

# GREEN MOUNTAIN ENGINEERING, INC.

*P.O. Box 159  
1438 South Brownell Road  
Williston, VT 05495  
(802) 862-5590 (Fax) 862-7598*

March 9, 2020

Ms. Kathleen Ramsay, Town Manager  
Town of Middlebury  
77 Main Street  
Middlebury, VT 05753

**RE: Dow Pond Area Waterline Replacement Project  
GME Project #29-013**

Dear Ms. Ramsay and the Town of Middlebury,

Bids for the above-mentioned project were received, opened and read aloud on February 28<sup>th</sup>, 2020 at the Middlebury Public Works Building located at 1020 Route 7 South. In accordance with our "Bid Analysis" dated March 6<sup>th</sup>, 2020 (copy attached) we hereby make the recommendation to award the Dow Pond Area Waterline Replacement Project to Desroches Construction Services, Inc. in the amount of \$268,095.00.

As mentioned, please find attached our Bid Analysis, an excerpt from the U.S. Treasury Department's Circular 570 confirming the Surety Company listing and the bid tabulation outlining the anticipated construction costs for this Contract. As indicated in the bid tabulation, Desroches Construction Services, Inc. is the low-bidder; with a total bid price of \$268,095.00.

Green Mountain Engineering, Inc., recommends that the Town of Middlebury award this contract to Desroches Construction Services, Inc., in the amount of \$268,095.00, and upon concurrence from the Town, a contract signing and pre-construction conference will be scheduled with the contractor. Based on a brief conversation with Mr. Desroches, the contractor is able to commence construction as early as mid-May, 2020 should the Town agree. The anticipated construction start date was July 20<sup>th</sup>, 2020 to provide maximum flexibility to Contractors that may bid on multiple construction projects currently advertised by the Town of Middlebury.

Respectfully,  
**GREEN MOUNTAIN ENGINEERING, INC.**



Jamie L. Simpson, P.E.  
Project Engineer

enc.

cc: Mr. Dan Werner, Public Works Planning Director  
Mr. Ron Desroches, Desroches Construction Services, Inc.

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P.O. Box 159  
Williston, VT 05495  
(802) 862-5590 (Fax) 862-7598

## BID ANALYSIS AND RECOMMENDATION TO AWARD

**Desroches Construction Services, Inc.**  
**Low Bidder – Dow Pond Area Waterline Replacement Project**  
**Town of Middlebury, Vermont**

**Bid Opening Date: February 28, 2020**

**BID AMOUNT: \$268,095.00**

1. OFFICERS
  - Ron Desroches, President
  - Diane Carlino-Desroches, Corporation Secretary
2. PROJECT MANAGER and SUPERINTENDENT
  - Ron Desroches, Project Manager & Superintendent
3. QUALIFICATIONS AND EXPERIENCE
  - A. Has a good history of site and utility work.
  - B. Desroches Construction Services, Inc. has worked with GME and the Town of Middlebury in the past on similar projects of scope and scale and both parties believe that the company is reputable.
  - C. Desroches Construction Services, Inc. has been in business for over 10 years. Mr. Desroches has 30+ years of experience in the field of Construction and Heavy Equipment operation.
  - D. The number of employees vary between six (6) and ten (10) employees, depending on project needs.
4. OWNED EQUIPMENT TO BE UTILIZED

Contractor appears to own sufficient equipment or the ability to rent/subcontract all equipment required to complete the project, based on the list of equipment provided.
5. BID BOND
  - A. Berkeley Insurance Company (Surety Company), 475 Steamboat Road, Greenwich, CT 06830.
  - B. Shall provide Payment and Performance Bonds through Berkeley Insurance Company.
6. PAYMENT AND PERFORMANCE BONDS
  - A. Berkeley Insurance Company (Surety Company), 475 Steamboat Road, Greenwich, CT 06830.
  - B. Treasury Company listed on Treasury Circular #570 (see attached).
7. FINANCIAL DATA
  - A. People's United Bank, Contact Person – Jacob McArthur, 1069 Mountain Road Stowe, VT 05672
    1. Mr. McArthur was not available for comment.

**Bid Analysis and Recommendation to Award  
Dow Pond Area Waterline Replacement Project  
Desroches Construction Services, Inc.  
March 06, 2020  
Page 2 of 2**

8. COMMENTS OF GREEN MOUNTAIN ENGINEERING, INC.
  - A. Experienced in this type of work.
  - B. Payment and Performance Bond Company acceptable and listed on the Treasury Circular 570.
  - C. Representative from the Village of Morrisville believed Desroches Construction Services, Inc. had done an excellent job installing the water main for a recent project for the them. There were no issues or concerns and noted that the owner was very pleased with the quality of work performed and the professionalism displayed by Mr. Desroches and his company.
  - D. Green Mountain Engineering, Inc. has had prior experience with Desroches Construction Services, Inc. on water main replacement projects in the Town of Middlebury. Our experience has been excellent regarding projects of this sort. The owner is knowledgeable and has a good deal of experience with municipal construction contracts.
  - E. Bid informalities: None.
  
