

**In The Matter Of:**  
*State of Delaware*  
*Department of Transportation*

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*In Re: Dover Hangar Interior Asbestos Abatement*  
*February 12, 2013*

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THE STATE OF DELAWARE  
DEPARTMENT OF TRANSPORTATION

IN RE: )  
)  
Bid Proposal for )  
Contract T201380103.01 )  
Dover Hangar Interior )  
Asbestos Abatement, Kent )  
County )  
)

TRANSCRIPT OF PRE-BID MEETING

M & O Resource Center  
96 Stop Sign Road  
Dover, Delaware 19901  
Tuesday, February 12, 2013  
10:00 a.m.

CONDUCTED BY: SCOTT GOTTFRIED  
PAUL TURNER

APPEARANCES:

- Matt Lichtenstein - DelDOT
- Danny Skeans - DelDOT
- Robby L. Brown - DelDOT
- Karen Martz - DelDOT
- Monty Krough - Brightfields
- Jason Sunde - Brightfields
- Barry Horvath - NCM
- David Daigle - Neuber Environmental
- Sam Betley - Astec
- Ben Hodgdon - CEC
- Bryon Brainard - GES

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1 APPEARANCES (Cont'd):

2 David Ogletree - EcoServices, LLC  
3 Scott Keenan - Bristol Environmental  
4 Jeff LaRiviere - Neuber Environmental  
5 Tim Bryan - Plymouth Environmental

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7 MR. TURNER: Good morning,  
8 everyone. Thanks for coming today. Today's a  
9 mandatory prebid meeting for contract number  
10 T201380103, Dover Hangar Interior Asbestos  
11 Abatement, Kent County.

12 I just want to thank you again for  
13 coming. My name is Paul Turner. I am a  
14 contracts coordinator here with DelDOT. My  
15 colleague Mr. Scott Gottfried and I will be  
16 going over a few administrative issues regarding  
17 the contract.

18 This is a 60 calendar day contract.  
19 Today's meeting is going to start with me  
20 talking about the administrative handling of the  
21 contract, and then I'll, as I said, I'll turn it  
22 over to Scott. He will go over a few details  
23 regarding other issues that are coming up after  
24 this meeting, and then afterwards we'll turn it



1 over to the engineering staff or the project  
2 manager for this project, who will then go over  
3 some other details for you.

4 As we go along, if you have a  
5 question, please ask. We have a court  
6 stenographer here to create a transcript of the  
7 meeting. Please, when you're asking questions,  
8 first state your name and the organization you  
9 represent, and please, one person at a time.

10 Procedures before bidding. All the  
11 questions must come to my office. The process  
12 is really simple. E-mail your questions to  
13 dot-ask@state.de.us. This allows you to ask  
14 questions in your own words. I will, in turn,  
15 direct those questions to the appropriate person  
16 in the organization who needs to be able to  
17 answer them.

18 Do not call the engineer, project  
19 manager, or the consultant. If there's a true  
20 need to speak directly with either of them, I'll  
21 make those arrangements. This is the most  
22 efficient way for this to be handled. If the  
23 questions result in information that all bidders  
24 need to be aware of, the information will be



1 distributed via addendum.

2 I'm going to turn it over to Scott  
3 at this point to go over some other issues that  
4 are coming up. Thank you.

5 MR. GOTTFRIED: Okay. Real  
6 quickly, as everyone here knows if you've bid on  
7 DelDOT contracts with us before, after this  
8 meeting there will be an addendum issued to each  
9 of you. It will consist of the minutes of  
10 meeting, whatever plans or changes come as a  
11 result of this meeting, and whatever spec  
12 changes come as a result of this meeting.

13 This is also going to have a unique  
14 change at the end. We're going to turn this  
15 contract into an A plus B bidding, okay? And  
16 I'm going to go over that in a few minutes.

17 Next I would tell you that we were  
18 planning to take bids originally on February  
19 26th. That date is going to move out a little  
20 bit, because we are changing this to A plus B.

21 When I move that date out, you will  
22 have exactly five business days to get whatever  
23 questions, after the addendum comes out, in to  
24 my office for any concerns. Is everybody clear



1 on that? Five business days from when I put the  
2 addendum out is when you have to get your  
3 questions in to me. Any questions received  
4 after those five business days, do not expect a  
5 response on. Okay?

6 Joint ventures. If any firms plan  
7 to bid as a joint venture, both firms need to be  
8 registered. If you're not currently registered  
9 with the Department of Transportation contract  
10 administration office, you'll need to pick up a  
11 registration package. We have one of our  
12 administrative assistants here, Karen. She has  
13 registration packages over there. Please pick  
14 one up from her before you leave, and please  
15 fill it out and return it to my office as soon  
16 as possible.

17 For those wishing to bid as a joint  
18 venture, you must contact my office, either  
19 myself or Paul, and we will get you the correct  
20 certification and bonding forms. The bonding  
21 forms and certification forms are on a disk, but  
22 for a single company. If you're planning a  
23 joint venture, you must have a different type of  
24 form. I will provide those to you as soon as



1 possible.

2           This contract, as all of our other  
3 contracts, has a bonding requirement. It's a 10  
4 percent bid bond, 100 percent performance.

5 Please note, I cannot accept contracts with  
6 riders or restrictions. If your bonding company  
7 is still using the 9/11 terrorist rider, I will  
8 accept that.

9           Please note, you must use the  
10 bonding forms that are in the back of your  
11 proposals or ones that I provide to you on our  
12 website or in person. If your bonding company  
13 has an issue with using my bonding form, please  
14 have them contact us. This is not a DelDOT  
15 requirement. This is a State law requirement.  
16 It's written into the Code. You must use my  
17 bonding form. If you turn in an AIA bond, your  
18 bid will be disqualified. Is that clear?

19           While we're talking about bonds,  
20 when you go to turn in your bond -- and I know  
21 this may sound very stupid, but it's a very  
22 serious issue we have. Please make sure that  
23 your bonding company provides you with the  
24 correct paperwork. Please make sure that the



1 power of attorney that your bonding company  
2 provides you has the name of the attorney that  
3 signs the bond paperwork.

4 I've had this happen. If it does,  
5 even though I know it's your bonding company's  
6 mistake, I will hold you responsible and  
7 disqualify your bond -- or your bid. Excuse me.

8 Please note that this project is  
9 governed by the Delaware Department of  
10 Transportation standard specifications dated  
11 August, 2001. You can pick this up at the cost  
12 of \$42 from my office, but if you're a  
13 cheapskate like myself, you may go online to  
14 [www.delDOT.gov](http://www.delDOT.gov), bottom left-hand corner,  
15 publications, and you may look this up.

