

**BOARD OF EDUCATION
BALLSTON SPA CENTRAL SCHOOLS
BALLSTON SPA, NEW YORK 12020**

BID ANALYSIS

ITEM BID: 2025-2026 Electrical Service Bid

DATE ADVERTISED: **SARATOGIAN** 2/26/2026

DAILY GAZETTE 2/26/2026

DATE OF BID OPENING: 3/24/2026

NUMBER OF VENDORS CONTACTED: 10

NUMBER OF BIDS RECEIVED: 4

SOURCE OF FUNDS: _____

BIDDERS:

J. McBain Inc
CKM Electrical Services
Harold Clune
DLC Electric

LOW BID: (indicate name and address)

CKM Electrical Services, Inc Please see attached
216 Elk Street
Albany NY 12210

RECOMMENDATION:

Award by item to the lowest responsible bidder as per attached

BOARD APPROVAL DATE: 4/1/2026

Vendor Mail List - Electrical Service Bid

Postler & Jaekel
9 Krey blvd
Rensselaer, NY 12144
518-459-2622
Bart Callahan
bart.callahan@postler.com

No Bid

HT Lyons
Dan Fridgen
3 resford Way
Halfmoon, NY 12065
518-785-6384
dfridgen@htlyons.com

No Bid

J. McBain Electric
Jay McBain
2742 6th Ave
Troy, NY 12180
518-272-9376

35% above NYS Prevailing Wage
12% mark up on Materials

Harold R Clune Electric
Brian Clune
30 Prospect Street
Ballston Spa, NY 12020
518-885-6199
brian@cluneelectric.com

49% above NYS Prevailing Wage
19% mark up on Materials

Stilsing Electric
500 South Street
Rensselaer, NY 12144
518-463-4451

No Bid

Ambrose Electric Standby Power
790 Watervliet-Shaker Road
Latham, NY 12110
518-783-0741

No Bid

Orsini Electric
640 Maple Avenue
Saratoga Springs, NY 12866
518-587-1406

was returned undeliverable

CKM Electrical Services
216 Elk Street
Albany, NY 12210
518-694-4190 fax
518-588-7600
clounsbury@ckmesinc.com

34% above NYS Prevailing Wage
10% mark up on Materials

DLC
479 NY-40
Troy, NY 12182
rcioffi@dlcelectric.net

39% above NYS Prevailing Wage
20% mark up on Materials

Duke McGinnis
Procurement Service Manager
3 Flower Lane
Valley Cottage, NY 12018
Camilla Hester
cnryan875@gmail.com

No Bid

Specifications

Scope of Work:

Periodically, the Ballston Spa CSD has need of outside construction services for a variety of small projects. These projects do not fall within the bidding limits as set by New York State General Municipal Law 103.

Any contract (s) awarded as a result of this bid may be utilized for projects where the **total project cost does not exceed \$20,000.** Larger projects will be bid or quoted separately.

Typically, these small projects are varied in nature and tend to be of a short timeframe. In an effort to comply with the Ballston Spa CSD Purchasing Procedures Manual, NYS General Municipal Law 104b and keep the needs of the District flowing, the District will contract with one or more companies to complete the aforementioned projects on an as needed basis.

Non-Emergency Work

Once all the awards are made, the District will contact the appropriate vendor when a project comes up. The two parties will meet, discuss the project and establish all of the necessary criteria. The District will then supply the vendor with a "Short Term Contract/Quote Form" (copy enclosed) detailing the project requirements, start and end date as well as any other pertinent information. The vendor will insert a totally inclusive price for the project in the appropriate place, include or attach a breakdown separating labor and materials, then sign and return the form to the District within five (5) working days (for non-emergency work). If the District feels the quote is in line with its estimate, we will issue a purchase order to the vendor. The vendor should use the purchase order as a notice to proceed. Should the District deem the quote to be in excess of what the District is willing to pay for that particular project, the District reserves the right to reject the quote and go outside the contract for that particular project only

NOTE: No work is to proceed or materials ordered until such time as a purchase order is received by the vendor for each specific project.

Emergency Repairs

Occasionally, the District may contact the appropriate vendor to perform some type of emergency repair. Since this work may need to be performed after hours or weekends and holidays, the District will meet with the vendor to discuss the project and get a cost estimate, if approved by the District representative, the vendor will perform the emergency repair. The District will provide the vendor with a "Short Term Contract/Quote Form" which must be completed with the total price and a breakdown of labor and materials included. The form must be returned to the District on the next business day.

