

Department of Public Works

Michael J. Gallagher, P.E.
Director (Acting)

August 12, 2016

Rhoderick Undan
Virginia Department of Transportation
NoVA Local Assistance Program
Project Coordinator
4975 Alliance Drive
Fairfax, Virginia 22030

RE: Bid Analysis, UPC 105520, Beulah Road Phase 2A

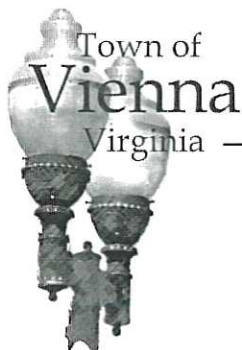
Dear Mr. Undan,

This formal letter is to serve as the documentation in accordance with Section 12.6.9.2 of the LAP Manual that the Town of Vienna intends to award the Contract to the apparent low bidder. The required information pursuant to LAP Manual Section, 12.6.9.2 is list below:

- **Low Bidder's Name:** Sagres Construction
- **Contractor's Mailing Address:** 8350 Terminal Road, Suite A, Lorton, VA 22079.
- **Award Amount (Low Bid Amount):** \$277,442.00
- **All Bids were opened By:** Gina M. Gilpin, CPPB, Purchasing Agent
 - Witnessed by Luis Blandon
- **Project Advertisement Date:** July 14, 2016
- **Bids Due:** August 9, 2016 at 11:00AM
- **Bids Opened:** August 9, 2016 at 11:00 by Town Purchasing Agent.

We have analyzed the low bid by Sagres Construction and compared it to the Engineer's Estimate for the project based on recent project comparable(s). The bid total of \$277,442.00 is below the Engineer's estimate.

Sagres Construction has several constructed projects in the past (recently) within the Town of Vienna but has consistently been aggressively bidding as of late. Therefore it is our opinion they may have reduced their costs and economies of scale to bid aggressively, to further their efforts to continue to get construction work in the Town of Vienna. As typically requested by VDOT, please see the accompanying documentation prepared by Rinker Design Associates, P.C., providing the additional breakdown of the low bid vs. the engineer's construction estimate in accordance with VDOT's LAP Manual.



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It is additionally noted, that the range of bids extended from \$277,442 to \$619,428, with two of the middle range bids being near the Engineer's Estimate. Therefore we believe the Engineer's estimate was reasonable, despite the low bidder's low price compared to the other five (5) bidders.

In summary, the Town of Vienna believes this project can be built with the unit prices bid and the additional budget can be utilized to potentially preform additional mill/overlay as needed within the project's limits etc. Also enclosed are the completed DBE forms (C-49), Contractor certification forms and proof of bonds as required by VDOT's LAP Manual Section 12.6.9.2.

Please let me know if there are further questions at 703-255-6389 or michael.gallagher@vienna.gov.

Sincerely,

Michael J. Gallagher, P.E.
Director of Public Works (Acting)