16 Now, all supplementals that are  
17 made to the standard specifications are not in  
18 the proposal anymore. They are online. It is  
19 your job as a contractor to go online and read  
20 those. There is a form that's inside your  
21 proposal that tells you that you must go to the  
22 website, and it gives you an address to look  
23 those up and review them.

24 All supplementals are in effect



1 from the date this was advertised. So, whatever  
2 supplementals we had out there when this was  
3 advertised will apply to this contract.

4 Next, real quickly. How many --  
5 just by a show of hands, how many prime  
6 contractors in here have done A plus B bidding  
7 before? Okay. None of you. Great. All right.  
8 A plus B bidding is a unique way for us to bid  
9 time plus costs, okay? There will be two  
10 factors in here dealing with this asbestos  
11 abatement. It will be the cost of your project  
12 and the time.

13 The time for this that we're asking  
14 for is 60 days, okay? But with A plus B, I'm  
15 going to allow you to change that 60 days, okay?  
16 In other words, there's going to be an  
17 additional form behind your regular bid forms,  
18 okay? The A is your total bid. If you go to  
19 your proposal book and you look at the bid  
20 forms, the bid forms for this project, there's  
21 one bid form, it's a lump sum. You're going to  
22 put one price, okay?

23 Now, this bid form is going to  
24 change, because there's going to be a second



1 page to it. You're going to transfer that total  
2 price, which is considered to be an A, and  
3 you're going to add a B to it. The B is, I've  
4 found -- we have calculated how much it costs to  
5 have Brightfields on site, okay? And how much  
6 it costs us per day to have to have you out  
7 here. We're trying to get this done as fast as  
8 possible and as cheap as possible. And that  
9 figure has already been decided. I believe it  
10 is -- what did I do with that? A total of  
11 \$693.35 per day.

12           And what you're going to do is  
13 you're going to take that and you're going to  
14 multiply that amount times the total amount of  
15 days that you think it's going to take you to  
16 complete this project.

17           Now, you cannot go over 60. 60 is  
18 your max number. That's how much time we want  
19 to get it done in, or that's our limit. But if  
20 you can reduce that then you'll put that time in  
21 there, of like say you want to say 45. You will  
22 multiply that times \$693.35, and you will get a  
23 second number.

24           And then you will add that A



1 plus -- A and B together. That would be your B.  
2 You would add yours price together along with  
3 what the time would cost. And when those two  
4 are added, that will be your total bid.

5 But you're only going to get paid  
6 on what your A bid was for your lump sum for the  
7 total abatement; is that understood? The B  
8 number is only for evaluation purposes only.  
9 Does everybody understand that? So we get the  
10 best price with the shortest time period. Is  
11 everybody clear on that? Are there any  
12 questions?

13 If you go over, say you give me 45  
14 days and you start to go over the 45, you will  
15 be charged liquidated damages starting at your  
16 46th day. Is everybody clear on that?

17 The number you put as your B, as  
18 your time, then becomes a new time for this  
19 contract. Not what we put on the proposal. And  
20 that will be followed by what the liquidated  
21 damages chart is in the standard specifications.

22 Does anyone have a question about A  
23 plus B bidding? Any at all? If you don't have  
24 any today and you come up with one later when we



1 send out the addendum, call my office. I will  
2 gladly work through it with you. It's a very  
3 simple process.

4 Now, I will make this clear, the  
5 only part of this that you really have to  
6 formulate, that I wouldn't go back and figure  
7 out, is there's going to be a place where you  
8 tell me exactly how many days you want to use in  
9 this process. There will be a form there to  
10 fill it out and figure out the A plus B, give me  
11 your total bid. But you'll be able to mess that  
12 up, I'll make a correction for that.

13 But there's going to be a spot on  
14 there where I ask you to put in how many days  
15 you plan to take to do this job. That is the  
16 most important spot on that A plus B. Okay? If  
17 you leave that blank, I will disqualify you.  
18 Even if you're going to take the whole 60 days,  
19 you must put 60 in there. Is that clear?

20 Any questions at all with the A  
21 plus B bidding? Okay. If there's no questions  
22 I'm going to continue on then.

23 The next thing I'm going to go over  
24 real quick is the certification page.



1 (Mr. Gottfried and Mr. Turner conferred)

2 MR. GOTTFRIED: All right. There's  
3 going to be a change made on the certification  
4 form, which I just realized. First of all, the  
5 top of the certification form, you'll see it  
6 says "the undersigned bidder." That is the name  
7 of your company, not the person filling out the  
8 form, okay?

9 Halfway down the page, you'll see  
10 it says "disadvantaged business enterprise  
11 percent." Please ignore that. This is a  
12 State-funded project. That will disappear.  
13 There will be a new certification in your  
14 addendum when it comes in, because there is no  
15 DBE goal for this project. This is completely  
16 State-funded. There are no regulations  
17 following the DBE program on this.

18 On the back, you'll note it says  
19 bidders must acknowledge receipt of all addenda  
20 and final questions and answers. This is a  
21 little bit different than what you're used to.  
22 Usually it just has addenda, but since this was  
23 put on the web, two business days before this  
24 bids we will put final questions and answers on



1 the web, and you'll be able to see that at the  
2 website.

3 Is everybody clear on that? Please  
4 note, you must acknowledge any addendum I send  
5 out on this project. As we're sitting here,  
6 there will be at least one addendum. That  
7 addendum will consist of all the changes. So  
8 you'll have to fill that out, but please make  
9 sure you fill out the date column on the final  
10 questions that you looked at on this form. That  
11 will still be there, and that is a must. That  
12 is a disqualifying factor. Okay? Yes, sir?

13 MR. LaRIVIERE: Jeff with Neuber  
14 Environmental. Will bidders be notified of the  
15 addendums, or is it incumbent on the bidders to  
16 go to the website to see if there's addendums?

17 MR. GOTTFRIED: It will be on you  
18 to go to the website to see if there's  
19 addendums. These are all being posted on the  
20 website. But you will have those ten calendar  
21 days before the bid opens.

22 (Mr. Turner and Mr. Gottfried conferred)

23 MR. GOTTFRIED: The addendum will  
24 be on there. Ten days before the bid opening,



1 when this comes out, you will see. And because  
2 this is a unique project and you guys don't  
3 usually bid with us, we may shoot you an e-mail,  
4 let you know there is an addendum up on the web.  
5 Since I -- everybody did give me correct e-mail  
6 addresses today; am I correct? Since this is a  
7 mandatory prebid meeting, I'm going to use that  
8 e-mail list to make up a list. So whoever's  
9 e-mail you gave me, make sure they're going to  
10 contact you and let you know. Because any  
11 information I contact with you will be sent  
12 through that e-mail, okay? Since this is a  
13 website advertisement.