General

If the vendor does not return the Short Term Contract/Quote Form within the time frame required, or is not available when contacted to perform emergency work, the District reserves the right to go outside the contract for that particular project only.

All vendors shall be required to carry insurance in accordance with this bid at all times for the duration of this contract.

All vendors are required to comply with all aspects of the NYS Prevailing Wage Laws at all times.

All vendors awarded a contract agree to quote and complete all jobs as necessary at any location within The Ballston Spa CSD.

Should the owner or other principals of the company be engaged in any portion the work performed on any particular job, the vendor is not required to charge the District prevailing wages for that portion of the work. The vendor may be required to provide the District with written verification in the event that the invoice indicates work was done by anyone other than someone required to be paid in accordance with the New York State prevailing wage laws.

Awarding the Contracts

The award of this contract shall be made as a percentage above prevailing wage rates for Electric, HVAC, and Plumbing. The vendor meeting all criteria and offering the lowest percentage shall be awarded the contract. In the case of a tie, the District shall use the materials markup as a deciding factor.

The award of this contract for Electrical Services shall be made based upon the Sample Job Scenarios listed on the "For Reference Only" page following the bid form, which is based upon a percentage above prevailing rate plus equipment charges. The vendor(s) meeting all criteria and offering the lowest total shall be awarded the contract(s). In the case of a tie, the District shall use the materials markup as a deciding factor.

For Reference Only - Do Not Fill In

Calculations

(to be used in determining the low vendor for each trade)

Electrical: Based on item 1 on Bid Form

NOTE: Rates below are examples only and may not reflect the actual rates to be used for a project.

Electrical Services

Electrician – Journeyman	
Wages	\$29.30
Benefits	+\$17.37
Total Wage/Benefits	\$46.67
Times markup of Item #2	x 1.xx
TOTAL HOURLY RATE	\$

The above labor rates are **EXAMPLES ONLY** and are similar to those required to be charged to all municipalities in accordance with the New York State prevailing wage laws. These rates are for our comparison only. The contractor is responsible for paying **actual** rates and following all prevailing wage requirements.

This page will be filled out by the District and used in determining the low vendor for each trade.

**BOARD OF EDUCATION
BALLSTON SPA CENTRAL SCHOOLS
BALLSTON SPA, NEW YORK 12020**

BID ANALYSIS

ITEM BID: 2025-2026 General Contruction Service Bid

DATE ADVERTISED: **SARATOGIAN** 2/26/2026

DAILY GAZETTE 2/26/2026

DATE OF BID OPENING: 3/24/2026

NUMBER OF VENDORS CONTACTED: 9

NUMBER OF BIDS RECEIVED: 2

SOURCE OF FUNDS: _____

BIDDERS:

M&J Construction
Delta Construction

LOW BID: (indicate name and address)

Delta Construction Please see attached
3 Queen Anne Road
Amsterdam, NY 12010

RECOMMENDATION:

Award by item to the lowest responsible bidder as per attached

BOARD APPROVAL DATE: 4/1/2026

Vendor Mail List - General Construction Service Bid

Delta Construction Dave Konitzer 3 Queen Anne Road Amsterdam, NY 12010 518-378-4478 Delta525@msn.com	25% above NYS Prevailing Wage 15% mark up on Materials
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M & J Construction 40 Gilbert Rd Saratoga Springs, NY 12866 Michael Ballesterio 518-376-4359 mjsaratoga@gmail.com	40% above NYS Prevailing Wage 15% mark up on Materials
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Bast Hatfield Construction, LLC 1399 Crescent Vischer Ferry Rd Clifton Park, NY 12065 518-373-2000	No Bid
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Rozell Industries 129 Park Road Queensbury, NY 12804 518-793-2634	No Bid
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Duncan & Cahill Inc Lisa Henderson 11 Oakwood ave Troy, NY 12180 518-274-3631 518-274-1191 fax lhenderson@duncancahill.com Certified Woman Owned Business Enterprise	No Bid
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J W Danforth 5 Liebech Lane Clifton Park, NY 12065	No Bid
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Duke McGinnis Procurement Service Manager 3 Flower Lane Valley Cottage, NY 12018 Camilla Hester cnryan875@gmail.com	No Bid
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Dodge Construction Network No Bid
2860 South State Hwy 161 Suite 160 #501
Grand Prairie, TX 75052
John Doroy
John.Doroy@construction.com
brenda.cusack@construction.com

SchultzConstruction No Bid
831 State Route 67
Ballston Spa, NY 12020
Britt Pellerin
518-885-0060 X256
bpellerin@wmschultz.com

Specifications

Scope of Work:

Periodically, the Ballston Spa CSD has need of outside construction services for a variety of small projects. These projects do not fall within the bidding limits as set by New York State General Municipal Law 103.

