

Karen Olson

From: Scott Alfele <Scott@ebsaryfoundationco.com>
Sent: Tuesday, January 16, 2018 4:45 PM
To: Karen Olson
Subject: FW: ITB #18-001 KWBFT Pier Extension
Attachments: fdot form w37503034_v001_lobbying disclosure.doc

Karen,

Matt forwarded me your email concerning the contract value of the KWBFT Pier Extension project. We are willing to accept the proposed \$1,087,400 contract value even though we do not necessarily agree with the logic presented. Please correct the base bid to reflect the change. We will fill out the lobbying disclosure form and send to you tomorrow. Please contact me if you have any questions, thanks.



Scott A. Alfele

President

2154 Northwest North River Drive

Miami, Florida 33125

Phone: (305) 325-0530 ext. 107

Fax: (305) 325-8684

Email: scotta@ebsaryfoundationco.com

Website: www.ebsaryfoundationco.com

From: Matt
Sent: Tuesday, January 16, 2018 3:31 PM
To: Scott Alfele <Scott@ebsaryfoundationco.com>
Subject: FW: ITB #18-001 KWBFT Pier Extension

Regards,

Matthew J. Shiring, P.E.

Vice President

Ebsary Foundation Company

2154 Northwest North River Drive

Miami, Florida 33125

Phone: (305) 325-0530 ext. 108

Fax: (305) 325-8684
Cell: (305) 746-5244
Email: matt@ebsaryfoundationco.com
Website: www.ebsaryfoundationco.com

Confidentiality Note: This message (including any attachments) is intended for use only by the individual or entity to which it is addressed and may contain information that is privileged, confidential, and exempt from disclosure under applicable law. If the reader of this message is not the intended recipient or the employee or agent responsible for delivering the message to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this communication in error, please contact the sender immediately and destroy the material in its entirety, whether electronic or hard copy. Thank you.

From: Karen Olson [<mailto:kolson@cityofkeywest-fl.gov>]
Sent: Tuesday, January 16, 2018 9:25 AM
To: Matt <Matt@ebsaryfoundationco.com>; Bobby Brown <BBrown@ebsaryfoundationco.com>
Cc: Cheri Smith <csmith@cityofkeywest-fl.gov>; Doug Bradshaw <dbradshaw@cityofkeywest-fl.gov>
Subject: RE: ITB #18-001 KWBFT Pier Extension

Good Morning Matt –

Your alternate option cannot be accepted. We stated in the Bid Schedule “10% of construction cost max” we did not indicate contract cost. But with your explanation and concerns I offer the following:

Line items 2 -12 + alternate = \$974,000 **construction** cost x 10% = \$97,400 max. allowed. I will not add the allowance \$\$’s to the calculation but if used I will add 10% at that time. If you are in agreement we will correct your base bid price from \$1,095,000 to \$1,087,400.

Also the attached form needs to be completed and returned if you are going to proceed with this project.

Thanks

Karen Olson

Deputy Director
Port and Marine Services
305-809-3803 (O)
305-293-6438 (F)

From: Matt [<mailto:Matt@ebsaryfoundationco.com>]
Sent: Wednesday, January 03, 2018 11:46 AM
To: Bobby Brown <BBrown@ebsaryfoundationco.com>; Karen Olson <kolson@cityofkeywest-fl.gov>
Cc: Cheri Smith <csmith@cityofkeywest-fl.gov>; Doug Bradshaw <dbradshaw@cityofkeywest-fl.gov>
Subject: RE: ITB #18-001 KWBFT Pier Extension

Karen;

Good Morning, I apologize in advance for any inconsistencies in your bid. To Help me understand better, Can you direct me where in the bid specs the definition of what construction costs are and the basis for the maximum 10% mob cost. I understand your logic, as you outlined belw, but It was not clear to me that the “construction costs” did not include all costs in the bid. Historically, the bids we submit that have a cap on mobilization, that cap is ordinarily a percent based on the cost for our total Construction Contract (which would include dedicated allowances and contingency). As and example, both FDOT and Port Miami are both examples where the limits based on Construction Costs include all costs associated with the contractor’s contract, to include allowances. If we merely cut the cost of our contract price, we will end up taking the hit for those costs which are definitely needed to perform this work. As an alternate option, is it

possible to adjust the unit pricing two items in our unit pricing, to maintain our original bid pricing (which is the basis of award) and go to contract in accordance with the following contract spreadsheet. We can also explore some alternate options, but this would certainly be our most preferred option, which again, does not increase the total bid, which should be the basis of award.

With regard to references, I apologize for anything that does not seem complete, I will get with Bobby to ensure you have more than enough references, I'm not certain how that happened.

Please follow back up with me when you have an opportunity, resolving this matter is our top priority right now... we are very eager to perform this work for the City.

Thank you.

Regards,

Matthew J. Shiring, P.E.

Vice President

Ebsary Foundation Company

2154 Northwest North River Drive

Miami, Florida 33125

Phone: (305) 325-0530 ext. 108

Fax: (305) 325-8684

Cell: (305) 746-5244

Email: matt@ebsaryfoundationco.com

Website: www.ebsaryfoundationco.com

Confidentiality Note: This message (including any attachments) is intended for use only by the individual or entity to which it is addressed and may contain information that is privileged, confidential, and exempt from disclosure under applicable law. If the reader of this message is not the intended recipient or the employee or agent responsible for delivering the message to the intended recipient, you are hereby notified that any dissemination, distribution or copying of this communication is strictly prohibited. If you have received this communication in error, please contact the sender immediately and destroy the material in its entirety, whether electronic or hard copy. Thank you.

From: Bobby Brown

Sent: Wednesday, January 03, 2018 11:12 AM

To: Matt <Matt@ebsaryfoundationco.com>

Subject: FW: ITB #18-001 KWBFT Pier Extension

From: Karen Olson [<mailto:kolson@cityofkeywest-fl.gov>]

Sent: Wednesday, January 03, 2018 11:04 AM

To: Bobby Brown <BBrown@ebsaryfoundationco.com>

Cc: Cheri Smith <csmith@cityofkeywest-fl.gov>; Doug Bradshaw <dbradshaw@cityofkeywest-fl.gov>

Subject: ITB #18-001 KWBFT Pier Extension

Bobby –

In reviewing your proposal I found that bid schedule line item #1 (\$105,000) is in excess of the allowed 10%. My calculation is as follows:

Line items 4 -12 + alternate = \$949,500 **construction** cost x 10% = \$94,950 max. allowed. Do you agree with my calculation? If so we will correct your

Base bid price from \$1,095,000 to \$1,084,500.

Also, reviewing your experience I am finding it difficult to find 5 current/recent, similar projects. Please provide this information.

Thanks

Please respond via written correspondence as this project still falls under the City's "Cone of Silence" ordinance.

Karen Olson

Deputy Director
Port and Marine Services
305-809-3803 (O)
305-293-6438 (F)