14 But that addendum has to be on the  
15 web ten calendar days before the bid opening.  
16 Okay?

17 Please note, at the bottom of your  
18 certification form, you must sign and notarize  
19 it. If you have a corporate seal, it must be  
20 attested to. Please note, the person that signs  
21 to enter your company into a contract cannot be  
22 the same person that signs to attest to your  
23 corporate seal. If you do not have a corporate  
24 seal leave that blank. If no one can find your



1 corporate seal to stamp this, draw it in.

2           Please make sure, since I've seen  
3 this happen, that your notary public -- because  
4 this happens in a lot of offices, and it  
5 shouldn't -- goes ahead and puts her stamp on  
6 there, or his stamp, signs it and gives it to  
7 somebody else to put their signature on it. And  
8 for some reason, the company, that person who's  
9 supposed to sign it doesn't get their name on  
10 it, and I get a nice certification with only the  
11 notary public on there and no signature. Is  
12 everyone clear?

13           Last page is the bid bond. I've  
14 kind of gone over this already. This is the bid  
15 bond form you must use. This is also the same  
16 form that's on our website.

17           As I said before, if you're using a  
18 joint venture, you must call and get the correct  
19 form. You must use this form. Do not retype  
20 this form. By the way the State rule goes, if  
21 you change any letters, capital wise, don't have  
22 the same period, put too many words on one line,  
23 I will have to DQ you. You must use our  
24 approved form, because any other form is not



1 approved. You may xerox or fax this form as  
2 many times as you like.

3 Real quickly on this form, it tells  
4 you to put a dollar amount, and it has -- of  
5 course we're asking for a 10 percent bid bond,  
6 with a not to exceed amount. I always suggest  
7 you round up several hundred dollars. Okay?  
8 Just in case you make a bidding error, or I have  
9 to add something to your bid, and for some  
10 reason, all of a sudden you don't -- your bond  
11 doesn't cover the total amount of your bid.

12 Now, the amount you must use before  
13 the bond is your A number. Okay? You do not  
14 have to bond this for the A plus B. You only  
15 have to bond this for what your A number is.  
16 The B is only used for evaluation. So whatever  
17 your total bid for this is, which is your A, is  
18 all you have to bond this contract for. Is  
19 everyone clear on that?

20 Okay. A couple things we need to  
21 go over real quick. I do believe there's going  
22 to be a walk-through today. What we're going to  
23 do is allow you all to go take a walk-through.

24 We're going to go off record after



1 the engineers and consultants go over the  
2 specifics of the work, let you do a walk-through  
3 through the building. We're going to go off  
4 record. Anything that's said over in the hangar  
5 has absolutely no meaning.

6 If you have a question, or you have  
7 a concern, I would suggest you save that. We're  
8 going to come back over here, go back on record,  
9 put your question or your concern on the court  
10 reporter transcript. Okay?

11 Any answers you get from anybody  
12 over in that hangar, as far as I'm concerned,  
13 was never said. Is everybody clear on that?  
14 Okay?

15 When we come back and when we get  
16 all your questions, at that time we will talk  
17 about the DelDOT 51 percent rule, because this  
18 is a vertical construction getting rehabbed, and  
19 we will talk about subcontractor categories; if  
20 we need any or either one needs to be changed,  
21 okay?

22 Next thing. A couple things I  
23 suggest you look at closely is section 102.06,  
24 which is preparation of proposals. This will



1 tell you how to fill out your proposal and what  
2 you must turn in to me.

3 And section 102.07, what I will  
4 disqualify your proposal for. And the words  
5 read "shall" there, so if you make one of those  
6 mistakes from that section, there's no hope.  
7 It's dead. It's a nonresponsive bid.

8 Has everyone signed the sign-in  
9 sheet? Okay. At this time, if there's no  
10 questions -- are there any questions regarding  
11 the administrative handling of the contract? If  
12 there are no questions right now, I'm going to  
13 turn the meeting over to the project manager,  
14 which is Matt.

15 MR. LICHTENSTEIN: I'm Matt  
16 Lichtenstein with DelDOT. We have a contract  
17 with Brightfields, as they did the initial  
18 evaluation. They're going to be on site to do  
19 the -- to do the monitoring while you guys are  
20 doing the abatement. They'll probably be able  
21 to answer any of the technical questions. I'll  
22 probably be able to answer any of your  
23 administrative ones. The scope of work is  
24 detailed. We're going to highlight exactly



1 where the abatement is going to occur.

2           Pretty much after you guys are  
3 done, we're going to rip out everything else.  
4 So whatever you guys want to take out, up to the  
5 struts of the hangar, is fine with us. So that  
6 just saves us money and makes your job easier.  
7 All right. Do you have anything, Jason?

8           MR. SUNDE: Jason Sunde with  
9 Brightfields. The only thing I want to mention  
10 now is part of the information that was put on  
11 the website was the survey that was for the  
12 entire building. So if you've looked at it, it  
13 does include the metal roof which has silver  
14 coat on it. That is not part of this project.  
15 Only the material that's underneath the roof.

16           So if you've been looking at the  
17 survey and you see that, you know, the entire  
18 metal roof is on it, that is not part of the  
19 roof that's being done.

20           MR. GOTTFRIED: Is that it?

21           MR. LICHTENSTEIN: I believe so,  
22 yeah.

23           MR. GOTTFRIED: Any questions,  
24 gentlemen?



1 MR. SKEANS: What time do you want  
2 us back here?

3 MR. GOTTFRIED: What?

4 MR. SKEANS: What time back?

5 MR. GOTTFRIED: When you get done.  
6 As soon as you've finished the walk-through over  
7 there with Matt and Brightfields, then come  
8 right back to this room and we'll go back on  
9 record. And probably be about five to ten  
10 minutes after you get back, and we'll be done,  
11 okay?

12 At this point we will go off  
13 record, and you gentlemen can follow DelDOT's  
14 employees over to the hangar.

15 (Recess held)

16 MR. GOTTFRIED: Okay. We're back  
17 on the record now. First thing I want to go  
18 over is does anyone have any questions or  
19 concerns they want to put on the record right  
20 now?

21 MR. HODGDON: On your A plus B bid,  
22 you mentioned calendar days, as far as you have  
23 60 calendar days. You want calendar days or  
24 work days on the B portion of the bid?



1           MR. GOTTFRIED: Calendar. And it  
2 will be specified. This contract is a calendar  
3 days. Our financial system has a State calendar  
4 days, so when you bid on the B, that will be  
5 calendar days you plan to do it in.

6           MR. HODGDON: Is there a way to  
7 exclude weekends on the bid form? As far as,  
8 you know, 60 calendar days, that gives us you  
9 know -- we got to subtract weekends on what  
10 the -- the B portion of that would entail.