Any contract (s) awarded as a result of this bid may be utilized for projects where the **total project cost does not exceed \$20,000.** Larger projects will be bid or quoted separately.

Typically, these small projects are varied in nature and tend to be of a short timeframe. In an effort to comply with the Ballston Spa CSD Purchasing Procedures Manual, NYS General Municipal Law 104b and keep the needs of the District flowing, the District will contract with one or more companies to complete the aforementioned projects on an as needed basis.

Non-Emergency Work

Once all the awards are made, the District will contact the appropriate vendor when a project comes up. The two parties will meet, discuss the project and establish all of the necessary criteria. The District will then supply the vendor with a "Short Term Contract/Quote Form" (copy enclosed) detailing the project requirements, start and end date as well as any other pertinent information. The vendor will insert a totally inclusive price for the project in the appropriate place, include or attach a breakdown separating labor and materials, then sign and return the form to the District **within five (5) working days** (for non-emergency work). If the District feels the quote is in line with its estimate, we will issue a purchase order to the vendor. The vendor should use the purchase order as a notice to proceed. Should the District deem the quote to be in excess of what the District is willing to pay for that particular project, the District reserves the right to reject the quote and go outside the contract for that particular project only

NOTE: No work is to proceed or materials ordered until such time as a purchase order is received by the vendor for each specific project.

Emergency Repairs

Occasionally, the District may contact the appropriate vendor to perform some type of emergency repair. Since this work may need to be performed after hours or weekends and holidays, the District will meet with the vendor to discuss the project and get a cost estimate, if approved by the District representative, the vendor will perform the emergency repair. The District will provide the vendor with a "Short Term Contract/Quote Form" which must be completed with the total price and a breakdown of labor and materials included. The form must be returned to the District **on the next business day.**

General

If the vendor does not return the Short Term Contract/Quote Form within the time frame required, or is not available when contacted to perform emergency work, the District reserves the right to go outside the contract for that particular project only.

All vendors shall be required to carry insurance in accordance with this bid at all times for the duration of this contract.

All vendors are required to comply with all aspects of the NYS Prevailing Wage Laws at all times.

All vendors awarded a contract agree to quote and complete all jobs as necessary at any location within The Ballston Spa CSD.

Should the owner or other principals of the company be engaged in any portion the work performed on any particular job, the vendor is not required to charge the District prevailing wages for that portion of the work. The vendor may be required to provide the District with written verification in the event that the invoice indicates work was done by anyone other than someone required to be paid in accordance with the New York State prevailing wage laws.

Awarding the Contracts

The award of this contract shall be made as a percentage above prevailing wage rates for Electric, HVAC, and Plumbing. The vendor meeting all criteria and offering the lowest percentage shall be awarded the contract. In the case of a tie, the District shall use the materials markup as a deciding factor.

The award of this contract for General Construction Services shall be made based upon the Sample Job Scenarios listed on the "For Reference Only" page following the bid form, which is based upon a percentage above prevailing rate plus equipment charges. The General Construction portion of this bid may be split into two contracts – one for **General Construction Without Heavy Equipment** and one for **General Construction With Heavy Equipment**. The vendor(s) meeting all criteria and offering the lowest total shall be awarded the contract(s). In the case of a tie, the District shall use the materials markup as a deciding factor.

In the event that two different vendors receive the General Construction awards, the low vendor for the appropriate category shall be asked to quote the job, if that vendor cannot perform the work for any reason, the District reserves the right to request that the other vendor awarded a General Construction contract quote the job and perform the work.

For Reference Only - Do Not Fill In

Calculations

(to be used in determining the low vendor for each trade)

General Construction with Heavy Equipment: Based on items 1 - 6 on Bid Form

General Construction without Heavy Equipment: Based on item 1 on Bid Form

NOTE: Rates below are examples only and may not reflect the actual rates to be used for a project.

