

**EVALUATION AND SCORING REPORT
OF TECHNICAL AND PRICE PROPOSAL SUBMISSIONS
RECEIVED BY THE BOROUGH OF WOOD-RIDGE
IN RESPONSE TO
REQUEST FOR PROPOSALS
FOR
DESIGN-BUILD SERVICES
FOR CONSTRUCTION OF HIGHLAND AVENUE LEARNING ANNEX
AND RECREATIONAL CENTER IN WOOD-RIDGE, NEW JERSEY
PURSUANT TO N.J.S.A. 40A:11-53 ET SEQ. AND N.J.A.C 5:34-10 ET SEQ.**

**Submitted By: Selection Coordinator on behalf of Technical Review Committee
Borough of Wood-Ridge
Dated: November 27, 2023**

TABLE OF CONTENTS

<u>REPORT SECTIONS</u>	<u>PAGE</u>
Executive Summary	1
I. Overview of the RFP	2
II. Technical Proposal Evaluation Criteria.....	3
III. Recommendation – Successful Respondent.....	4

Executive Summary

This Evaluation Report (the “Report”) is being provided as part of the procurement process that was followed by the Borough of Wood-Ridge (the “Borough”) as set forth in the Design-Build Construction Services Procurement Act, N.J.S.A. 10A:11-53 et seq. and its implementing regulations, N.J.A.C. 5:34-10 et seq. (the “Design-Build Process” or “Process”), for the selection of a design-builder for the Construction of the Highland Avenue Learning Annex and Recreation Center in Wood-Ridge, New Jersey (the “Project”). The purpose of this Report is to advise the Borough regarding the evaluation process that was undertaken by the Technical Review Committee (“TRC”) of the Technical and Price Proposals that were received in response to the Request for Proposals (“RFP”) issued by the Borough to the Short List of Qualified Respondents selected by the TRC, and to make a recommendation regarding the Respondent to be awarded a design-build contract for the Project.

The procurement process that was followed by the Borough involves a two-phase approach for the selection of the Design-Build Team for the Project. The first step in the Process involved the public advertisement and issuance of the RFQ by the Borough on May 9, 2023. The RFQ required Respondents to submit certain information concerning the qualifications, experience and the organizational structure of the Respondent’s proposed Design-Build Team. To evaluate the Qualifications Proposals, the Borough formed the TRC by Resolution 049-2023. The TRC members initially included the Borough Administrator & Qualified Purchasing Agent, Christopher W. Eilert, C.M.F.O., Q.P.A., C.P.W.M., R.M.C., C.T.A., who serves as the Selection Coordinator of the TRC; the Borough Chief Financial Officer & Deputy Qualified Purchasing Agent, Nicholas Fargo, C.M.F.O., Q.P.A.; Allen Barnett, A.I.A., DiCara Rubino Architects, the Borough Project Manager and Design Professional; and Michael Neglia, P.E., P.P., President of Neglia Engineering Group, the Design Professional. Allen Barnett, A.I.A. of DiCara Rubino Architects was removed from the TRC due to a conflict of interest of DiCara Rubino Architects with one of the Respondents. The TRC was assisted in its review by the Borough’s Special Legal Counsel, Leslie London, Esq. The evaluation process was undertaken in accordance with the Design-Build Process.

On June 13, 2023, the Borough received five (5) Qualification Proposals from the following entities (each a “Respondent”; collectively, the “Respondents”) in response to the RFQ:

- Dobco, Inc.
- Epic Management, Inc.
- Hall Construction Co., Inc.
- Ernest Bock & Sons, Inc.
- Terminal Construction Corporation

The TRC conducted a comprehensive review and evaluation of the Respondents’ Qualifications Proposals based on the evaluation criteria and percentage weighing set forth in the RFQ. The RFQ advised that the Short List of Respondents would be the top six (6) qualified Respondents with the highest total scores.

