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INTEROFFICE MEMORANDUM

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Date: June 4, 2010  
To: Anne Strieter, Senior Buyer,  
Washtenaw County Purchasing  
From: Aaron Kraft  
Washtenaw County, ETCS  
Re: Weatherization Contracting RFP Award Review  
RFP # 6525

Following the Review of the Weatherization Inspector RFP #6525 we have determined that all companies that have applied can be accepted into the Weatherization Assistance Program.

Following the Purchasing Award process I would like to proceed with establishing contracts for the vendors that applied to this RFP.

Thank you.

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336 Harriet St. Ypsilanti, Michigan 48197-0915

Washtenaw County etcs is a unique government department that recognizes that community action and workforce development are essential to economic development.

Michigan Works! is an Equal Opportunity Employer/Program that is supported by the State of Michigan. Auxiliary aid services are available on request for individuals with disabilities.

May 21 2010

RFP # 6525 Bid Review Committee Scoring Summary. Completed May 21, 2010

New bidders	for reviewers	Reviewer 1	Reviewer 2	Reviewer 3	Rank
Johnson Controls Inc	97	98	96	98	1
Pollard Heating and Cooling	67	61	68	71	2
TJ Associates LLC	64	61	65	65	3
Blue Ray Mechanical	58	54	62	59	4
PRP Construction Group	57	63	57	52	5
SunRay Insulation	52	58	52	47	6

Point system for reviewing new RFP #6525 submissions

				Selection Criteria															
				current Mech Contractor	Prior DBA experience	IAQ cert.	Lead Cert.	Yrs exp. with mech work	Yrs. Exp with vent duct	Yrs Exp. With plumbing	Blower Door Experience	Blower door avail	owns equip needed	Small bus. Minority	competitive pricing	RFP prices and paperwork complete			
Contractors				Scorign data from all Three Reviewers													Total		
Contractor applying to Wx RFP #6525	points assigned (120 total)	Rank	reviewer number	20	10	10	10	10	5	5	5	5	5	10	15	10	120	average of reviewers	
Blue Ray Mechanical	54	4	1	0	10	0	5	10	5	0	0	0	5	0	11	8	54	58	
			2	0	5	0	3	10	5	5	0	0	5	7	12	10	62		
			3	0	5	0	5	10	5	0	0	0	5	10	13	6	59		
TJ Associates LLC	61	3	1	0	5	0	10	4	4	4	3	5	5	10	3	8	61	64	
			2	0	2	0	10	7	3	3	5	5	5	10	5	10	65		
			3	0	3	0	10	3	3	3	5	5	5	10	8	10	65		
SunRay Insulation	58	6	1	0	10	0	5	3	3	0	5	5	0	10	15	2	58	52	
			2	0	2	0	8	5	2	2	5	5	1	2	15	5	52		
			3	0	1	0	9	1	1	1	4	5	1	9	10	5	47		
Johnson Controls	98	1	1	20	5	10	10	10	5	5	0	5	5	0	13	10	98	97	
			2	20	2	8	8	10	5	5	5	3	5	0	15	10	96		
			3	20	1	9	10	10	5	5	4	5	5	5	9	10	98		
Pollard Heat and Cool	61	2	1	0	10	0	10	10	5	5	0	0	5	0	11	5	61	67	
			2	0	7	0	10	10	5	5	0	0	5	2	15	9	68		
			3	0	10	0	10	10	5	5	0	0	5	3	14	9	71		
PRP Construction Group	63	5	1	0	0	0	5	8	5	4	0	5	5	10	12	9	63	57	
			2	0	3	0	4	5	2	2	1	1	5	10	15	9	57		
			3	0	2	0	5	5	3	2	1	1	5	10	9	9	52		

Blue Ray Mechanical

RFP 6525 Weatherization Program Mechanical Contracting

**Selection Criteria**

Point system for Weatherization Contractor Applicants  
\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 10 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 5 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 0 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 0 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 0 of 10 points Small business, Female or Minority Owned
- 11 of 15 points Competitive Pricing
- 8 of 10 points Completed entire price sheet and turned in all materials required.