General Construction with Heavy Equipment

Building Carpenter – Journeyman

Wages	\$26.60
Benefits	+ \$18.07
Total Wages / Benefits	\$44.67
Times markup of Item # 1	x 1.xx
Total hourly rate charged	\$

Sample Job Scenario:

x 8 hours=

x 2 men=

TOTAL LABOR FOR JOB \$

General Construction without Heavy Equipment

Building Carpenter – Journeyman

Wages	\$26.60
Benefits	+ \$18.07
Total Wages/Benefits	\$44.67
Times markup of Item #1	x 1.xx
Total hourly rate charged	\$

Sample Job Scenario:

x 8 hours =

x 2 men =

TOTAL LABOR FOR JOB \$

Plus Charge for backhoe (1 day)	\$
Plus Charge for dump truck (1 day)	\$
Plus Charge for compressor (1 day)	\$
Plus Charge for 35' Lift (1 day)	\$
TOTAL LABOR & EQUIPMENT	\$

The above labor rates are **EXAMPLES ONLY** and are similar to those required to be charged to all municipalities in accordance with the New York State prevailing wage laws. These rates are for our comparison only. The contractor is responsible for paying actual rates and following all prevailing wage requirements.

This page will be filled out by the District and used in determining the low vendor for each trade.

BOARD OF EDUCATION
BALLSTON SPA CENTRAL SCHOOLS
BALLSTON SPA, NEW YORK 12020

BID ANALYSIS

ITEM BID: 2025-2026 General Excavation Service Bid

DATE ADVERTISED: SARATOGIAN 2/25/2026

DAILY GAZETTE 2/25/2026

DATE OF BID OPENING: 3/17/2026

NUMBER OF VENDORS CONTACTED: 8

NUMBER OF BIDS RECEIVED: 2

SOURCE OF FUNDS: _____

BIDDERS:

Peter Luizzi Bros. Contracting
M& J Construction

LOW BID: (indicate name and address)

M&J Construction _____ Please see attached

RECOMMENDATION:

Award by item to the lowest responsible bidder as per attached

BOARD APPROVAL DATE: _____

Vendor Mail List - General Excavation Bid

Rozell Industries
45 Casey Road
Queensbury, NY 12804

William Schultz Construction PO Box 2620 Ballston Spa, NY 12020	Non-Bidders Response
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R.J. Powers and Sons Excavating
94 Meadowbrook Road
Saratoga Springs, NY 12866

M&J Construction 40 Gilbert Road Saratoga Springs, NY 12866	40% above prevailing Wage 15% mark - up on Materials
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Peter Luizzi Bros. Contracting Inc 857 1st Watervliet, NY 12189 518-482-8954 Erin Nixon enixon@luizzibros.com	50% above prevailing Wage 20% mark - up on Materials
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Deltek
2291 Wood Oak Drive
Herndon, VA 20171
Patricia Manarin
publicrecords@deltek.com

Duke McGinnis
Procurement Service Manager
3 Flower Lane
Valley Cottage, NY 12018
Camilla Hester
cnryan875@gmail.com

LaBella
300 State Street Suite 201
Rochester, NY 14614
Andrea Kelly
518-402-7034
ADKelly@labellapc.com

Specifications

Scope of Work:

Periodically, the Ballston Spa CSD has need of outside construction services for a variety of small projects. These projects do not fall within the bidding limits as set by New York State General Municipal Law 103.

Any contract (s) awarded as a result of this bid may be utilized for projects where the **total project cost does not exceed \$20,000.** Larger projects will be bid or quoted separately.

Typically, these small projects are varied in nature and tend to be of a short timeframe. In an effort to comply with the Ballston Spa CSD Purchasing Procedures Manual, NYS General Municipal Law 104b and keep the needs of the District flowing, the District will contract with one or more companies to complete the aforementioned projects on an as needed basis.

