




	<p>Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the award of a Twenty-Four Month Term and Supply Contract with Three Twelve Month Options to Extend, for the furnishing of Roofing Services for use by the Facilities Management Division of Public Works to Cornell Roofing and Sheet Metal of Independence, MO as the best bid received.</p> <p>This award is made on an "as needed" basis and does not obligate Jackson County, Missouri to pay any specific amount. The availability of funds for specific purchases is subject to annual appropriations.</p>	
CLEARANCE	<input checked="" type="checkbox"/> Tax Clearance Completed (Purchasing & Department) <input checked="" type="checkbox"/> Business License Verified (Purchasing & Department) <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
COMPLIANCE	<input checked="" type="checkbox"/> MBE Goals, 5% <input checked="" type="checkbox"/> WBE Goals, 5% <input checked="" type="checkbox"/> VBE Goals, 5%	
ATTACHMENTS	Abstract of Bids, Award Recommendation from the Department, and the pertinent pages of Cornell Roofing's bid documents	
REVIEW	Department Director: 	Date: 3-15-18
	Finance (Budget Approval): <i>If applicable</i> 	Date: 3/19/18
	Division Manager: 	Date:
	County Counselor's Office:	Date:

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the _____ Fund in ____.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # _____
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.



JACKSON COUNTY
Facilities Management Division

Jackson County Courthouse
415 East 12th Street, Third Floor Mezzanine
Kansas City, Missouri 64106
jacksongov.org

(816) 881-3258
Fax: (816) 881-3583

MEMORANDUM

From: Joseph Tomlinson, Facilities Management Administrator

To: Katie Bartle, Senior Buyer, Purchasing Department

Date: 03/06/2018

Subject: 4-18 Roofing Services Bid Evaluation Recommendation

Katie,

This memorandum is being prepared and submitted in response to your request for information regarding the Facilities Management Division (FMD)'s recommendation for a roofing vendor as well as an estimated dollar amount for upcoming expenditures.

After careful consideration of the three vendors whom submitted bids, Facilities would like to recommend Cornell Roofing as the lowest and best selection of the field. Aside from having the lowest bid package relative to cost, Cornell also was the most comprehensive in detailing their labor would be completed by in-house staff, as well as providing these rates. With persistent roofing issues in a few county buildings, I would estimate at least a potential \$400,000.00 spent with Cornell this year.

Your consideration in this matter is greatly appreciated.

Thank you,

A handwritten signature in cursive script, appearing to read "Joseph Tomlinson".

Joseph Tomlinson
Facilities Management Administrator

ABSTRACT OF BIDS

ITB: 4-18		Date: 2/20/18		COMMODITY: Roofing Services		Flynn Group of Companies		Kirberg		Cornell Roofing & Sheet Metal	
NO	DESCRIPTION	UNIT	QTY	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	
1.0	Roofer/Waterproofer	Hour	1	\$110	\$110	\$70.91					
2.0	Truck Driver - Teamster	Hour	1	\$115	N/A	\$61.48					
3.0	Laborer	Hour	1	N/A	N/A	\$70.91					
4.0	Sheet Metal Worker	Hour	1	\$132	\$97	\$85.09					
5.0	Cement Mason	Hour	1	N/A	N/A	\$79.80					

CERTIFICATION OF BID OPENING
 BIDS WERE PUBLICLY
 OPENED AND RECORDED
 ON: 2/20/18, BY
Ashley Burke
 CLERK OF THE LEGISLATURE
 Executive Assistant
 PURCHASING

STATEMENT OF CONTRACTOR'S QUALIFICATIONS
(Complete in full, Use attachments if necessary)

Name of Bidder: Cornell Roofing & Sheet Metal, Co.	
Address with Zip Code: 901 S. Northern Blvd., Independence, MO 64053	
Federal Tax I.D. Number: 43-0862224	
Check One: Corporation <input checked="" type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/>	
If SOLE PROPRIETORSHIP , state name, address and phone number of owner:	
N/A	
If CORPORATION:	
Date of Incorporation: 1927	Name of State(s) in which incorporated: Missouri & Kansas
President's Name: Mary McNamara	Vice-President's Name: Paul Coussens
Secretary's Name: Lenny Austin	Treasurer's Name: Wendi Curtis
If PARTNERSHIP:	
Is the Partnership: General <input type="checkbox"/> Limited <input type="checkbox"/> Association <input type="checkbox"/> (Check one)	
Date of Organization:	
Name and addresses of all partners:	
1.	
2.	
3.	
GENERAL INFORMATION:	
Percent of work to be done under the proposed contract by your own staff: 85%	
No. of Permanent Employees: 74	Geographical Limits of Operation: 200 mile radius of KCMO
No. of years in business: 91 years	
Have you ever done business under a different name: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> (Check one)	
If Yes, give Name and Location:	
Has contractor ever withdrawn or defaulted on a contractual obligation: Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> (Check one)	
If Yes, state where and why:	