The following five (5) entities were recommended by the TRC as the Short List of Qualified Respondents:

- Dobco, Inc.
- Epic Management, Inc.
- Hall Construction Co., Inc.
- Ernest Bock & Sons, Inc.
- Terminal Construction Corporation

By Resolution No. 074-2023 the Borough approved the Short List of Qualified Respondents to RFQ at its June 21, 2023 Council Meeting. On August 1, 2023 the RFP was issued to the Short List of Qualified Respondents, as set forth above. On September 29, 2023, the Borough received three (3) Technical and Price Proposals from the following Respondents in response to the RFP:

1. Dobco, Inc.
2. Epic Management, Inc.
3. Terminal Construction Corp.

Based on its review and assessment of the Proposals submitted, as set forth herein, the TRC recommends that the Proposal submitted by Terminal Construction be accepted and that Terminal Construction be awarded a design-build contract for the Project.

I. OVERVIEW OF THE RFP

A. Respondent Proposals and Required Forms for Submission

Respondents were required to submit, as part of their Proposal submission, the documents and information described in the RFP.

Proposal submissions were required to include the following:

1. Cover Letter Form – Form 1
2. Copy of Respondent’s Previously Submitted RFQ Form 1 and attachments, RFQ Form 2A and attachments and RFQ Form 2B and attachments
3. List of Persons to whom the Design-Builder (General Contractor) proposes to delegate obligations under the Design-Build contract- Form 2
4. Copy of Respondent’s Previously Submitted RFQ Form 3A and attachments and Form 3B and attachments
5. Approach to Providing the Required Project Services – Form 3
6. Approach to Project Schedule – Form 4
7. Measures Taken by Design-Builder/Design-Build Team Members to Promote Workforce Diversity– Form 5
8. Technical Proposal Certification – Form 6
9. Prohibited Russia-Belarus Activities and Iran Investment Activities Certification – Form 7
10. Ownership Disclosure Form – Form 8
11. Non-Collusion Affidavit – Form 9
12. Debarred, Suspended and Disqualified Respondent Affidavit – Form 10

13. Acknowledgement of Addenda – Form 11
14. Document Checklist of Proposal Submission – Form 12
15. Price Proposal Form – Form 13
16. Total Amount of Uncompleted Contracts – Form 14
17. Exhibit A– Mandatory Equal Employment Opportunity Language – Goods, Professional Services and General Service Contracts – Form 15
18. Exhibit B – Mandatory Equal Employment Opportunity Language– Construction Contracts – Form 16
19. Affirmative Action Compliance Certification – Form 17
20. Letter of Assent - Project Labor Agreement – Form 18
21. Federal Non-Debarment Certification – Form 19
22. Proposed Form of Proposal Security Bond – Form 20
23. Proposed Form of Consent of Surety – Form 21
24. Proposed Form of Performance & Payment Bond – Form 22
25. New Jersey Business Disclosure Registration(s) for Respondent and Subcontractors
26. New Jersey Public Works Registration Certificate(s) for Respondent and Subcontractors
27. New Jersey Department of Treasury Notice of Classifications for Respondent and Subcontractors
28. Letter as to Professional Liability Insurance Limits
29. Copies of all current, valid contractor or trade licenses and permits required under applicable New Jersey law, for the Respondent and Subcontractors

B. Evaluation Process

Prior to reviewing the Proposals, each member of the TRC was provided an updated list of the Respondents to the RFP and their Design-Build Team members and was required to confirm no conflict in accordance with the Design-Build Process.

In accordance with N.J.A.C. 5:34-10.9(g), before the TRC began evaluation of the Technical Proposals, a representative of the Borough's Design Professional, Allen Barnett, examined all documents required to be submitted with the Technical and Price Proposal submissions and certified that the documents were substantially complete and responsive to each of the Proposal evaluation factors established in the RFP. Following Mr. Barnett's certification, the Technical Proposals were distributed for review and evaluation by the TRC.

Evaluation of the Technical Proposals was completed based upon the information provided by the Respondents in response to the RFP and the interviews conducted with each Respondent, using the criteria and methodology set forth in the RFP.

II. TECHNICAL PROPOSAL EVALUATION CRITERIA

The following sets forth the evaluation criteria and total points that was applied by the TRC in their review and evaluation of the Technical Proposals.

- i. Classification and Prequalification of Respondent’s Design-Build Team and Respondent’s Design-Build Team Experience (**maximum total points: 25**);
- ii. Respondent’s Approach to Providing Required Services for the Project (**maximum total points: 25**);
- iii. Respondent’s Approach to Schedule (**maximum total points: 10**);
- iv. Measures Taken by Design-Builder/Design-Build Team Members to Promote Workforce Diversity (**maximum total points: 20**).