Non-Emergency Work

Once all the awards are made, the District will contact the appropriate vendor when a project comes up. The two parties will meet, discuss the project and establish all of the necessary criteria. The District will then supply the vendor with a "Short Term Contract/Quote Form" (copy enclosed) detailing the project requirements, start and end date as well as any other pertinent information. The vendor will insert a totally inclusive price for the project in the appropriate place, include or attach a breakdown separating labor and materials, then sign and return the form to the District within five (5) working days (for non-emergency work). If the District feels the quote is in line with its estimate, we will issue a purchase order to the vendor. The vendor should use the purchase order as a notice to proceed. Should the District deem the quote to be in excess of what the District is willing to pay for that particular project, the District reserves the right to reject the quote and go outside the contract for that particular project only

NOTE: No work is to proceed or materials ordered until such time as a purchase order is received by the vendor for each specific project.

Emergency Repairs

Occasionally, the District may contact the appropriate vendor to perform some type of emergency repair. Since this work may need to be performed after hours or weekends and holidays, the District will meet with the vendor to discuss the project and get a cost estimate, if approved by the District representative, the vendor will perform the emergency repair. The District will provide the vendor with a "Short Term Contract/Quote Form" which must be completed with the total price and a breakdown of labor and materials included. The form must be returned to the District on the next business day.

General

If the vendor does not return the Short Term Contract/Quote Form within the time frame required, or is not available when contacted to perform emergency work, the District reserves the right to go outside the contract for that particular project only.

All vendors shall be required to carry insurance in accordance with this bid at all times for the duration of this contract.

All vendors are required to comply with all aspects of the NYS Prevailing Wage Laws at all times.

All vendors awarded a contract agree to quote and complete all jobs as necessary at any location within The Ballston Spa CSD.

Should the owner or other principals of the company be engaged in any portion the work performed on any particular job, the vendor is not required to charge the District prevailing wages for that portion of the work. The vendor may be required to provide the District with written verification in the event that the invoice indicates work was done by anyone other than someone required to be paid in accordance with the New York State prevailing wage laws.

Awarding the Contracts

The award of this contract shall be made as a percentage above prevailing wage rates for Electric, HVAC, and Plumbing. The vendor meeting all criteria and offering the lowest percentage shall be awarded the contract. In the case of a tie, the District shall use the materials markup as a deciding factor.

The award of this contract for General Excavation Services shall be made based upon the Sample Job Scenarios listed on the "For Reference Only" page following the bid form, which is based upon a percentage above prevailing rate plus equipment charges. The General Construction portion of this bid may be split into two contracts – one for **General Construction Without Heavy Equipment** and one for **General Construction With Heavy Equipment**. The vendor(s) meeting all criteria and offering the lowest total shall be awarded the contract(s). In the case of a tie, the District shall use the materials markup as a deciding factor.

For Reference Only - Do Not Fill In

Calculations

(to be used in determining the low vendor for each trade)

General Construction with Heavy Equipment: Based on items 1 - 4 on Bid Form

General Construction without Heavy Equipment: Based on item 1 on Bid Form

NOTE: Rates below are examples only and may not reflect the actual rates to be used for a project.

General Excavation with Heavy Equipment

Building Carpenter – Journeyman

Wages	\$26.60
Benefits	+ \$18.07
Total Wages / Benefits	\$44.67
Times markup of Item # 1	x 1.xx
Total hourly rate charged	\$

Sample Job Scenario:

x 8 hours=

x 2 men=

TOTAL LABOR FOR JOB \$

General Excavation without Heavy Equipment

Building Carpenter – Journeyman

Wages	\$26.60
Benefits	+ \$18.07
Total Wages/Benefits	\$44.67
Times markup of Item #1	x 1.xx
Total hourly rate charged	\$

Sample Job Scenario:

x 8 hours =

x 2 men =

TOTAL LABOR FOR JOB \$

Plus Charge for backhoe (1 day) \$

Plus Charge for dump truck (1 day) \$

TOTAL LABOR & EQUIPMENT \$

The above labor rates are **EXAMPLES ONLY** and are similar to those required to be charged to all municipalities in accordance with the New York State prevailing wage laws. These rates are for our comparison only. The contractor is responsible for paying actual rates and following all prevailing wage requirements.

This page will be filled out by the District and used in determining the low vendor for each trade.