STATEMENT OF CONTRACTOR'S QUALIFICATIONS - Continued

Has Contractor ever been sued for breach of any contract? Yes No (Check one)

If Yes, Explain:

List Completed Contracts within the Past Three Years, Including Amount of Each:

- Burns & McDonnell Office Expansion: \$947,361.00
- Menorah Medical Center Roof Replacement: \$445,203.00
- Dairy Farmers of America Office Building: \$662,095.00

Note: Additional References are available upon request.

List of Current Contracts, Including Amount of Each:

- Orbital ATK Structural Upgrades: \$1,785,558.00
- Adrian High School Storm Damage: \$1,136,144.00
- KCMO Citywide Maint & Repair Contract: \$600,000.00

Note: Additional References are available upon request.

Please indicated how you intend to comply with the State of Missouri's Prevailing Wage Requirement:

We will track certified payrolls per State of Missouri's Prevailing Wage Requirement. Please also note that we are a Union shop so our wages exceed those listed in Missouri's Prevailing Wage Order.

Customer Reference (state name, address, and phone number):

- Ken Schaefer, Burns & McDonnell, 9450 Ward Parkway, KCMO, (913) 238-3671
- Jude Willoughby, JE Dunn, 1001 Locust, KCMO, (816) 474-8600
- Scott Crain, Blue Valley School District, 15020 Metcalf Ave., Overland Park, KS, (913) 239-4000

List each subcontractor you plan to use if awarded the contract. If no, so state.

SUBCONTRACTOR'S NAME & PHONE #	ITEM OF WORK	\$ AMOUNT OF CONTRACT	MBE/WBE
IBC, Inc., (816) 220-0812	Carpentry/Street Closure	TBD	WBE
RA Construction, (816) 695-8021	Asphalt Shingle Install	TBD	MBE
MS Consulting, (913) 927-3519	Masonry Repairs	TBD	MBE


State any other relevant information concerning Contractor's history, credentials, responsibility and capabilities (If none, so state):

We currently hold the maintenance and repairs contract for the City of Kansas City, MO.

DBE STATUS Indicate status claimed:

1. Minority Owned Business (MBE) YES NO
 African American Latino Native American Asian Pacific Islander
2. Woman Owned Business (WBE) YES NO
3. Small Business YES NO

For consideration as an MBE, WBE or Small Business, a copy of any governmental entity or Minority Supplier Council certification must be attached.

Prepared by (print or type): Andrew Christ	Title: Project Manager/Estimator
Signature: 	Date: 02/19/2018

9.0 QUOTATION

Provide a quotation for the Occupational Titles listed below. If additional Occupational Titles apply, submit an attachment with the applicable titles and quotation.

NO.	Occupational Title	Standard Time Rate M-F 8:00 – 5:00	Overtime Rate
1.0	Roofer/Waterproofer	\$ 70.91	\$ 101.86
2.0	Truck Driver – Teamster	\$ 61.48	\$ 88.31
3.0	Laborer	\$ 70.91	\$ 101.86
4.0	Sheet Metal Worker	\$ 85.09	\$ 125.29
5.0	Cement Mason	\$ 79.80	\$ 114.59

PARTS:

NO.	ITEM	
1.0	Percentage markup on materials of net cost as reflected on supplier's invoices of parts, equipment, materials, and supplies and must include any and all delivery charges.	10 %
2.0	Delivery Charge, if any, for parts orders.	\$ N/A

NOTE: Percentage mark-up for parts, equipment, materials, and supplies furnished by the subcontractors of the successful contractor shall be paid by the county only once and directly to the successful contractor and shall not exceed the percentage quoted above. The County will not pay for rental to the successful contractor for equipment, parts and supplies that are customarily used in the operation of the Successful Contractor's business.

HOURS OF SERVICE:

Indicate Normal Service Hours and Days available: Monday through Friday; 7AM - 3:30PM

Indicate Overtime Service Hours and Days available: All other time with the exception for Sunday which is double time.