Total points 54 out of 120 available

Contractor selected as: X Primary Contractor \_\_\_\_\_ Alternate Contractor \_\_\_\_\_

Reviewer #1

RFP 6525 Weatherization Program Mechanical Contracting

Blue Ray Mech.

Reviewer # 2

Selection Criteria

Point system for Weatherization Contractor Applicants  
\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 5 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 3 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 5 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 0 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 7 of 10 points Small business, Female or Minority Owned
- 12 of 15 points Competitive Pricing
- 10 of 10 points Completed entire price sheet and turned in all materials required.

Total points 62 out of 120 available

Contractor selected as: X Primary Contractor \_\_\_\_\_ Alternate Contractor

Blue Bay #3

RFP 6525 Weatherization Program Mechanical Contracting

### Selection Criteria

Point system for Weatherization Contractor Applicants  
*\*To be completed by Washtenaw County*

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 0 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 5 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 0 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 0 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 10 of 10 points Small business, Female or Minority Owned
- 13 of 15 points Competitive Pricing
- 6 of 10 points Completed entire price sheet and turned in all materials required.

Total points 59 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor

TJ Associates

RFP 6525 Weatherization Program Mechanical Contracting

Selection Criteria

Point system for Weatherization Contractor Applicants  
*\*To be completed by Washtenaw County*

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 5 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 10 of 10 points Lead Safe Work certification- certificate included
- 4 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 4 of 5 points Years of Experience with ventilation duct and pipe
- 4 of 5 points Years of Experience with plumbing
- 3 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 10 of 10 points Small business, Female or Minority Owned
- 3 of 15 points Competitive Pricing
- 8 of 10 points Completed entire price sheet and turned in all materials required.

Total points 61 out of 120 available

Contractor selected as: X Primary Contractor \_\_\_\_\_ Alternate Contractor

Reviewer #1

RFP 6525 Weatherization Program Mechanical Contracting

TJ & Assoc

Reviews # 2

Selection Criteria

Point system for Weatherization Contractor Applicants

\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 2 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 10 of 10 points Lead Safe Work certification- certificate included
- 7 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 3 of 5 points Years of Experience with ventilation duct and pipe
- 3 of 5 points Years of Experience with plumbing
- 5 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 10 of 10 points Small business, Female or Minority Owned
- 5 of 15 points Competitive Pricing
- 10 of 10 points Completed entire price sheet and turned in all materials required.

Total points 65 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor

TJ + Asso #3

RFP 6525 Weatherization Program Mechanical Contracting

**Selection Criteria**

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.

3 of 10 points Prior experience with the Davis Bacon Act

0 of 10 points IAQ certification- certificate included

10 of 10 points Lead Safe Work certification- certificate included

3 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)

3 of 5 points Years of Experience with ventilation duct and pipe

3 of 5 points Years of Experience with plumbing

5 of 5 points Blower Door experience

5 of 5 points Blower Door available

5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer

10 of 10 points Small business, Female or Minority Owned

8 of 15 points Competitive Pricing

10 of 10 points Completed entire price sheet and turned in all materials required.

Total points 65 out of 120 available

Contractor selected as:  Primary Contractor  Alternate Contractor

Sunray Insulation

RFP 6525 Weatherization Program Mechanical Contracting

**Selection Criteria**

Point system for Weatherization Contractor Applicants  
*\*To be completed by Washtenaw County*

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 10 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 5 of 10 points Lead Safe Work certification- certificate included
- 3 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 3 of 5 points Years of Experience with ventilation duct and pipe
- 0 of 5 points Years of Experience with plumbing
- 5 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 0 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 10 of 10 points Small business, Female or Minority Owned
- 15\* of 15 points Competitive Pricing
- 2 of 10 points Completed entire price sheet and turned in all materials required.

