology. On November 29, 2022 and November 30, 2022, Kirby Glaze, Steve Watson and Tom Draffin, from 4PM, conducted individual interviews with representatives of each of the contractors.

While 4PM believes that both contractors are more than capable of completing the work at a fair price to the City, we believe that Macallan Construction separated itself from Cooper upon consideration of the estimate detail discussions. Macallan demonstrated not only that they understood the project and its importance to the City, but also illustrated their willingness to find savings that could reduce the overall cost of the project.

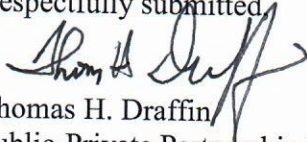
Therefore, even though Cooper had the highest score, Macallan had the lowest pricing proposal. We recommend that the City select Macallan Construction based on their prior successful construction activities with the City and their explanation of how they achieved their estimate.



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Should the City accept this recommendation, 4PM will begin immediately working with the contractor and the architect to value engineer this project in an effort to find further potential savings to reduce the construction cost. Thank you for allowing us to manage this process and the confidence you have shown in us.

Respectfully submitted,



Thomas H. Draffin  
Public-Private Partnership Project Management, Inc.