Indicate name and phone number of the contact person who should receive service calls:

Name: Andrew Christ

Phone: (913) 752-7398

CONTINUED

SIGNATURE: 	DATE: 02/19/2018
NAME (PRINT): Andrew Christ	PHONE: (816) 252-8300
TITLE (PRINT): Project Manager/Estimator	CELL: (913) 752-7398
COMPANY NAME (PRINT) Cornell Roofing & Sheet Metal, Co.	FAX: (816) 252-8334
E-MAIL ADDRESS (PRINT) andrew@cornellroofing.com	
E-MAIL ADDRESS FOR PO'S (PRINT) andrew@cornellroofing.com	
URL (PRINT): www.cornellroofing.com	



Since 1927

PO Box 8568, 901 S Northern Blvd, Independence MO 64054-0568
Phone: (816) 252-8300 Fax: (816) 252-8334
WBE/DBE Certified www.cornellroofing.com

February 20, 2018

Facilities Management Division of Public Works
415 E 12th Street
Kansas City, Missouri 64106
Jackson County Courthouse, Room G-1, Ground Floor

Attn: Katie M. Bartle
Jackson County Buyer
kmbartle@jacksongov.org

RE: Roofing Services Contract (24 Month Term)

Business Profile and Legal Structure

Cornell Roofing & Sheet Metal is in Jackson County at 901 S. Northern Boulevard, Independence, MO 64053. Our Federal Tax ID is #43-0862224. We can be reached by phone at 816-252-8300, by fax at 816-252-8334 or email at Andrew@cornellroofing.com. Our website is www.cornellroofing.com.

We offer a wide range of roofing and sheet metal related services from the initial inspection all the way through to the maintenance program that will ensure your roof will last. We are approved contractors for Carlisle, Derbigum, ER Systems, Firestone, Gaco Western, GAF, Johns Manville, Progressive Materials, Sarnafil, Siplast, Suprema, Tremco and Versico roofing manufacturers and ATAS, Berridge, Centria, Firestone, MBCI, McElroy and Tremco sheet metal manufacturers. We offer maintenance programs for building owners and tenants as well as having repair crews who specialize in timely emergency repairs. We offer roof systems ranging from roof coatings to full tear off and re-roofs, with low slope roofing systems or metal panel systems, and varying in size from a few hundred square feet to hundreds of thousands.

We have 73 total employees in the Greater Kansas City Area. This consists of ten office staff, four shop workers and 59 in the field including Field Foreman and Superintendents. Six of these reside in Kansas City with the remaining living in the Greater Kansas City Area.

Cornell Roofing is an S Corporation that is certified Women Owned Small Business with Mary McNamara as the sole owner.

Attached is a letter from our surety showing our bonding capacity. Audited financial statements are available to be viewed by appointment at our offices.

All work performed in the last 2 years has conformed to all applicable prevailing wage statutes and there have been no written notices of violation or penalties assessed. Cornell Roofing & Sheet Metal is current on all Federal and State tax withholdings and unemployment insurance payments.

Cornell Roofing & Sheet Metal has not been assessed any penalties or written notices of violations as it pertains to DBE/MBE/WBE Programs. We are a WBE and DBE contractor and solicit MBE when possible. All DBE/MBE/WBE Programs requirements are met by Cornell Roofing & Sheet Metal.

Cornell Roofing & Sheet Metal has not been rescinded or debarred from any bidding, contractual, procurement or other such programs by federal, state or local entities.

Cornell Roofing & Sheet Metal is current on all Federal and State income tax withholdings and unemployment insurance payments.

Cornell Roofing & Sheet Metal has not had any litigation or arbitration records over the last five years.

Attached is a letter from our surety showing our bond history over the past 5 years. We have not had any instances where we have failed to perform.

Experience

Two of the recent comparable contracts completed within the last 2 years are Pin Oaks Education Center and Dairy Farmers of America Headquarters. Details about each project are below.

Pin Oaks Education Center is a district location for the North Kansas City School District. On this project, we provided Asbestos abatement with onsite monitoring, by a 3rd party, during removal of the old roof system followed by installation of a new GAF modified bitumen roof system installed in hot asphalt providing a 20-year NDL warranty. We also installed new roofing related sheet metal, such as flashings, trim and gutters. Working on the project was the following personnel: Project Manager/Estimator, Project Coordination Manager, Roofing Field Superintendent, Field Foreman and ten-man crew. Our 3rd party safety consultant had one representative onsite for air monitoring during asbestos removal and disposal. The total contract was for \$596,217. We met or exceeded all contractual performance standards. For pricing, our wages are based upon Roofers Local No. 20 and Sheet Metal Workers Local No. 2 union contracts and our payment terms are 30 days. For questions about this project you can contact Mike Gerstner with RTI Consultants. He can be reached at Mike@rtic.com, 913-238-5434 or 913-649-6565.

