

Roxanne Maher

From: Steve Masalin
Sent: Tuesday, January 24, 2023 10:30 AM
To: Timothy Ryan; William Saums
Cc: Andra Ingalls; Roxanne Maher; Fred Allyn, III; Matthew Bonin
Subject: RE: HVAC system motion for Wednesday night

Tim,
If I may weigh in.
Your question frames a significant basis for piggy-backing on State Bids and the several other government/cooperative bidding offerings available (e.g., Capitol Region Council of Gov'ts [CRCOG], ezIQC [Gordian Group (under CRCOG)], Omni Partners [formerly Sourcewell], other regional coops [e.g., Southeastern Regional Services Group DPW Services (Massachusetts)]).
The thought is not only the savings realized with respect to outside consulting, in-house staff time, advertising, timeframe for approval, but that these coops also exercise a rigorous, competitive bidding process that include tight specs, higher economies of scale, broader reach, etc. We have seen that this may not always result in the best pricing, but it would be hard to know absolutely without direct comparison with local bids, a decision for which is generally precluded when we go the coop route. One recent example validating the coop route, however, was the Town Green pole barn slab. We put off the Gordian proposal for a local bid and found in the end that the Gordian offering (which we went with) was nearly \$60,000 less than the low local bid.
We cannot always use coop bids where stipulations (e.g., for State/Federal grants) require direct bidding. But where funding is already appropriated, I frequently use the piggy-backing approach.
Regards,
Steve

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From: Timothy Ryan <tryan@ledyardct.org>
Sent: Tuesday, January 24, 2023 9:47 AM
To: William Saums <WSaums@ledyardct.org>
Cc: Andra Ingalls <aingalls@ledyardct.org>; Roxanne Maher <council@ledyardct.org>; Steve Masalin <pwd@ledyardct.org>
Subject: Re: HVAC system motion for Wednesday night

Thanks for the update, Bill!

Is the thought that, even with the additional cost associated with hiring an engineer and managing the RFP, we might be able to get a better price vice going through the state bidding system?

-Tim

Timothy Ryan

On Jan 23, 2023, at 2:23 PM, William Saums <WSaums@ledyardct.org> wrote:

Andra, Tim,

Steve Masalin called me Thursday after the finance meeting to say he had spoken with Shawn Ruszczyk about getting bids for the HVAC work instead of using the state bid system. Shawn provided more details about the systems involved in the EMS and Senior Center buildings, and said that putting an RFP together would be complicated due to the complexity of the systems and structures involved.

Steve says he would need to hire an engineer to develop the specifications for the systems, and that doing so and managing the RFP would add cost to the process. He says they already have two quotes from two firms using the state bidding system, and he would like to take the motion off Wednesday's agenda until he can put more thought and detail into the project.

Just letting you know this will be coming back to finance when he has more information, so we will not move on it Wednesday night. Even if we don't get bids, it will require council action to use ARPA funds.

-Bill Saums
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