**BOARD OF EDUCATION
BALLSTON SPA CENTRAL SCHOOLS
BALLSTON SPA, NEW YORK 12020**

BID ANALYSIS

ITEM BID: 2025-2026 Plumbing Services Bid

DATE ADVERTISED: **SARATOGIAN** 2/26/2026

DAILY GAZETTE 2/26/2026

DATE OF BID OPENING: 3/24/2026

NUMBER OF VENDORS CONTACTED: 11

NUMBER OF BIDS RECEIVED: 2

SOURCE OF FUNDS: _____

BIDDERS:

Tri-Valley Plumbing & Heating, Inc.
BPI Mechanical Services

LOW BID: (indicate name and address)

BPI Mechanical Services See Attached
PO Box 336
Latham, NY 12110

RECOMMENDATION:

Award by item to the lowest responsible bidder as per attached

BOARD APPROVAL DATE: 4/1/2026

Vendor Mail List - Plumbing Service Bid

Postler & Jaekel
9 Krey blvd
Rensselaer, NY 12144
518-459-2622
Bart Callahan
bart.callahan@postler.com

No Bid

RMB Plumbing & Heating
Brendan Brown
1155 Princetown Road
Schenectady, NY 12306
518-875-6214
sue@rmbheatingcooling.com

No Bid

Campito Plumbing and Heating Inc
Carol Henry
3 Hemlock Street
Latham, NY 12110
518-785-0994

No Bid

Tri-Valley Plumbing and Heating
2617 Hamburg Street
Schenectady, NY 12303
518-355-7251
trivalley@tvphinc.com

56% above NYS Prevailing Wages
20% mark up on Materials

Crisafulli Brothers Plumbing & Heating Contractors Inc
25 Industrial Park Road
Albany, NY 12206
518-868-0494

No Bid

Mazone Plumbing & Heating
Chris Mazone
93 Elsmere Avenue
Delmar, NY 12054
518-439-2238

No Bid

Drain Pro
PO Box 265
Fort Edward, NY 12828

No Bid

BPI Mechanical Service
5 Hemlock Street
Latham, NY 12110
joshk@bpimechanicalservice.com

45% above NYS Prevailing Wages
15% mark up on Materials

Eastern Heating & Cooling
880 Broadway
Albany, NY 12207

Non-Bidder's Response

J W Danforth
5 Liebech Lane
Clifton Park, NY 12065

No Bid

Duke McGinnis
Procurement Service Manager
3 Flower Lane
Valley Cottage, NY 12018
Camilla Hester
cnryan875@gmail.com

No Bid

Specifications

Scope of Work:

Periodically, the Ballston Spa CSD has need of outside construction services for a variety of small projects. These projects do not fall within the bidding limits as set by New York State General Municipal Law 103.

Any contract (s) awarded as a result of this bid may be utilized for projects where the **total project cost does not exceed \$20,000.** Larger projects will be bid or quoted separately.

Typically, these small projects are varied in nature and tend to be of a short timeframe. In an effort to comply with the Ballston Spa CSD Purchasing Procedures Manual, NYS General Municipal Law 104b and keep the needs of the District flowing, the District will contract with one or more companies to complete the aforementioned projects on an as needed basis.

Non-Emergency Work

Once all the awards are made, the District will contact the appropriate vendor when a project comes up. The two parties will meet, discuss the project and establish all of the necessary criteria. The District will then supply the vendor with a "Short Term Contract/Quote Form" (copy enclosed) detailing the project requirements, start and end date as well as any other pertinent information. The vendor will insert a totally inclusive price for the project in the appropriate place, include or attach a breakdown separating labor and materials, then sign and return the form to the District within five (5) working days (for non-emergency work). If the District feels the quote is in line with its estimate, we will issue a purchase order to the vendor. The vendor should use the purchase order as a notice to proceed. Should the District deem the quote to be in excess of what the District is willing to pay for that particular project, the District reserves the right to reject the quote and go outside the contract for that particular project only

NOTE: No work is to proceed or materials ordered until such time as a purchase order is received by the vendor for each specific project.

Emergency Repairs

Occasionally, the District may contact the appropriate vendor to perform some type of emergency repair. Since this work may need to be performed after hours or weekends and holidays, the District will meet with the vendor to discuss the project and get a cost estimate, if approved by the District representative, the vendor will perform the emergency repair. The District will provide the vendor with a "Short Term Contract/Quote Form" which must be completed with the total price and a breakdown of labor and materials included. The form must be returned to the District on the next business day.

General

If the vendor does not return the Short Term Contract/Quote Form within the time frame required, or is not available when contacted to perform emergency work, the District reserves the right to go outside the contract for that particular project only.

All vendors shall be required to carry insurance in accordance with this bid at all times for the duration of this contract.