Dairy Farmers of America was a new construction project for Dairy Farmers of America's new headquarters in Kansas City, KS. This project consisted of a new GAF EverGuard 60 mil TPO roof system, a lower roof deck with GAF EverGuard 60 mil TPO with a pedestal paver system on top of for the area to be used as a balcony, a canopy roof with GAF 60mil TPO and Mexican Beach Pebble ballast rock. We also installed all roof related sheet metal and equipment screen on the roof around HVAC units. Working on the project was the following personnel: Project Manager/Estimator, Project Coordination Manager, Roofing Field Superintendent, Field Foreman and ten-man crew. The total contract was for \$723,370 and we met or exceeded all contractual performance standards. For pricing, our wages are based upon Roofers Local No. 20 and Sheet Metal Workers Local No. 2 union contracts and our payment terms are 30 days. For questions about this project you may contact Jared Jacks with JE Dunn. He can be reached at Jared.Jacks@jedunn.com or 816-426-8861.

Key Personnel

Cornell Roofing & Sheet Metal has a large enough staff to meet the City's project requirements.

For this project the following Key Personnel would be assigned. Andrew Christ would be the GC Project Manager, Walter Geib would be the On-Site Field Superintendent, Shane Muhl would perform QC/QA Manager duties and 3E Safety is our 3rd party safety consultant and would provide a Safety officer.



Andrew Christ has been with Cornell Roofing & Sheet Metal for 4 years and lives in Olathe, KS. Andrew graduated from Kansas State University in 2008 with a Bachelor's Degree in Construction Science and Management. Before joining Cornell Roofing & Sheet Metal, Co., he worked for a large General Contractor and helped deliver various projects throughout the United States. Andrew holds several certifications, with the most notable being certified by the International Code Council as a Commercial Building Inspector.

Walter Geib will be our On-Site Field Superintendent and has been with Cornell Roofing and Sheet Metal for 28 years. He lives in Blue Springs, MO. Wally has the following training and certifications: OSHA 30, First Aid, CPR, CERTA Torch applicator trainer, Forman/Superintendent and Safety Monitor.



Shane Muhl will be our Quality Control/Quality Assurance Manager and has been with Cornell Roofing and Sheet Metal for 6 years. Shane lives in Ottawa, KS. Shane is a national certified CERTA trainer for torching applications with over 20 years experience in the construction industry.



For safety, we have enlisted the services provided by 3-E Safety Services, LLC. Cory Rohs and Rob Morehead have assisted Cornell in establishing site specific safety plans and provide periodic safety audits to ensure constant compliance and to adapt and improve when needed. Cory Rohs has a Master's Degree in Safety from University of Central Missouri and lives in Lee's Summit, MO. Cory caters to the needs of his clients and takes pride in handling his clients every safety need with the majority of his clients being in the construction field. Rob Morehead has a Bachelor of Science in Occupational Safety and Health from the University of Central Missouri. Rob's assists with on-site job inspections, safety meeting, various training classes and writes and implements safety plans. Rob currently lives in Kansas City, MO.

Project Approach

Cornell Roofing & Sheet Metal, Co. has a firm grasp on the tasks involved with this project. We understand that the City of Kansas City, MO is looking for a construction partner to help deliver swift and efficient resolution to its roofing and sheet metal needs. Cornell Roofing and Sheet Metal, Co. has a dedicated (24/7) service department to handle any emergencies and employs a team of highly skilled Project Managers that can design and deliver roof replacement options for facilities that require such needs. Due to our advanced design build skills and current physical equipment assets, we can provide the most cost efficient and high-performance roofing solutions for the city. In the recent past, we have provided design build roof installations for many high-profile Kansas City businesses such as Bayer Corporation, Orbital ATK, and Burns and McDonnell. We partnered directly with the owner and design team to provide guidance on the roof system design, including insulation, cover boards, and membrane selection so that in the end, the owner had a quality and long-lasting solution, while maintaining their construction budget.

With any construction project that we are involved with, safety is our first-priority. Not only are we concerned with the safety of our personnel, but we are also concerned with the safety of the building tenants and public. We work directly with a third-party safety consulting team called 3-E Safety. We develop an initial safety plan and review it with 3-E Safety to ensure it conforms to the latest OSHA guidelines and provides the adequate protection for our employees and the public. Along with the initial safety plan review, 3-E Safety will provide periodic safety audits on each project at a frequency of no less than one inspection per week per project. The inspections are at random and any safety violations are identified and corrected immediately. We provide this service for any project that we work on. Due to our stringent safety protocol, we have not had any OSHA recordable accidents in 2017. Currently our EMR rating is 0.89 and the highest that it has been in the past 4 years is 0.95.

