

Engineering and Technical Consultants, Inc.

7165 Columbia Gateway Drive, Suite B; Columbia, Maryland 21046
t 410.312.4761 f 410.312.0482

September 18, 2023

Braniff Property Management Company
4201 Coastal Highway
PO Box 799
Ocean City, Maryland 21843

ATTENTION: Mr. Connor Braniff

SUBJECT: Bid Results for Exterior Rehabilitation
Club Ocean Villas I
Ocean City, Maryland
ETC Project M2-4717

Dear Mr. Braniff:

The following bid summary for the above referenced project has been prepared for your review and comment. Attached to this letter is a spreadsheet summarizing the bids received. Also attached are copies of the bid submissions from each firm.

Overall, the majority of the submitted prices appear to be very competitive. Chesapeake Finishes provided an extremely low number, and we have concerns that they may have missed something within their bid. We have highlighted below the base bid information.

	<u>Chesapeake</u>	<u>Northern</u>	<u>Palmer Brothers</u>	<u>All States</u>	<u>Katchmark</u>
Base Bid	\$1,536,743.64	\$2,174,680	\$2,275,525	\$2,287,285	\$2,299,880
Start Date	Jan 2024	Nov 2023	Mar 2024	Feb 2024	Jan 2024
Duration	216	586	360	300	240

Variations in the pricing between bidders appears to be the result of a number of factors, such as, but not limited to, anticipated production rates of their individual crews, as well as their current and anticipated workloads. It should be understood that the figures discussed in this letter and shown on the attached bid summary do not include the following items.

1. The cost of needed construction inspection and administration services. Once a contractor is selected we can provide a quotation for this work based upon the stated schedule (contract duration).

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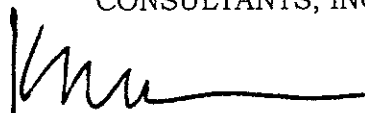
Water Intrusion ♦ Roofing ♦ Structural ♦ Architectural ♦ Pavement ♦ Warranty/Reserve Studies ♦ Litigation Support

2. Normal allowances/contingencies for unknown, unforeseeable conditions that typically arise during the course of this type of work. As we have previously discussed, an amount of at least thirty to forty percent of the total contract price should be planned as a reasonable (initial) allowance for this purpose; however, changes (higher or lower) may be necessitated during the course of the work.
3. Quantity increases beyond the repair allowances provided in the bid form. The actual quantities of needed repair may vary from the allowances provided for bidding purposes.

Based on the submitted information, we suggest that interviews be scheduled with the bidders to allow them to discuss their approach to the project and provide an opportunity for the Association to obtain a better insight into the capabilities of the contractors. Please contact us once you have a chance to review this information and we will make needed arrangements for proceeding.

Very truly yours,

ENGINEERING AND TECHNICAL
CONSULTANTS, INC.



Kirk R. Parsons
Vice President

ATTACHMENTS: Bid Summary Chart
Bid Submissions