11          MR. GOTTFRIED: No. You would  
12 included the weekends on whatever time frame you  
13 plan to do it in.

14          MR. HODGDON: Okay.

15          MR. GOTTFRIED: I'm giving you 60  
16 calendar days. That includes the weekends. If  
17 you tell me you can do it in 15 days, then  
18 you've got to include, those 15 days is also  
19 going to include your weekends in that, or you  
20 need to add the weekends with that. You see  
21 what I'm saying?

22          MR. HODGDON: Yeah, but I'm not  
23 following, as far as adding -- calculating the  
24 cost of Brightfields' daily rate. If we don't



1 plan to work Saturdays and Sundays, and, we put  
2 60 calendar days on there, that adds -- you  
3 know, a portion of that is weekends that we  
4 wouldn't be paying -- or you know, the State  
5 wouldn't be paying --

6 MR. LaRIVIERE: But you could work  
7 the weekends, and that would just -- it's going  
8 against you anyway.

9 MR. HODGDON: Okay.

10 MR. LaRIVIERE: If you happen to be  
11 paid per calendar day.

12 MR. GOTTFRIED: I mean it works out  
13 the same. It's not making it unfair for  
14 anybody.

15 MR. HODGDON: No, I --

16 MR. GOTTFRIED: I'll put it like  
17 this. Let me put it to you this way: Let me  
18 put a vote to the room. Of the primes in here,  
19 how many want to make this a working day  
20 contract or a calendar day contract? All those  
21 in favor of calendar day?

22 (No response)

23 MR. GOTTFRIED: All those in favor  
24 of working day? All right. I'm not going to



1 guarantee it changes to a working day, but I  
2 will discuss it with the project manager and see  
3 if we can make a change to that.

4 MR. TURNER: How many was that?  
5 Did you count?

6 MR. GOTTFRIED: It was a majority.

7 MR. TURNER: I just wanted it on  
8 the record.

9 MR. GOTTFRIED: Okay. Zero for  
10 calendar day, majority for working. I won't say  
11 it will change, but I will look into it. Any  
12 other questions or concerns?

13 MR. BRYAN: Yeah, Tim from Plymouth  
14 Environmental. How do we get back into the  
15 building to take a longer look? Who do we  
16 contact?

17 MR. GOTTFRIED: Matt, that's your  
18 department.

19 MR. LICHTENSTEIN: Yeah. Would  
20 they contact Paul or contact me directly?

21 MR. GOTTFRIED: They contact you  
22 directly for site visits. Just remember, and  
23 I'll say this before he goes another step,  
24 before he gives you his data to contact him.



1 Anything he tells you, unless it comes from my  
2 office or you get a question while you're in  
3 there, unless it's submitted to our dot-ask box  
4 and I come back to you from a contract  
5 administration point answering the question, it  
6 does not mean it's in law, okay?

7 So you can't come back later, after  
8 you win the job, and say, well, Matt said when  
9 we were doing a site visit. I'm going to look  
10 at you and say, sorry, that doesn't play.

11 MR. BRYAN: I understand.

12 MR. GOTTFRIED: Just making sure.  
13 I've had people come back and do that to me, and  
14 it doesn't work. Go ahead, Matt.

15 MR. LICHTENSTEIN: My phone number  
16 is (302)760-2140. E-mail -- I'll put it up  
17 here. Matthew.Lichtenstein@state.de.us.

18 MR. KROUGH: Suggestion. Monty  
19 Krough, Brightfields. I would suggest that we  
20 come to a date today, and a time, so we can all  
21 be here to help conduct the walk-through, at a  
22 set specific time. That way everybody's on the  
23 same page, instead of one contractor calling you  
24 one day, and another one and another one and



1 another one. Set one more visit at a certain  
2 set period of time. And that is just my  
3 suggestion.

4 MR. LICHTENSTEIN: All right.

5 MR. GOTTFRIED: Okay. But that  
6 date's not going to be set today.

7 MR. KROUGH: You could probably do  
8 that in the addendum.

9 MR. GOTTFRIED: That date will come  
10 out with the addendum.

11 MR. KROUGH: Thank you.

12 MR. LICHTENSTEIN: All right.

13 MR. GOTTFRIED: Just for the simple  
14 reason nobody has their schedule sitting right  
15 in front of them right now.

16 MR. KROUGH: Exactly.

17 MR. HODGDON: Electric and water.  
18 Is the State supplying electric and water, and  
19 if so, what's the -- what type of source are we  
20 going to have there?

21 MR. LICHTENSTEIN: You can hook up  
22 somewhere close. Like you saw on the back side,  
23 there were some hookups for trucks. We'll have  
24 electric somewhere. You'll have to run



1 extension cords. And water, you'll have to run  
2 hoses, but we have hose bibs in these facilities  
3 around here that you can hook up to.

4 MR. HODGDON: Do you know how much  
5 electric you're going to be able to make  
6 available? As far as --

7 MR. LICHTENSTEIN: Amperage, or --

8 MR. HODGDON: -- amperage, or how  
9 many circuits?

10 MR. LICHTENSTEIN: No, I don't. We  
11 can find that out and have that in the addendum.

12 MR. GOTTFRIED: Let me ask this:  
13 Is there something like a minimum that they  
14 need? I'm just asking this, I'm not an asbestos  
15 contractor.

16 MR. HORVATH: Should need -- 100?

17 MR. HODGDON: Yeah. At least 100  
18 amps on, you know, five 20-amp circuits. That  
19 would be a bare minimum.

20 MR. BRYAN: Bare minimum.

21 MR. HODGDON: That's -- has to do  
22 some in sections.

23 MR. LICHTENSTEIN: All right.

24 MR. GOTTFRIED: Any other



1 questions? All right. Let's get down to two  
2 fun things: One is the 51 percent rule. If you  
3 gentlemen do not know, DelDOT standard  
4 specifications requires any prime contractor,  
5 which of course here, the abatement contractor  
6 will be the prime on this, to complete 51  
7 percent of the total cost of the project. Okay?  
8 And I did say that right. It's not 51 percent  
9 of the work. It's 51 percent of the total cost  
10 of the bid of your project. Does anyone in this  
11 room see that their company will not do at least  
12 51 percent? If so, please raise your hand and  
13 state your name now.

14 Okay. Then I'm not going to change  
15 51 percent. And make a note that nobody  
16 responded.

17 The second thing I have on here,  
18 because this is a vertical construction, we have  
19 to do subcontractor categories. Is anybody here  
20 going to need a subcontractor or subcontractors  
21 for this project? And what category would that  
22 be? And I'm asking you gentlemen, because I  
23 have no clue.

24 MR. HODGDON: Different people



1 classify subcontractors in different ways.  
2 We're going to be use waste haulers to dispose  
3 of our waste.