Total points 58 out of 120 available

Contractor selected as:  Primary Contractor  Alternate Contractor

Reviewer #1

\* Pricing excessively low compared to others.

RFP 6525 Weatherization Program Mechanical Contracting

Sun Ray Insul.

Reviewer #2

Selection Criteria

Point system for Weatherization Contractor Applicants  
\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 2 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 8 of 10 points Lead Safe Work certification- certificate included
- 5 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 2 of 5 points Years of Experience with ventilation duct and pipe
- 2 of 5 points Years of Experience with plumbing
- 5 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 1 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 2 of 10 points Small business, Female or Minority Owned
- 15 of 15 points Competitive Pricing
- 5 of 10 points Completed entire price sheet and turned in all materials required.

Total points 52 out of 120 available

Contractor selected as:  Primary Contractor  Alternate Contractor

SUNRAY INSULATION

#3

RFP 6525 Weatherization Program Mechanical Contracting

### Selection Criteria

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
  - 1 of 10 points Prior experience with the Davis Bacon Act
  - 0 of 10 points IAQ certification- certificate included
  - 2 of 10 points Lead Safe Work certification- certificate included
  - 1 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
  - 1 of 5 points Years of Experience with ventilation duct and pipe
  - 1 of 5 points Years of Experience with plumbing
  - 4 of 5 points Blower Door experience
  - 5 of 5 points Blower Door available
  - 1 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
  - 9 of 10 points Small business, Female or Minority Owned
  - 10 of 15 points Competitive Pricing
  - 5 of 10 points Completed entire price sheet and turned in all materials required.
- Total points 47 out of 120 available
- Contractor selected as: X Primary Contractor          Alternate Contractor

Johnson Controls

RFP 6525 Weatherization Program Mechanical Contracting

**Selection Criteria**

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

- 20 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 5 of 10 points Prior experience with the Davis Bacon Act
- 10 of 10 points IAQ certification- certificate included
- 10 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 5 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 0 of 10 points Small business, Female or Minority Owned
- 13 of 15 points Competitive Pricing
- 10 of 10 points Completed entire price sheet and turned in all materials required.

Total points 98 out of 120 available

Contractor selected as: X Primary Contractor \_\_\_\_\_ Alternate Contractor \_\_\_\_\_

Reviewer #1

RFP 6525 Weatherization Program Mechanical Contracting

Johnson Control

Reviewer #2

Selection Criteria

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

20 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.

2 of 10 points Prior experience with the Davis Bacon Act

8 of 10 points IAQ certification- certificate included

8 of 10 points Lead Safe Work certification- certificate included

10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)

5 of 5 points Years of Experience with ventilation duct and pipe

5 of 5 points Years of Experience with plumbing

5 of 5 points Blower Door experience

3 of 5 points Blower Door available

5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer

0 of 10 points Small business, Female or Minority Owned

15 of 15 points Competitive Pricing

10 of 10 points Completed entire price sheet and turned in all materials required.

Total points 96 out of 120 available

Contractor selected as: X Primary Contractor        Alternate Contractor

Johnson Control #3

RFP 6525 Weatherization Program Mechanical Contracting

**Selection Criteria**

Point system for Weatherization Contractor Applicants  
*\*To be completed by Washtenaw County*

- 20 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 1 of 10 points Prior experience with the Davis Bacon Act
- 9 of 10 points IAQ certification- certificate included
- 10 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 5 of 5 points Years of Experience with plumbing
- 4 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 5 of 10 points Small business, Female or Minority Owned
- 9 of 15 points Competitive Pricing
- 10 of 10 points Completed entire price sheet and turned in all materials required.

Total points 98 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor

Pollard Heating & Cooling

RFP 6525 Weatherization Program Mechanical Contracting

Selection Criteria

Point system for Weatherization Contractor Applicants  
\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 10 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 10 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 5 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 0 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 0 of 10 points Small business, Female or Minority Owned
- 11 of 15 points Competitive Pricing
- 5 of 10 points Completed entire price sheet and turned in all materials required.