With certain projects, we understand that there is often the need for specific traffic controls. Once we identify that there is a need for traffic control, we contact and employ the services of Gun-Ko Traffic Control, Inc. We work directly with their project team to determine the necessary traffic controls required for the project and develop a traffic control plan. This plan is then submitted to the governing

agency for approval. Once the engineered traffic control plan has been approved, Gun-Ko Traffic Control, Inc. will implement the traffic control and will maintain it throughout the project.

One of the reasons that Cornell Roofing & Sheet Metal, Co. can provide accurate and efficient project delivery is our strict Quality Assurance/Quality Control Policy. We implemented a new Quality Control Policy in 2015. In this policy, we developed a strict process that must happen for each project. Specifically, we determined that there must be a project specific "job book" developed. In the "job book" it contains all the project documentation, including but not limited to, the original estimate, the project documents (i.e. plans and specifications), any RFI's, addendums, as-builts, or other changes that either occurred during the design process or during construction. Before the start of any project, the project team must take the "job book" and perform a detailed pre-installation inspection of the project site. During this pre-installation inspection, we document the existing conditions (with video), identify the specific staging areas for materials, cranes, and dumpsters, and identify the flow of the project (i.e. where will we start and finish). Once the pre-installation inspection has been completed, we start the project. Within 24 hours of the project commencement, the project team will perform an initial inspection of the installation to check for any discrepancies from the project design or unforeseen conditions. Once the initial inspection has been completed, the project team will continually inspect the installation on a weekly basis to document conformity to the project design. Please note that a member of our Superintendent team inspects the project on a daily frequency. Once the project has reached "substantial completion" the project team will perform a preliminary punch list to identify any flaws or discrepancies in the installation. After these items have been corrected, we will then call on the manufacturer's representative to perform a technical inspection of the installation. If any discrepancies are found by the manufacturer's representative, they are corrected as determined by the manufacturer's representative. Once these items are corrected, we will then contact the owner and perform a final inspection of the installation. Our Quality Control Policy is modeled off the 3-phase quality control program used by the Federal Government and the Corps of Engineers.

MBE/WBE Program

Cornell Roofing and Sheet Metal is a 100% WBE corporation certified by the City of Kansas City, Missouri. We are also certified as a Disadvantaged Business Enterprise by the U.S. Department of Transportation.

1. A few projects demonstrating our performance and compliance with MBE and WBE participation goals are the following.
 - a. In 2015 on the St. Joseph State Office Building we met MBE (10%) and SDVE (3%) participation goals and exceeded WBE (5%) goals. The total contract amount was \$498,000. We met the 10% Minority Business Enterprise with a subcontract value of \$49,700 with M.S. Consulting, LLC. Who performed masonry joint restoration on the project. We achieved the 3% Service-Disabled Veterans Enterprise with a subcontract value of \$15,000 with Black Dog Enterprises, LLC. Carpentry work and wood blocking installation was completed by Black Dog Enterprises, LLC. The remaining 87% of the

- total contract amount, \$433,300, was performed by Cornell Roofing & Sheet Metal, a certified Women Business Enterprise.
- b. In 2015, we also completed the Lee's Summit Troop A Headquarters Super Site with MBE, WBE and SDVE participation goals of 10%, 10% and 3% respectively. The total contract value was \$502,800. We achieved the 3% Service-Disabled Veterans Enterprise with Black Dog Enterprises, LLC and a subcontract value of \$15,000. The 10% Minority Business Enterprise goal was met using M.S. Consulting, LLC and American Legacy Construction. M.S. Consulting, LLC performed masonry restoration and painting on the project and had a subcontract value of \$31,651. American Legacy Construction was our HVAC electrician and had a subcontract value of \$18,714. Cornell Roofing & Sheet Metal, a certified Women Business Enterprise performed 53% of the contract value with a cost of \$265,337.
 - c. We are currently working on the Northwest Regional Youth Center for the State of Missouri. It has participation goals of 10% MBE, 10% WBE and 3% SDVE. The total contract amount was \$536,877. We met the 10% Minority Business Enterprise goal through RA Construction KC, LLC with a subcontract amount of \$53,688. RA Construction KC, LLC performed the steep slope asphalt shingle roof replacement. With a subcontract value of \$16,107 Black Dog Enterprises, LLC performed carpentry work and installed wood blocking, meeting the 3% Service-Disabled Veterans Enterprise goal. We exceeded the 10% WBE goal by performing 74% of the work ourselves, again, a certified Women Business Enterprise.