4 MR. GOTTFRIED: Well, let me  
5 explain this. With the subcontractor category,  
6 let me explain what that form is going to do,  
7 okay? There's going to be a form coming out in  
8 the addendum that you must fill out and turn in  
9 with your bid, no exceptions.

10 We'll also say on there that  
11 whatever the category is, you must put a company  
12 name next to it, and you must use that company.  
13 Now if it turns out that this gentleman does his  
14 own waste hauling and you don't, then he is  
15 going to have to put his company name in for the  
16 waste hauling. You don't leave anything blank.  
17 If you're doing that subcontractor category, you  
18 just put your name in.

19 Now, the catch side of this is if  
20 you guys don't give me subcontractor categories,  
21 I'm going to get with Brightfields and the  
22 project manager and make them up. And I'd  
23 rather not do that. I'd rather we discussed it  
24 here and finalize it before we leave, because I



1 have no clue, and you don't want me just picking  
2 categories out of the blue. So I already came  
3 to the conclusion, waste hauler is usually one I  
4 always put with asbestos removal. Is there any  
5 other?

6 MR. KROUGH: At times there may be  
7 an electrician to temporarily hookup their  
8 electrical panel.

9 MR. GOTTFRIED: Is that correct,  
10 gentlemen? Can I get responses from the primes?  
11 I'm relying on you guys right now.

12 MR. HODGDON: At times. It  
13 depends, it varies by the job site, what the  
14 requirements of the job site are. That's --

15 MR. GOTTFRIED: Are you guys going  
16 to need electrical or not? I'll go around the  
17 room and start pointing to contractors and  
18 getting a yes or a no.

19 MR. SUNDE: I would just say --  
20 Jason from Brightfields. DelDOT is going to  
21 provide the source.

22 MR. HODGDON: A source in what  
23 form? Are we going to have receptacles to use,  
24 or are we going to have to tie in panels of our



1 own to -- to provide temporary electric?

2 MR. LICHTENSTEIN: That will be to  
3 be determined.

4 MR. BETLEY: Once we find out about  
5 the electric.

6 MR. HODGDON: Not knowing what the  
7 owner is going to provide, we don't know what  
8 subs we're going to need as far as the  
9 electrical.

10 MR. BRAINARD: The electrical, we  
11 don't know what --

12 MR. GOTTFRIED: Put electrical  
13 down, and we'll put a question mark by it. I'll  
14 get with you, Matt, when you decide what you're  
15 going to actually provide to them, it will go  
16 into the addendum, then we'll talk about whether  
17 we actually put electrical down there. Okay?

18 MR. LICHTENSTEIN: All right.

19 MR. GOTTFRIED: Any other  
20 categories? I know there's not going to be a  
21 lot here, because you gentlemen do most of the  
22 work themselves. Matt, are they going to have  
23 use of facilities somewhere here?

24 MR. LICHTENSTEIN: Restrooms?



1 MR. GOTTFRIED: Yes.

2 MR. LICHTENSTEIN: No. That's in  
3 the contract, they have to have temporary  
4 facilities.

5 MR. GOTTFRIED: Is that going to be  
6 a sub for you guys, or do you provide that for  
7 yourself?

8 MR. HODGDON: That will be a sub.

9 MR. BETLEY: We --

10 MR. GOTTFRIED: Urinal facilities,  
11 sanitation. Anything else, gentlemen? All  
12 right. We have subcontractor categories. One  
13 would be waste haulers; the electrical, that is  
14 a question mark until we find out exactly what's  
15 going to happen; and the sanitation issue with  
16 the bathrooms will be the final category.

17 Does anybody have a problem with  
18 that? If so, please raise your hand or state  
19 your name now. Let the record show that no one  
20 has an issue with that, no one has spoke up.

21 Are there any other questions  
22 concerning this project or the administrative  
23 handling of the project, or anything of that  
24 nature?



1                   If there's no more questions, thank  
2 you very much for coming today. I look forward  
3 to receiving your bids. You all have a  
4 wonderful work day.

5                   (Meeting concluded at 11:25 a.m.)  
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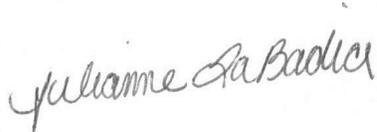


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REPORTER'S CERTIFICATE

I, JULIANNE LaBADIA, Registered Diplomate Reporter and Notary Public, do hereby certify that the foregoing record, pages 1 through 32 inclusive, is a true and accurate transcript of my stenographic notes taken on February 12, 2013, in the above-captioned matter.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this        day of        , 2013, at  
Wilmington.



