



June 21, 2021

Mr. Elio Longo
Chief Financial Officer
Westport Public Schools
110 Myrtle Avenue
Westport, CT 06880

**Subject: *Westport Public Schools
Saugatuck Elementary School Roof Replacement
Revised Recommendation of Award***

Dear Mr. Longo:

Following recent developments regarding the ability to obtain certain roofing materials and the inability to assure substantial completion of the reroofing scope of work before the start of the 2021-22 school year by the originally selected contractor, Silktown Roofing, Colliers is recommending that the award of this contract be reconsidered at this time.

Originally, Silktown Roofing was the recommended contractor for the award of bid because they had initially assured the Town of Westport that they could obtain the required materials and substantially complete the project by August 12, 2021. The original contract requirement for completion was August 20, 2021. However, upon further discussions with Silktown Roofing, in addition to product manufacturers and suppliers, it was determined that the delivery of certain materials (specifically the polyisocyanurate and the metal fasteners) could not be guaranteed to arrive within the time frame required to substantially complete the project before the start of school.

Because of this development, Colliers recommended to the Town of Westport on June 10, 2021 to suspend the original award of contract to Silktown and place the project on hold until more definitive delivery dates could be received from the material suppliers. Further discussions with you and Ted Hunyadi verified that proceeding with this project this summer was not in the best interest of the town and that following up with the original low bidder would be prudent to re-evaluate their original schedule and unit pricing.

Colliers reached out again to Greenwood Industries and were able to obtain confirmation that they would not only hold their original pricing but would also receive and store (at no additional cost to the Town of Westport) the materials for the project as they became available. Refer to the enclosed letter from Greenwood Industries dated June 17, 2021. Additionally, the original unit pricing submitted by Greenwood Industries that were of initial concern has been further reviewed and Greenwood

Industries has amended their unit pricing on several of the line items to correlate with the other unit pricing submitted by the original bidders. Refer to the enclosed revised Bid Form sheet from Greenwood Industries reflecting these amended unit prices.

Therefore, based on the delivery delays for receipt of certain roofing materials and the need to reschedule this work to the summer of 2022; the willingness of the original low base bidder (Greenwood Industries) to hold their pricing and aggressively obtain and store (at no additional costs) the required materials in advance of the work next year; and their willingness to amend their unit pricing to align with the other bidders, Colliers now recommends award of the contract to Greenwood Industries, Inc. Greenwood Industries, Inc. is also a pre-qualified roofing contractor by the Connecticut Department of Administration services under CT General Statute §4-100.

In closing, we hope that this revised recommendation to award is helpful in the selection and award by Westport Public Schools and the Town of Westport. Should you have any questions regarding this recommendation, feel free to contact me directly at (860) 250-3769.

Sincerely,

A handwritten signature in blue ink that reads "John R. Koplas". The signature is fluid and cursive.

John R. Koplas, RA
Senior Project Manager

Enclosures

cc: Paul Jorgensen, Silver Petrucelli & Associates, Inc.