



Wolfe Architecture

September 5, 2015

WA # 1530

George Nassis  
Chairman of the Board  
Annunciation Greek Orthodox Church  
962 East Avenue  
Rochester, NY 14607

RE: Church Stair Masonry Restoration

Dear George, Board Members and Church Members:

In reference to the Bids for the above referenced work that were due on August 5, 2015, I offer the following:

The bids were based on drawings dated July 14, 2015, accompanying Specifications, and Addendum #1 dated July 29, 2015.

### **Bid Results**

We received bids from 3 bidders: Highland Masonry, Catenary Construction, and Testa Construction. All three bidders are well known and respected contractors in the region.

After the bids were received, we met with the 2 bidders with the lowest bids, since Highland Masonry's base bid of \$171,291 was substantially higher than Catenary Construction (\$122,350) and Testa Construction (\$79,340).

During our meeting with Catenary Construction and Testa Construction, we reviewed the scope of the project and reviewed their bid forms....After reviewing the bid forms, it was determined that Catenary construction misread a portion of the bid form, resulting in a lower bid amount of \$96,000.

### **Bid Evaluation**

In evaluating the bids, there are a number of metrics involved.

- 1) **Bid Amount.**
- 2) **Relevant experience.**
- 3) **Warranty of work.**
- 4) **Experience Modifier Rate.** This is assigned by insurance companies , based on a contractor's safety record. A lower number is preferred (safer contractor).

1) **Bid Amount.** Testa Construction has a lower base bid amount (\$79,340 vs \$96,000). A difference of \$16,600. It is worth noting that the base bid amount presumes that most of the foundation material is in good condition and reusable. If this is not the case, the construction cost will necessarily increase. Early in the project, we are calling for the contractor to excavate to expose a portion of the foundation to verify that the foundations are still in good condition.

2) **Relevant Experience.** While both contractors are well respected and known in the region, Catenary construction clearly has more experience in these types of projects, and has people in their organization that can oversee this work with the eye of experience. Testa has done

masonry work in the past, but does not have someone on staff that can oversee this type of work. They offered that they could use an employee from another qualified contractor. This arrangement would leave the church at risk of the other firm's employee being called off the job.

- 3) **Warranty of Work.** Catenary Construction offered a 5 year warranty on their work. Testa Construction offered a 1 year warranty, and when asked, did not want to offer a 5 year warranty on their work.
- 4) **Experience Modifier Rate.** Catenary Construction has a .86 EMR. Testa Construction has a 1.09 EMR. Since a lower EMR is a sign of a safer organization, this favors Catenary Construction.

### **Recommendation**

Given the 4 criteria, the decision is reduced to the following question: Is it worth \$16,600 to engage a contractor that has more relevant experience, a longer warranty period for their work and a lower EMR ?

All of the work is visible from East Avenue, and will be watched very closely by the community, and more importantly, will be a conspicuous representation of the Church for years to come. The nature of this work is very heavy and permanent. It is a difficult and expensive task to remediate work that is not performed properly. This places a great deal of emphasis on the firms' expertise, experience and warranty period.

For these reasons, I believe it is worth the extra \$16,600. My recommendation is that the church engage Catenary Construction to perform the work .

Please feel free to contact me if you would like to discuss this in greater detail.

Respectfully submitted,



Robert Wolfe  
Founder and Principal  
Wolfe Architecture