Julianne LaBadia, RDR, CRR



	23 31:22	10:18	24:19 28:21	change (8) 4:14
\$	advertised (2) 8:1, 3	behind (1) 8:17	29:20	8:15,24 12:3
\$42 (1) 7:12	advertisement (1) 14:13	best (1) 10:10	Brightfields' (1) 21:24	15:21 23:3,11 27:14
\$693.35 (2) 9:11, 22	against (1) 22:8	BETLEY (2) 30:4 31:9	BRYAN (3) 23:13 24:11 26:20	changed (1) 17:20
A	ahead (2) 15:5 24:14	bib (33) 4:6 5:7, 17 6:4,18 7:7 8:8,17,18,19, 20,21,23 10:4, 6 11:11 13:21, 24 14:3,15 15:13,14 16:5, 9,11,17 18:7 20:21,24 21:4, 7 27:10 28:9	building (3) 17:3 19:12 23:15	changes (4) 4:10, 12 13:7 23:1
abatement (5) 8:11 10:7 18:20 19:1 27:5	AIA (1) 6:17	bidder (1) 12:6	business (5) 4:22 5:1,4 12:10,23	changing (1) 4:20
able (5) 11:11 13:1 18:20,22 26:5	allow (2) 8:15 16:23	bidders (3) 12:19 13:14,15		charged (1) 10:15
absolutely (1) 17:5	along (1) 10:2	bidding (6) 4:15 8:6,8 10:23 11:21 16:8	C	chart (1) 10:21
accept (2) 6:5,8	always (2) 16:6 29:4	bids (3) 4:18 12:24 32:3	calculated (1) 9:4	cheap (1) 9:8
acknowledge (2) 12:19 13:4	amount (6) 9:14, 14 16:4,6,11, 12	bit (2) 4:20 12:21	calculating (1) 21:23	cheapskate (1) 7:13
actually (2) 30:15,17	Amperage (2) 26:7,8	blank (3) 11:17 14:24 28:16	calendar (16) 13:20 14:15 20:22,23,23 21:1,2,3,5,8, 16 22:2,11,20, 21 23:10	circuits (2) 26:9, 18
add (5) 9:3,24 10:2 16:9 21:20	amps (1) 26:18	blue (1) 29:2	call (2) 11:1 15:18	classify (1) 28:1
added (1) 10:4	anymore (1) 7:18	bond (13) 6:4,17, 20 7:3,7 15:13,15 16:5, 10,13,14,15,18	calling (1) 24:23	clear (10) 4:24 6:18 10:11,16 11:4,19 13:3 15:12 16:19 17:13
addenda (2) 12:19,22	apply (1) 8:3	bonding (11) 5:20,20 6:3,6, 10,12,13,17, 23 7:1,5	came (1) 29:2	close (1) 25:22
addendum (17) 4:1,8,23 5:2 11:1 12:14 13:4,6,7,23 14:4,14 25:8, 10 26:11 28:8 30:16	approved (2) 15:24 16:1		can (11) 7:11 9:20 14:24 20:13 21:17 23:3 24:20 25:21 26:3,11 29:10	closely (1) 17:23
	around (2) 26:3 29:16		capital (1) 15:21	clue (2) 27:23 29:1
	asbestos (3) 8:10 26:14 29:4		case (1) 16:8	coat (1) 19:14
	assistants (1) 5:12		catch (1) 28:19	Code (1) 6:16
	attest (1) 14:22		categories (6) 17:19 27:19 28:20 29:2 30:20 31:12	column (1) 13:9
	attested (1) 14:20		category (5) 27:21 28:5, 11,17 31:16	coming (3) 4:4 28:7 32:2
	attorney (2) 7:1,2		certain (1) 25:1	company (12) 5:22 6:6,12, 23 7:1 12:7 14:21 15:8 27:11 28:11, 12,15
	August (1) 7:11		certification (8) 5:20,21 11:24 12:3,5, 13 14:18 15:10	company's (1) 7:5
	available (1) 26:6			complete (2) 9:16 27:6
	B			completely (1) 12:15
	back (17) 6:10 11:6 12:18 17:8,8,15 20:2,4,8,8,10, 16 23:14 24:4, 7,13 25:22	bonds (1) 6:19		concern (2) 17:7, 9
	bare (2) 26:19, 20	book (1) 8:19		concerned (1) 17:12
	bathrooms (1) 31:16	both (1) 5:7		concerning (1) 31:22
	becomes (1)	bottom (2) 7:14 14:17		
		box (1) 24:3		
		BRAINARD (1) 30:10		
		Brightfields (7) 9:5 18:17 19:9 20:7		

concerns (3) 4:24 20:19 23:12	couple (2) 16:20 17:22	depends (1) 29:13	17 31:13	facilities (4) 26:2 30:23 31:4,10
concluded (1) 32:5	course (2) 16:5 27:5	detailed (1) 18:24	electrician (1) 29:7	factor (1) 13:12
conclusion (1) 29:3	court (1) 17:9	determined (1) 30:3	else (3) 15:7 19:3 31:11	factors (1) 8:10
conduct (1) 24:21	cover (1) 16:11	different (4) 5:23 12:21 27:24	e-mail (6) 14:3,5, 8,9,12 24:16	far (6) 17:12 20:22 21:7,23 26:6 30:8
conferred (2) 12:1 13:22	currently (1) 5:8	28:1	employees (1) 20:14	fast (1) 9:7
considered (1) 9:2	<b>D</b>	directly (2) 23:20, 22	end (1) 4:14	favor (2) 22:21, 23
consist (2) 4:9 13:7	daily (1) 21:24	disadvantaged (1) 12:10	engineers (1) 17:1	fax (1) 16:1
construction (2) 17:18 27:18	damages (2) 10:15,21	disappear (1) 12:12	entail (1) 21:10	February (1) 4:18
consultants (1) 17:1	data (1) 23:24	discuss (1) 23:2	enter (1) 14:21	few (1) 4:16
contact (9) 5:18 6:14 14:10,11 23:16,20,20, 21,24	date (6) 4:19,21 8:1 13:9 24:20 25:9	discussed (1) 28:23	enterprise (1) 12:10	figure (3) 9:9 11:6,10
continue (1) 11:22	dated (1) 7:10	disk (1) 5:21	entire (2) 19:12, 17	fill (6) 5:15 11:10 13:8,9 18:1 28:8
contract (14) 4:15 5:9 6:2 8:3 10:19 14:21 16:18 18:11, 16 21:2 22:20, 20 24:4 31:3	date's (1) 25:6	dispose (1) 28:2	Environmental (2) 13:14 23:14	filling (1) 12:7
contractor (5) 7:19 24:23 26:15 27:4,5	day (12) 9:6,11 10:16 22:11, 19,20,21,24 23:1,10 24:24 32:4	disqualified (1) 6:18	error (1) 16:8	final (4) 12:20, 24 13:9 31:16
contractors (2) 8:6 29:17	days (26) 4:22 5:1,4 8:14,15 9:15 10:14 11:8,14,18 12:23 13:21, 24 14:15 20:22,23,23, 24 21:3,4,5,8, 16,17,18 22:2	disqualify (3) 7:7 11:17 18:4	evaluation (3) 10:8 16:16 18:18	finalize (1) 28:24
contracts (3) 4:7 6:3,5	DBE (2) 12:15, 17	disqualifying (1) 13:12	even (2) 7:5 11:18	financial (1) 21:3
cords (1) 26:1	dead (1) 18:7	distributed (1) 4:1	everybody (7) 4:24 10:9,11, 16 13:3 14:5 17:13	find (4) 14:24 26:11 30:4 31:14
corner (1) 7:14	dealing (1) 8:10	dollar (1) 16:4	everybody's (1) 24:22	fine (1) 19:5
corporate (4) 14:19,23,23 15:1	decide (1) 30:14	dollars (1) 16:7	everyone (4) 4:6 15:12 16:19 18:8	finished (1) 20:6
correction (1) 11:12	decided (1) 9:9	done (7) 8:6 9:7, 19 19:3,19 20:5,10	exactly (5) 4:22 11:8 18:24 25:16 31:14	firms (2) 5:6,7
cost (6) 7:11 8:11 10:3 21:24 27:7,9	Delaware (1) 7:9	dot-ask (1) 24:3	exceed (1) 16:6	First (2) 12:4 20:17
costs (3) 8:9 9:4, 6	DeIDOT (6) 4:7 6:14 17:17 18:16 27:3 29:20	down (4) 12:9 27:1 30:13,17	exceptions (1) 28:9	five (5) 4:22 5:1, 4 20:9 26:18
count (1) 23:5	DeIDOT's (1) 20:13	DQ (1) 15:23	exclude (1) 21:7	follow (1) 20:13
	Department (3) 5:9 7:9 23:18	draw (1) 15:1	Excuse (1) 7:7	followed (1) 10:20
		<b>E</b>	expect (1) 5:4	following (2) 12:17 21:23
		easier (1) 19:6	explain (2) 28:5,6	form (26) 5:24 6:13,17 7:20 8:17,21,23 11:9 12:4,5,8 13:10 14:18 15:15,16,19, 19,20,24,24 16:1,3 21:7 28:6,7 29:23
		effect (1) 7:24	extension (1) 26:1	forms (7) 5:20, 21,21 6:10
		either (2) 5:18 17:20	<b>F</b>	
		Electric (6) 25:17, 18,24 26:5 30:1,5		
		electrical (7) 29:8, 16 30:9,10,12,		