All vendors are required to comply with all aspects of the NYS Prevailing Wage Laws at all times.

All vendors awarded a contract agree to quote and complete all jobs as necessary at any location within The Ballston Spa CSD.

Should the owner or other principals of the company be engaged in any portion the work performed on any particular job, the vendor is not required to charge the District prevailing wages for that portion of the work. The vendor may be required to provide the District with written verification in the event that the invoice indicates work was done by anyone other than someone required to be paid in accordance with the New York State prevailing wage laws.

Awarding the Contracts

The award of this contract shall be made as a percentage above prevailing wage rates for Electric, HVAC, and Plumbing. The vendor meeting all criteria and offering the lowest percentage shall be awarded the contract. In the case of a tie, the District shall use the materials markup as a deciding factor.

The award of this contract for Plumbing shall be made based upon the Sample Job Scenarios listed on the "For Reference Only" page following the bid form, which is based upon a percentage above prevailing rate plus equipment charges. The vendor(s) meeting all criteria and offering the lowest total shall be awarded the contract(s). In the case of a tie, the District shall use the materials markup as a deciding factor.

For Reference Only - Do Not Fill In

Calculations

(to be used in determining the low vendor for each trade)

Plumbing: Based on item 1 on Bid Form

NOTE: Rates below are examples only and may not reflect the actual rates to be used for a project.

Plumbing

Plumber - Journeyman

Wages \$31.08

Benefits + \$ 18.58

Total Wages / Benefits \$49.66

Times markup of Item #4 x 1.xx

TOTAL HOURLY RATE **\$**

The above labor rates are **EXAMPLES ONLY** and are similar to those required to be charged to all municipalities in accordance with the New York State prevailing wage laws. These rates are for our comparison only. The contractor is responsible for paying **actual** rates and following all prevailing wage requirements.

This page will be filled out by the District and used in determining the low vendor for each trade.

**BOARD OF EDUCATION
BALLSTON SPA CENTRAL SCHOOLS
BALLSTON SPA, NEW YORK 12020**

BID ANALYSIS

ITEM BID: 2025-2026 HVAC Services Bid

DATE ADVERTISED: **SARATOGIAN** 2/26/2026

DAILY GAZETTE 2/26/2026

DATE OF BID OPENING: 3/24/2026

NUMBER OF VENDORS CONTACTED: 11

NUMBER OF BIDS RECEIVED: 3

SOURCE OF FUNDS: _____

BIDDERS:

BPI Mechanical Services
Postler & Jaeckle Corp
HT Lyons

LOW BID: (indicate name and address)

Postler & Jaeckle Corp Please see attached
615 South Ave
Rochester, NY 14620

RECOMMENDATION:

Award by item to the lowest responsible bidder as per attached

BOARD APPROVAL DATE: 4/1/2026

Vendor Mail List - HVAC Service Bid

Postler & Jaekel 9 Krey blvd Rensselaer, NY 12144 518-459-2622 Bart Callahan bart.callahan@postler.com	34% above NYS Prevailing Wages 18% mark up on Materials
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HT Lyons Dan Fridgen 3 resford Way Halfmoon, NY 12065 518-785-6384 dfridgen@htlyons.com	72% above NYS Prevailing Wages 44% mark up on Materials
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RMB Plumbing & Heating Brendan Brown 1155 Princetown Road Schenectady, NY 12306 518-875-6214 sue@rmbheatingcooling.com	No Bid
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Campito Plumbing and Heating Inc Carol Henry 3 Hemclock Street Latham, NY 12110 518-785-0994	No Bid
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Tri-Valley Plumbing and heating 2617 Hamburg Street Schenectady, NY 12303 518-355-7251	No Bid
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Crisafulli Brothers Plumbing & Heating Contractors Inc 25 Industrial Park Road Albany, NY 12206 518-868-0494	No Bid
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Mazone Plumbing & Heating Chris Mazone 93 elsmere Avenue Delmar, NY 12054 518-439-2238	No Bid
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BPI Mechanical Service
5 Hemlock Street
Latham, NY 12110
joshk@bpimechanicalservice.com

45% above NYS Prevailing Wages
15% mark up on Materials

Eastern Heating & Cooling
880 Broadway
Albany, NY 12207

Non-Bidder's Response

J W Danforth
5 Liebech Lane
Clifton Park, NY 12065

No Bid

Duke McGinnis
Procurement Service Manager
3 Flower Lane
Valley Cottage, NY 12018
Camilla Hester
cnryan875@gmail.com

No Bid

Specifications

Scope of Work:

Periodically, the Ballston Spa CSD has need of outside construction services for a variety of small projects. These projects do not fall within the bidding limits as set by New York State General Municipal Law 103.