On October 4, 2023, following review of the Technical Proposals, the TRC conducted interviews with all Respondents. The purpose of the interviews was to allow Respondents to clarify information provided in their submissions and to allow the TRC members to ask questions about the Technical Proposal submissions. Respondents were not permitted to make any material modification or change to their submission during or after the interview.

III. RECOMMENDATION – SUCCESSFUL RESPONDENT

Following the interviews, each member of the TRC completed a technical review and evaluation of each Respondent’s Technical Proposal based on the criteria described above. Once evaluated, the TRC members totaled and submitted their scores to the Selection Coordinator. The following is a summary of the Technical Proposal scores received from the TRC based on the evaluation criteria set forth above.

Technical Proposal Evaluation Criteria

- i. **Classification and Prequalification of Respondent's Design-Build Team and Respondent's Design-Built Team Experience (Max 25 Points)**

TRC MEMBER	DOBCO	EPIC	TERMINAL
CHRISTOPHER W. EILERT	20	20	25
NICHOLAS FARGO	17	20	25
MICHAEL NEGLIA	20	20	25
TOTAL	57	60	75

- ii. **Respondent's Approach to Providing Required Services for the Project (Max 25 Points)**

TRC MEMBER	DOBCO	EPIC	TERMINAL
CHRISTOPHER W. EILERT	15	15	25
NICHOLAS FARGO	17	17	25
MICHAEL NEGLIA	20	20	25
TOTAL	52	52	75

iii. Respondent's Approach to Project Schedule (Max 10 Points)

TRC MEMBER	DOBCO	EPIC	TERMINAL
CHRISTOPHER W. EILERT	5	5	10
NICHOLAS FARGO	4	6	10
MICHAEL NEGLIA	7	7	10
TOTAL	16	18	30

iv. Measures Taken by Design-Builder Team Members to Promote Workforce Diversity (Max 20 Points)

TRC MEMBER	DOBCO	EPIC	TERMINAL
CHRISTOPHER W. EILERT	10	20	15
NICHOLAS FARGO	15	20	17
MICHAEL NEGLIA	20	20	20
TOTAL	45	60	52

Total Technical Proposal Points (240 Max Points) & Scoring			
	DOBCO	EPIC	TERMINAL
Total Points	170	190	232
Score (# Points/240)	70.83	79.17	96.67

Following receipt of the Technical Proposal evaluations and scores from each member of the TRC, on October 13, 2023, the Selection Coordinator opened and read the Respondents' Price Proposals in the presence of the Borough's Special Legal Counsel, Leslie G. London, Esq., and the Borough Clerk, Gina Affuso, RMC. In accordance with N.J.A.C. 5:34-10.9(j), the Selection Coordinator assigned the maximum price score (**100 points**) to the lowest total dollar Price Proposal. All other responsive Price Proposals were scored based upon the percentage that each Price Proposal exceeded the lowest Price Proposal.

Respondent	Proposal Price	Price Score
Dobco	\$27,500,000.00	100
Epic	\$28,588,000.00	96.04
Terminal	\$29,314,000.00	93.4

The Selection Coordinator then determined the combined scores for each Respondent based on their Technical and Price Proposals to arrive at a Total Proposal Score, as set forth below. The Price Proposal and the Technical Proposal each represented 50% of the weighted scoring. The total maximum combined score that could be received by a Respondent was **100**. The following is a chart summarizing the Proposals and evaluations of each Respondent, organized based on the highest total score:

Respondent	Proposal Price	Weighted Price Score	Weighted Technical Score	Total Proposal Score
1. Terminal	\$29,314,000.00	46.70	48.33	95.03
2. Epic	\$28,588,000.00	48.02	39.58	87.60
3. Dobco	\$27,500,000.00	50.00	35.42	85.42

Based on the above, the TRC recommends that the Proposal of Terminal Construction be accepted and that Terminal Construction be awarded a design-build contract for the Project. The terms, conditions, and scope of services for the Project were set forth in the Proposed Design-Build Agreement attached to the RFP as Attachment B.