8:17,20,20 formulate (1) 11:6 forward (1) 32:2 found (1) 9:4 frame (1) 21:12 front (1) 25:15 fun (1) 27:2	Halfway (1) 12:9 hand (2) 27:12 31:18 handling (2) 18:11 31:23 hands (1) 8:5 hangar (4) 17:4, 12 19:5 20:14 happen (4) 7:4 15:3 22:10 31:15 happens (1) 15:4 hauler (1) 29:3 haulers (2) 28:2 31:13 hauling (2) 28:14, 16 held (1) 20:15 help (1) 24:21 highlight (1) 18:24 HODGDON (16) 20:21 21:6, 14,22 22:9,15 25:17 26:4,8, 17,21 27:24 29:12,22 30:6 31:8 hold (1) 7:6 hook (2) 25:21 26:3 hookup (1) 29:7 hookups (1) 25:23 hope (1) 18:6 HORVATH (1) 26:16 hose (1) 26:2 hoses (1) 26:2 hundred (1) 16:7	included (1) 21:12 includes (1) 21:16 incumbent (1) 13:15 information (2) 14:11 19:10 initial (1) 18:17 inside (1) 7:20 instead (1) 24:23 into (6) 4:15 6:16 14:21 23:11,14 30:16 issue (4) 6:13, 22 31:15,20 issued (1) 4:8 issues (1) 4:3	24:6 least (3) 13:6 26:17 27:11 leave (5) 5:14 11:17 14:24 28:16,24 left-hand (1) 7:14 letters (1) 15:21 LICHTENSTEIN (15) 18:15,16 19:21 23:19 24:15 25:4,12, 21 26:7,10,23 30:2,18,24 31:2 limit (1) 9:19 line (1) 15:22 liquidated (2) 10:15,20 list (2) 14:8,8 little (2) 4:19 12:21 longer (1) 23:15 look (8) 7:15,22 8:19 17:23 23:11,15 24:9 32:2 looked (2) 13:10 19:12 looking (1) 19:16 lot (2) 15:4 30:21 lump (2) 8:21 10:6	11:8,14 15:22 16:2 22:19 23:4 26:9 mark (2) 30:13 31:14 material (1) 19:15 Matt (8) 18:14, 15 20:7 23:17 24:8,14 30:14, 22 MatthewLichtenstein@statede.us (1) 24:17 max (1) 9:18 may (6) 6:21 7:13,15 14:3 16:1 29:6 mean (2) 22:12 24:6 meaning (1) 17:5 meeting (7) 4:8, 10,11,12 14:7 18:13 32:5 mention (1) 19:9 mentioned (1) 20:22 mess (1) 11:11 metal (2) 19:13, 18 minimum (3) 26:13,19,20 minutes (3) 4:9, 16 20:10 mistake (1) 7:6 mistakes (1) 18:6 money (1) 19:6 monitoring (1) 18:19 Monty (1) 24:18 more (2) 25:1 32:1 most (2) 11:16 30:21 move (2) 4:19,21 much (6) 9:4,5, 18 19:2 26:4 32:2 multiply (2) 9:14, 22
<b>G</b>		<b>J</b>		
gave (1) 14:9 gentleman (1) 28:13 gentlemen (7) 19:24 20:13 27:3,22 29:10 30:21 31:11 gives (4) 7:22 15:6 21:8 23:24 giving (1) 21:15 gladly (1) 11:2 goal (1) 12:15 goes (3) 15:5,20 23:23 GOTTFRIED (35) 4:5 12:1,2 13:17,22,23 19:20,23 20:3, 5,16 21:1,11, 15 22:12,16, 23 23:6,9,17, 21 24:12 25:5, 9,13 26:12,24 28:4 29:9,15 30:12,19 31:1, 5,10 governed (1) 7:9 Great (1) 8:7 guarantee (1) 23:1 guys (8) 14:2 18:19 19:2,4 28:20 29:11, 15 31:6	held (1) 20:15 help (1) 24:21 highlight (1) 18:24 HODGDON (16) 20:21 21:6, 14,22 22:9,15 25:17 26:4,8, 17,21 27:24 29:12,22 30:6 31:8 hold (1) 7:6 hook (2) 25:21 26:3 hookup (1) 29:7 hookups (1) 25:23 hope (1) 18:6 HORVATH (1) 26:16 hose (1) 26:2 hoses (1) 26:2 hundred (1) 16:7	Jason (3) 19:7,8 29:20 Jeff (1) 13:13 job (6) 7:19 11:15 19:6 24:8 29:13,14 Joint (5) 5:6,7, 17,23 15:18	limit (1) 9:19 line (1) 15:22 liquidated (2) 10:15,20 list (2) 14:8,8 little (2) 4:19 12:21 longer (1) 23:15 look (8) 7:15,22 8:19 17:23 23:11,15 24:9 32:2 looked (2) 13:10 19:12 looking (1) 19:16 lot (2) 15:4 30:21 lump (2) 8:21 10:6	
		<b>K</b>		
		Karen (1) 5:12 kind (1) 15:14 knowing (1) 30:6 knows (1) 4:6 KROUGH (6) 24:18,19 25:7,11,16 29:6		
		<b>L</b>		
		LaRIVIERE (3) 13:13 22:6,10 Last (1) 15:13 later (2) 10:24 24:7 law (2) 6:15		
			<b>M</b>	
			majority (2) 23:6, 10 makes (1) 19:6 making (2) 22:13 24:12 manager (3) 18:13 23:2 28:22 mandatory (1) 14:7 many (9) 8:4,5	
<b>H</b>				

