

February 9, 2021

Attention: Mr. Blair McDonald, Director of Community Safety Services

Subject: Esquimalt Public Safety Building Project
Construction Manager Recommendation

Dear Blair,

At the conclusion of the RFQ process, four CM firms were shortlisted and invited to participate in the RFP phase of the procurement process. Proposals were received from all four of these firms. Following thorough review of the proposals and completion of an evaluation matrix, Kinetic and Farmer were identified as the top scoring proponents. These two companies were invited to participate in the interview stage of the evaluation process in order to further review and discuss the details of their proposals.

At the conclusion of the interviews, the two proponents were scored based on their performance and responses and based on these scores Kinetic was identified as the preferred proponent. Core completed reference checks, and we are confident nominating **Kinetic Construction Ltd.** as the preferred proponent for this competition.

Proponent	Overall Evaluation Score (/200)
Kinetic	159
Farmer	147
Knappet	133
Maple Reinders	132

The first stage of work is known as Pre-Construction CM (Construction Manager) services. The below table contrasts the fee submissions submitted by the four proponents. It should be noted that financials only made up a portion of the evaluation criteria.

Proponent	Pre-Con CM Fee
Kinetic	\$47,000 (7 months)
Farmer	\$59,575 (7 months)
Knappet	\$15,000 (2 months)
Maple Reinders	\$98,800 (4months)

This award recommendation is for pre-construction services only; however, it is the intent that, following pre-construction, the fixed-price contract will be awarded to Kinetic based on their submitted General Requirements, fee, and subtrade contract packages to be tendered at a later date. Therefore, their submissions in these criteria were also part of this evaluation. The below table compares the proponents' submissions. By awarding the pre-construction phase of the project, the successful proponent is also agreeing to fix their General Conditions (GC's), Fee percentage, and schedule duration.

Proponent	Fee Percentage	General Conditions
Kinetic	1.40%	\$2,097,239.00
Farmer	2.75%	\$1,654,830.00
Knappet	2.88%	\$1,499,700.00
Maple Reinders	2.25%	\$1,996,862.00

Kinetic, acting as the Construction Manager, will administer the sub-trade tenders in a transparent and open-book process. The individual trade tenders will be competitive and posted on BC Bid in order to comply with Township purchasing policies. Once the trade tenders have closed and Kinetic and the Township have agreed on the stipulated sum price for this project, the construction contract will be converted from the CCDC-5A contract for Construction Management services to the CCDC-2 contract for fixed-price stipulated sum General Contractor services. Under the CCDC-2 stipulated sum agreement, the Township will have one single agreement with the General Contractor, and the General Contractor will engage each of the tendered trades as sub-contractors under separate agreement.

It is the recommendation of Core Project Management that the Township of Esquimalt enter into a **CCDC-5A contract** for Construction Management Services with **Kinetic Construction Ltd.**

Sincerely,



Alec Page
Senior Project Manager