9. RECOMMENDATIONS OF GREEN MOUNTAIN ENGINEERING INC.
  - A. Award the Dow Pond Waterline Replacement Project to Desroches Construction Services, Inc. as there was no apparent reason found for denial.
  - B. Close attention to paperwork, work quality, and maintaining adequate retainage will be important to ensure the work is completed correctly and on time.
  - C. A project meeting should be scheduled after the first week of construction to help keep the project on schedule and resolve any questions or problems as early as possible. Maintenance of good communications is essential to a smooth project.
  - D. Coordination with the Town of Middlebury may be required to ensure uninterrupted service of the existing AC water main.
  - E. It should be understood that there will not be any closure of VT 116 (Case Street) and that traffic control must be maintained at all times when construction equipment is in close proximity to VT 116.
  - F. Contractors' **SUPERINTENDENT MUST BE ONSITE AT ALL TIMES DURING CONSTRUCTION**. An ancillary person, with the superintendent's equivalent authority, must be available to fill in as needed.
  - G. Paperwork to be reviewed daily, including testing, pay items, daily reports, scheduling, etc.
  - H. A standard of acceptable work (including daily clean-up) must be established at the start of the project and maintained throughout.
  - I. The prime contractor is responsible for project scheduling, job control and safety, sub-contractor coordination, sub-contractor performance, public safety, etc. The prime contractor is also responsible for the quality of all work, unless such work has been identified as the responsibility of others.
  - J. Any additional equipment needed for the complete construction of the system should be acquired or rented as needed.



**Bid Tabulation - Middlebury Project #29-013 Dow Pond Area Waterline Replacement Project**      **Bid Date: 2/28/2020**

DESCRIPTION	ENGINEER COST OPINION		R. Parker Enterprises, Inc.		Masterson & Son Excavation, LLC		Engineer's Construction, Inc.	
	UNIT	QTY.	UNIT PRICE	TOTAL AMOUNT	UNIT PRICE	TOTAL AMOUNT	UNIT PRICE	TOTAL AMOUNT
A-1 12" DI Water Main	I.f.	1485	\$130.00	\$193,050.00	\$130.00	\$193,050.00	\$164.00	\$243,540.00
A-2 6" DI Water Service	I.f.	0	\$65.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
A-3 3/4" Copper House Service	I.f.	50	\$60.00	\$3,000.00	\$100.00	\$5,000.00	\$126.50	\$6,325.00
A-4 Polyethylene Pipe Encasement (DI Pipe)	I.f.	1485	\$2.00	\$2,970.00	\$0.79	\$1,173.15	\$1.50	\$2,227.50
B-1 12" Gate Valve	ea.	2	\$1,800.00	\$3,600.00	\$2,340.00	\$4,680.00	\$3,293.50	\$6,587.00
B-2 6" Gate Valve	ea.	0	\$800.00	\$0.00	\$1,100.00	\$0.00	\$0.00	\$0.00
B-3 3/4" Curb Stops and Boxes	ea.	4	\$350.00	\$1,400.00	\$450.00	\$1,800.00	\$248.75	\$995.00
B-4 3/4" Corporation Stops	ea.	4	\$300.00	\$1,200.00	\$600.00	\$2,400.00	\$349.00	\$1,396.00
B-5 Fire Hydrant Branch Connections (Install only)	ea.	4	\$3,000.00	\$12,000.00	\$1,671.00	\$6,684.00	\$1,961.25	\$7,845.00
B-6 Removal of Fire Hydrant	ea.	1	\$750.00	\$750.00	\$1,060.00	\$1,060.00	\$1,245.00	\$1,245.00
B-7 Cut & Cap Exg Water Mains	ea.	2	\$400.00	\$800.00	\$900.00	\$1,800.00	\$1,113.50	\$2,227.00
C-1 Rock Excavation	c.y.	1	\$140.00	\$140.00	\$300.00	\$300.00	\$200.00	\$200.00
C-2 Excavation & Rep. of Unsuitable Material (not pipe)	c.y.	10	\$20.00	\$200.00	\$35.00	\$350.00	\$59.00	\$590.00
C-3 Gravel Shoulder Fill	c.y.	50	\$30.00	\$1,500.00	\$37.00	\$1,850.00	\$90.00	\$4,500.00
C-4 Miscellaneous Extra Excavation	c.y.	200	\$32.00	\$6,400.00	\$35.00	\$7,000.00	\$20.00	\$4,000.00
C-5 Boulder Excavation	c.y.	1	\$80.00	\$80.00	\$50.00	\$50.00	\$35.00	\$35.00
D-1 Bituminous Concrete Pavement (Trenches & Driveways)	s.y.	13	\$33.00	\$429.00	\$47.00	\$611.00	\$75.00	\$975.00
D-2 Gravel Drive Repair	s.y.	13	\$40.00	\$520.00	\$25.00	\$325.00	\$81.00	\$793.00
F-1 18" HDPE Storm Sewer Drain Pipe	I.f.	10	\$65.00	\$650.00	\$55.00	\$550.00	\$197.40	\$1,974.00
F-2 15" HDPE Storm Sewer Drain Pipe	I.f.	10	\$60.00	\$600.00	\$49.00	\$490.00	\$176.40	\$1,764.00
G-1 Class "B" Concrete	c.y.	12	\$230.00	\$2,760.00	\$240.00	\$2,880.00	\$162.00	\$1,944.00
G-2 Rigid Trench Insulation (3" thickness)	s.f.	128	\$3.00	\$384.00	\$3.00	\$384.00	\$2.35	\$300.80
G-3 Traffic Control Flaggings	Hrs.	540	\$25.00	\$13,500.00	\$45.00	\$24,300.00	\$57.00	\$30,780.00
G-4 Erosion Control	I.S.	1	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
H-1 Bonds	I.S.	1	\$5,500.00	\$5,500.00	\$8,164.11	\$8,164.11	\$10,000.00	\$10,000.00
H-2 Site Preparation and Miscellaneous Work	I.S.	1	\$20,500.00	\$20,500.00	\$10,400.00	\$10,400.00	\$8,000.00	\$8,000.00
<b>TOTAL (BASE BID)</b>				<b>\$276,833.00</b>		<b>\$280,301.26</b>		<b>\$343,243.30</b>
(ADD) BID ALTERNATE #1: HDD Waterline	I.f.	448	\$200.00	\$89,600.00	\$350.00	\$156,800.00	\$7.00	\$3,136.00
(DEDUCT) BID ALT. #1: Item A-1 Waterline	I.f.	448	\$130.00	-\$58,240.00	\$130.00	-\$58,240.00	\$0.00	\$0.00
<b>TOTAL (ALT. #1 BID)</b>				<b>\$308,293.00</b>		<b>\$378,861.26</b>		<b>\$346,379.30</b>