Any contract (s) awarded as a result of this bid may be utilized for projects where the **total project cost does not exceed \$20,000.** Larger projects will be bid or quoted separately.

Typically, these small projects are varied in nature and tend to be of a short timeframe. In an effort to comply with the Ballston Spa CSD Purchasing Procedures Manual, NYS General Municipal Law 104b and keep the needs of the District flowing, the District will contract with one or more companies to complete the aforementioned projects on an as needed basis.

Non-Emergency Work

Once all the awards are made, the District will contact the appropriate vendor when a project comes up. The two parties will meet, discuss the project and establish all of the necessary criteria. The District will then supply the vendor with a "Short Term Contract/Quote Form" (copy enclosed) detailing the project requirements, start and end date as well as any other pertinent information. The vendor will insert a totally inclusive price for the project in the appropriate place, include or attach a breakdown separating labor and materials, then sign and return the form to the District **within five (5) working days** (for non-emergency work). If the District feels the quote is in line with its estimate, we will issue a purchase order to the vendor. The vendor should use the purchase order as a notice to proceed. Should the District deem the quote to be in excess of what the District is willing to pay for that particular project, the District reserves the right to reject the quote and go outside the contract for that particular project only

NOTE: No work is to proceed or materials ordered until such time as a purchase order is received by the vendor for each specific project.

Emergency Repairs

Occasionally, the District may contact the appropriate vendor to perform some type of emergency repair. Since this work may need to be performed after hours or weekends and holidays, the District will meet with the vendor to discuss the project and get a cost estimate, if approved by the District representative, the vendor will perform the emergency repair. The District will provide the vendor with a "Short Term Contract/Quote Form" which must be completed with the total price and a breakdown of labor and materials included. The form must be returned to the District **on the next business day.**

General

If the vendor does not return the Short Term Contract/Quote Form within the time frame required, or is not available when contacted to perform emergency work, the District reserves the right to go outside the contract for that particular project only.

All vendors shall be required to carry insurance in accordance with this bid at all times for the duration of this contract.

All vendors are required to comply with all aspects of the NYS Prevailing Wage Laws at all times.

All vendors awarded a contract agree to quote and complete all jobs as necessary at any location within The Ballston Spa CSD.

Should the owner or other principals of the company be engaged in any portion the work performed on any particular job, the vendor is not required to charge the District prevailing wages for that portion of the work. The vendor may be required to provide the District with written verification in the event that the invoice indicates work was done by anyone other than someone required to be paid in accordance with the New York State prevailing wage laws.

Awarding the Contracts

The award of this contract shall be made as a percentage above prevailing wage rates for Electric, HVAC, and Plumbing. The vendor meeting all criteria and offering the lowest percentage shall be awarded the contract. In the case of a tie, the District shall use the materials markup as a deciding factor.

The award of this contract for HVAC Services shall be made based upon the Sample Job Scenarios listed on the "For Reference Only" page following the bid form, which is based upon a percentage above prevailing rate plus equipment charges. The vendor(s) meeting all criteria and offering the lowest total shall be awarded the contract(s). In the case of a tie, the District shall use the materials markup as a deciding factor.

For Reference Only - Do Not Fill In

Calculations

(to be used in determining the low vendor for each trade)

HVAC: Based on item 1 on Bid Form

NOTE: Rates below are examples only and may not reflect the actual rates to be used for a project.

HVAC

Steamfitter – Journeyman	
Wages	\$31.08
Benefits	<u>+ \$ 18.58</u>
Total Wages / Benefits	\$49.66
Times markup of Item # 3	<u>x 1.xx</u>
TOTAL HOURLY RATE	\$ <u> </u>

The above labor rates are **EXAMPLES ONLY** and are similar to those required to be charged to all municipalities in accordance with the New York State prevailing wage laws. These rates are for our comparison only. The contractor is responsible for paying **actual** rates and following all prevailing wage requirements.

This page will be filled out by the District and used in determining the low vendor for each trade.