Total points 61 out of 120 available

Contractor selected as:  Primary Contractor  Alternate Contractor

Reviewer #1

RFP 6525 Weatherization Program Mechanical Contracting

Pollard Heat & Cool Selection Criteria Reviewer #2

Point system for Weatherization Contractor Applicants  
\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 7 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 10 of 10 points Lead Safe Work certification- certificate included
- 10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 5 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 0 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 2 of 10 points Small business, Female or Minority Owned
- 15 of 15 points Competitive Pricing
- 9 of 10 points Completed entire price sheet and turned in all materials required.

Total points 68 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor

*Rollard Harris & Coolins*

**RFP 6525 Weatherization Program Mechanical Contracting**

**Selection Criteria**

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.

10 of 10 points Prior experience with the Davis Bacon Act

0 of 10 points IAQ certification- certificate included

10 of 10 points Lead Safe Work certification- certificate included

10 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)

5 of 5 points Years of Experience with ventilation duct and pipe

5 of 5 points Years of Experience with plumbing

0 of 5 points Blower Door experience

0 of 5 points Blower Door available

5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer

3 of 10 points Small business, Female or Minority Owned

14 of 15 points Competitive Pricing

9 of 10 points Completed entire price sheet and turned in all materials required.

Total points 71 out of 120 available

Contractor selected as:  Primary Contractor  Alternate Contractor

PRP CONSTRUCTION GROUP

RFP 6525 Weatherization Program Mechanical Contracting

**Selection Criteria**

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 0 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 5 of 10 points Lead Safe Work certification- certificate included
- 8 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 5 of 5 points Years of Experience with ventilation duct and pipe
- 4 of 5 points Years of Experience with plumbing
- 0 of 5 points Blower Door experience
- 5 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 10 of 10 points Small business, Female or Minority Owned
- 12 of 15 points Competitive Pricing
- 9 of 10 points Completed entire price sheet and turned in all materials required.

Total points 63 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor

Reviewer #1

RFP 6525 Weatherization Program Mechanical Contracting

RRP Const. Group Selection Criteria Reviewer # 2

Point system for Weatherization Contractor Applicants  
\*To be completed by Washtenaw County

- 0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.
- 3 of 10 points Prior experience with the Davis Bacon Act
- 0 of 10 points IAQ certification- certificate included
- 4 of 10 points Lead Safe Work certification- certificate included
- 5 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)
- 2 of 5 points Years of Experience with ventilation duct and pipe
- 2 of 5 points Years of Experience with plumbing
- 1 of 5 points Blower Door experience
- 1 of 5 points Blower Door available
- 5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer
- 10 ~~10~~ of 10 points Small business, Female or Minority Owned
- 15 of 15 points Competitive Pricing
- 9 of 10 points Completed entire price sheet and turned in all materials required.

Total points 57 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor

**Selection Criteria**

Point system for Weatherization Contractor Applicants

*\*To be completed by Washtenaw County*

0 of 20 points Current Mechanical contractor for Washtenaw County Weatherization Program.

2 of 10 points Prior experience with the Davis Bacon Act

0 of 10 points IAQ certification- certificate included

5 of 10 points Lead Safe Work certification- certificate included

5 of 10 points Years of Experience with mechanical equipment (1 pt. per year up to 10)

3 of 5 points Years of Experience with ventilation duct and pipe

2 of 5 points Years of Experience with plumbing

1 of 5 points Blower Door experience

1 of 5 points Blower Door available

5 of 5 points Owns Carbon Monoxide Detector & Combustion Analyzer

0/10 of 10 points Small business, Female or Minority Owned

9 of 15 points Competitive Pricing

9 of 10 points Completed entire price sheet and turned in all materials required.

Total points 52 out of 120 available

Contractor selected as: X Primary Contractor          Alternate Contractor