**10% CONTINGENCY: \$27,683.30**

**TOTAL CONSTRUCTION (BASE BID): \$304,626.30**

**INCORRECT**

**OK**

**OK**

**Bid Tabulation - Middlebury Project #29-013 Dow Pond Area Waterline Replacement Project Bid Date: 2/28/2020**

DESCRIPTION	UNIT		QTY.	ENGINEER COST OPINION		J.A. McDonald, Inc.	
	UNIT	PRICE		UNIT PRICE	TOTAL AMOUNT	UNIT PRICE	TOTAL AMOUNT
A-1 12" DI Water Main	I.f.	\$130.00	1485	\$193,050.00	\$112.00	\$166,320.00	
A-2 6" DI Water Service	I.f.	\$65.00	0	\$0.00	\$0.00	\$0.00	
A-3 3/4" Copper House Service	I.f.	\$60.00	50	\$3,000.00	\$120.00	\$6,000.00	
A-4 Polyethylene Pipe Encasement (DI Pipe)	I.f.	\$2.00	1485	\$2,970.00	\$1.50	\$2,227.50	
B-1 12" Gate Valve	ea.	\$1,800.00	2	\$3,600.00	\$5,000.00	\$10,000.00	
B-2 6" Gate Valve	ea.	\$800.00	0	\$0.00	\$0.00	\$0.00	
B-3 3/4" Cub Stop and Boxes	ea.	\$350.00	4	\$1,400.00	\$675.00	\$2,700.00	
B-4 3/4" Corporation Stops	ea.	\$300.00	4	\$1,200.00	\$475.00	\$1,900.00	
B-5 Fire Hydrant Branch Connections (install only)	ea.	\$3,000.00	4	\$12,000.00	\$2,500.00	\$10,000.00	
B-6 Removal of Fire Hydrant	ea.	\$750.00	1	\$750.00	\$3,775.00	\$3,775.00	
B-7 Cut & Cap Ex'g Water Mains	ea.	\$400.00	2	\$800.00	\$2,000.00	\$4,000.00	
C-1 Rock Excavation	C.Y.	\$140.00	1	\$140.00	\$168.00	\$168.00	
C-2 Excavation & Rep. of Unsuitable Material (not pipe)	C.Y.	\$20.00	10	\$200.00	\$57.50	\$575.00	
C-3 Gravel Shoulder Fill	C.Y.	\$30.00	50	\$1,500.00	\$60.00	\$4,000.00	
C-4 Miscellaneous Extra Excavation	C.Y.	\$32.00	200	\$6,400.00	\$72.00	\$14,400.00	
C-5 Boulder Excavation	C.Y.	\$80.00	1	\$80.00	\$168.00	\$168.00	
D-1 Bituminous Concrete Pavement (Trenches & Driveways)	S.Y.	\$33.00	13	\$429.00	\$150.00	\$1,950.00	
D-2 Gravel Drive Repair	S.Y.	\$40.00	13	\$520.00	\$82.00	\$1,066.00	
F-1 18" HOPE Storm Sewer Drain Pipe	I.f.	\$65.00	10	\$650.00	\$206.00	\$2,060.00	
F-2 15" HOPE Storm Sewer Drain Pipe	I.f.	\$60.00	10	\$600.00	\$200.00	\$2,000.00	
G-1 Class "B" Concrete	C.Y.	\$230.00	12	\$2,760.00	\$325.00	\$3,900.00	
G-2 Rigid Trench Insulation (3" thickness)	S.F.	\$3.00	128	\$384.00	\$6.75	\$864.00	
G-3 Traffic Control Flaggers	Hrs.	\$25.00	540	\$13,500.00	\$43.00	\$23,220.00	
G-4 Erosion Control	I.S.	\$5,000.00	1	\$5,000.00	\$16,500.00	\$16,500.00	
H-1 Bonds	I.S.	\$5,500.00	1	\$5,500.00	\$6,500.00	\$6,500.00	
H-2 Site Preparation and Miscellaneous Work	I.S.	\$20,500.00	1	\$20,500.00	\$90,500.00	\$90,500.00	
<b>TOTAL (BASE BID)</b>				<b>\$276,933.00</b>		<b>\$374,793.50</b>	
(ADD) BID ALTERNATE #1: HDD Waterline	I.f.	\$200.00	448	\$88,600.00	\$0.00	\$0.00	
(DEDUCT) BID ALT. #1: Item A-1 Waterline	I.f.	\$130.00	448	-\$56,240.00	\$0.00	\$0.00	

