

FACILITIES SUBCOMMITTEE MEETING

Gilroy Unified School District – Via Webex teleconference

PRESENT

Paul Nadeau
Linda Piceno
Anna O'Connor
James Pace
Alvaro Meza
Aurelio Rodriguez
Mark Good
Marissa Van Patten
Dan McAuliffe
Aedis: Joe Vela

MEETING CALLED TO ORDER: 1 p.m.

The meeting purpose:

- This meeting is for the committee to evaluate modular suppliers for South Valley Middle School Modernization Project. Usually the general contractor on the project would be involved in this evaluation. But the project general contract – Flint Builders – is being removed from the evaluation because Hummingbird Buildings, the company's modular division, has opted to be a contender.
- The evaluation for each team will have the same structure, with Paul as the moderator:
 - **Team introductions**
 - **Project approach** with design details (10-minute limit)
 - **A set of pre-defined set of questions** for each contender, which the committee will use for their scoring sheets:
 1. What makes your approach unique to other pre-fab manufacturers?
 2. How does your approach take advantage of time and cost efficiencies?
 3. Should we proceed with your system and find complications arise on site during assembly, what's your capacity to expedite replacement parts and maintain the balance of the order on time?
 4. In your system, what trades are self-performed and what is covered under subcontractors?
 5. Please tell us why your approach is the solution for this project?

Questions/comments before the interviews:

- Mark: Is it unusual that we only have two bidders?
 - Alvaro and Joe: Many manufacturers are booked with high demand. It looks to be an availability issue.

FIRM NO. 1: Hummingbird Buildings

- Matt Brandon
 - John Stump
 - John Reinhardt
 - Greg Richards
 - Frank Riley
- **Q&A**
 1. **What makes your approach unique to other pre-fab manufacturers?**
 - Structural system addresses challenges on older buildings by accommodates added weight, for example. The system can also be easily adapted down the road.
 - “We love good design.” Flexibility for good design and potential.
 2. **How does your approach take advantage of time and cost efficiencies?**
 - From overlapping schedules. The manufacturing can run concurrently with other things going in, like concrete, for example.
 - Manufacturing and installation process is streamlined for efficiency. Vertical integration of the processes mean labor and cost can be a fraction of others.
 - Self-performing for the whole manufacturing process.
 3. **Should we proceed with your system and find complications arise on site during assembly, what’s your capacity to expedite replacement parts and maintain the balance of the order on time?**
 - Everything we do “off the shelf,” conventional construction in a pre-planned process. We solve problems in the field and adapt.
 4. **In your system, what trades are self-performed and what is covered under subcontractors?**
 - Self-performing as much as possible. We try to keep subcontracting to only things that bring be cost effective for district.
 - We do this to maintain quality and cost.
 5. **Please tell us why your approach is the solution for this project.**
 - “We will make whatever decision you make successful for you.”

FIRM NO. 2: JL Modular

- Jeff Luchetti
 - Will Cannell
 - Kyle Chamberlain
- **Q&A**
 1. **What makes your approach unique to other pre-fab manufacturers?**
 - System is pre-fabricated and shipped flat to give flexibility in design, materials and more.
 - This also helps this look and perform like a site-built building.

2. How does your approach take advantage of time and cost efficiencies?
 - Pre-planning and pre-construction are key to get things done on time. We can get through DSA quickly because our system (6-8 weeks, which is faster than other projects).
 - We update drawings and make adjustments after each project so that mistakes are not repeated.
 - Cost predictability means the project will cost what we said it will cost.
3. Should we proceed with your system and find complications arise on site during assembly, what's your capacity to expedite replacement parts and maintain the balance of the order on time?
 - Because it's a modular system, the rest of the building can be erected to address an issue.
4. In your system, what trades are self-performed and what is covered under subcontractors?
 - 25%: Off-site manufacturing.
 - 75%: On-site work through subs.
5. Please tell us why your approach is the solution for this project?
 - "We're going to give you what you're asking for."
 - Our work is fast and efficient.

Next steps:

- The committee should take a few of days to review the RFPs to study the proposal details.
- Scoring sheets should be sent to Paul by Wednesday, Dec. 23. Paul will tabulate and send to Aedis.

Meeting adjourned: 2:18 p.m.