<b>TOTAL (ALT. #1 BID)</b>	<b>\$306,293.00</b>	<b>N/A</b>
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**10% CONTINGENCY: \$27,693.30**  
**TOTAL CONSTRUCTION (BASE BID): \$304,626.30**  
**OK**



**Berkley Insurance Company (NAIC #32603)**

BUSINESS ADDRESS: 475 STEAMBOAT ROAD, GREENWICH, CT 06830.  
PHONE: (203) 542-3800. UNDERWRITING LIMITATION b/: \$460,644,000.  
SURETY LICENSES c,f/: AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, GU,  
HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV,  
NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, PR, RI, SC, SD, TN, TX, UT, VT,  
VA, VI, WA, WV, WI, WY. INCORPORATED IN: Delaware.

**Berkley Regional Insurance Company (NAIC #29580)**

BUSINESS ADDRESS: PO BOX 9190, DES MOINES, IA 50306 - 9190.  
PHONE: (515) 473-3000. UNDERWRITING LIMITATION b/: \$75,794,000.  
SURETY LICENSES c,f/: AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI,  
ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH,  
NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA,  
WV, WI, WY. INCORPORATED IN: Iowa.

**Berkshire Hathaway Homestate Insurance Company (NAIC #20044)**

BUSINESS ADDRESS: 1314 Douglas Street, Suite 1300, Omaha, NE 68102  
- 1944. PHONE: (402) 393-7255. UNDERWRITING LIMITATION b/:  
\$149,531,000. SURETY LICENSES c,f/: AL, AK, AZ, AR, CA, CO, CT, DE,  
DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO,  
MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX,  
UT, VT, VA, WA, WV, WI, WY. INCORPORATED IN: Nebraska.

**Berkshire Hathaway Specialty Insurance Company (NAIC #22276)**

BUSINESS ADDRESS: 1314 Douglas Street, Suite 1400, Omaha, NE 68102  
- 1944. PHONE: (402) 916-3000. UNDERWRITING LIMITATION b/:  
\$348,040,000. SURETY LICENSES c,f/: AL, AK, AZ, AR, CA, CO, CT, DE,  
DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO,  
MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX,  
UT, VT, VA, WA, WV, WI, WY. INCORPORATED IN: Nebraska.

**BITCO GENERAL INSURANCE CORPORATION (NAIC #20095)**

BUSINESS ADDRESS: 3700 MARKET SQUARE CIRCLE, DAVENPORT, IA  
52807. PHONE: (800) 475-4477. UNDERWRITING LIMITATION b/:  
\$26,669,000. SURETY LICENSES c,f/: AL, AK, AZ, AR, CA, CO, CT, DE, DC,  
FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT,  
NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT,  
VT, VA, WA, WV, WI, WY. INCORPORATED IN: Illinois.