<p>must (20) 5:18, 23 6:9,16 7:21 11:19 12:19 13:4,11 14:18,19 15:15,18,19, 23 16:12 18:2 28:8,11,12 myself (2) 5:19 7:13</p>	<p style="text-align: center;"><b>O</b></p> <p>occur (1) 19:1 off (3) 16:24 17:3 20:12 office (7) 4:24 5:10,15,18 7:12 11:1 24:2 offices (1) 15:4 Once (1) 30:4 one (21) 5:11, 14 8:21,22 10:24 13:6 14:24 15:22 17:20 18:5 24:23,24,24, 24 25:1,1 27:2 29:3 31:12,19,20 ones (2) 6:11 18:23 online (3) 7:13, 18,19 only (9) 10:5,8, 8 11:5 15:10 16:14,16 19:9, 15 opening (2) 13:24 14:15 opens (1) 13:21 originally (1) 4:18 out (28) 4:19,21, 23 5:2,15 8:2 9:6 11:1,7,10, 10 12:7 13:5, 8,9 14:1 18:1 19:3,4 22:12 25:10 26:11 28:7,8,13 29:2 30:4 31:14 over (18) 4:2,3, 16 5:13 9:17 10:13,14 11:23 15:14 16:21 17:1,4, 8,12 18:13</p>	<p>20:6,14,18 own (2) 28:14 30:1 owner (1) 30:7</p> <p style="text-align: center;"><b>P</b></p> <p>package (1) 5:11 packages (1) 5:13 page (5) 9:1 11:24 12:9 15:13 24:23 paid (2) 10:5 22:11 panel (1) 29:8 panels (1) 29:24 paperwork (2) 6:24 7:3 part (4) 11:5 19:10,14,18 Paul (2) 5:19 23:20 paying (2) 22:4,5 people (2) 24:13 27:24 per (3) 9:6,11 22:11 percent (11) 6:4, 4 12:11 16:5 17:17 27:2,7, 8,9,12,15 performance (1) 6:4 period (3) 10:10 15:22 25:2 person (5) 6:12 12:7 14:20,22 15:8 phone (1) 24:15 pick (3) 5:10,13 7:11 picking (1) 29:1 place (1) 11:7 plan (5) 5:6 11:15 21:5,13 22:1 planning (2) 4:18 5:22</p>	<p>plans (1) 4:10 play (1) 24:10 Please (16) 5:13, 14 6:5,9,13, 22,24 7:8 12:11 13:3,8 14:17,20 15:2 27:12 31:18 plus (13) 4:15, 20 8:6,8,9,14 10:1,23 11:10, 16,21 16:14 20:21 Plymouth (1) 23:13 point (3) 4:3 20:12 24:5 pointing (1) 29:17 portion (3) 20:24 21:10 22:3 possible (4) 5:16 6:1 9:8,8 posted (1) 13:19 power (1) 7:1 prebid (1) 14:7 preparation (1) 17:24 Pretty (1) 19:2 price (4) 8:22 9:2 10:2,10 prime (3) 8:5 27:4,6 primes (2) 22:18 29:10 probably (4) 18:20,22 20:9 25:7 problem (1) 31:17 process (2) 11:3, 9 program (1) 12:17 project (17) 7:8 8:11,20 9:16 12:12,15 13:5 14:2 18:13 19:14 23:2 27:7,10,21 28:22 31:22,23</p>	<p>proposal (6) 7:18, 21 8:19 10:19 18:1,4 proposals (2) 6:11 17:24 provide (7) 5:24 6:11 29:21 30:1,7,15 31:6 provides (2) 6:23 7:2 public (2) 15:3, 11 publications (1) 7:15 purposes (1) 10:8 put (27) 5:1 8:22 9:20 10:17,19 11:14,19 12:23,24 15:7, 22 16:4 17:9 19:10 20:19 22:1,16,17,18 24:16 28:11, 15,18 29:4 30:12,13,17 puts (1) 15:5</p> <p style="text-align: center;"><b>Q</b></p> <p>quick (2) 11:24 16:21 quickly (3) 4:6 8:4 16:3</p> <p style="text-align: center;"><b>R</b></p> <p>raise (2) 27:12 31:18 rate (1) 21:24 rather (2) 28:23, 23 read (2) 7:19 18:5 Real (5) 4:5 8:4 11:24 16:3,21 realized (1) 12:4 really (1) 11:5</p>
<p style="text-align: center;"><b>N</b></p>				
<p>name (8) 7:2 12:6 15:9 27:13 28:12, 15,18 31:19 nature (1) 31:24 need (10) 5:7,10 16:20 17:20 21:20 26:14, 16 27:20 29:16 30:8 needs (1) 17:20 Neuber (1) 13:13 new (2) 10:18 12:13 Next (5) 4:17 8:4 11:23 17:22 28:12 nice (1) 15:10 nobody (2) 25:14 27:15 None (1) 8:7 nonresponsive (1) 18:7 notarize (1) 14:18 notary (2) 15:3, 11 note (8) 6:5,9 7:8 12:18 13:4 14:17,20 27:15 notified (1) 13:14 number (7) 9:18, 23 10:8,17 16:13,15 24:15</p>				

reason (3) 15:8 16:10 25:14	rider (1) 6:7	set (4) 24:22 25:1,2,6	spoke (1) 31:20	17
receipt (1) 12:19	riders (1) 6:6	several (1) 16:7	spot (2) 11:13,16	system (1) 21:3
received (1) 5:3	right (17) 8:7 12:2 18:12	shall (1) 18:5	stamp (3) 15:1,5, 6	<b>T</b>
receiving (1) 32:3	19:7 20:8,19	sheet (1) 18:9	standard (4) 7:10, 17 10:21 27:3	talk (3) 17:16, 19 30:16
receptacles (1) 29:23	22:24 25:4,12, 14,15 26:23	shoot (1) 14:3	start (2) 10:14	talking (1) 6:19
Recess (1) 20:15	27:1,8 29:11	shortest (1) 10:10	29:17	technical (1)
record (9) 16:24 17:4,8 20:9, 13,17,19 23:8 31:19	30:18 31:12	show (2) 8:5 31:19	starting (1) 10:15	tells (3) 7:21 16:3 24:1
reduce (1) 9:20	rip (1) 19:3	side (2) 25:22 28:19	State (7) 6:15 15:20 21:3 22:4 25:18 27:13 31:18	temporarily (1) 29:7
regarding (1) 18:10	roof (4) 19:13, 15,18,19	sign (2) 14:18 15:9	State-funded (2) 12:12,16	temporary (2) 30:1 31:3
registered (2) 5:8, 8	room (4) 20:8 22:18 27:11 29:17	signature (2) 15:7,11	step (1) 23:23	ten (4) 13:20,24 14:15 20:9
registration (2) 5:11,13	round (1) 16:7	signed (1) 18:8	still (2) 6:7 13:11	terrorist (1) 6:7
regular (1) 8:17	rule (3) 15:20 17:17 27:2	sign-in (1) 18:8	struts (1) 19:5	though (1) 7:5
regulations (1) 12:16	run (2) 25:24 26:1	signs (4) 7:3 14:20,22 15:6	stupid (1) 6:21	tie (1) 29:24
rehabbed (1) 17:18	<b>S</b>	silver (1) 19:13	sub (2) 31:6,8	Tim (1) 23:13
relying (1) 29:11	same (5) 14:22 15:15,22 22:13 24:23	simple (2) 11:3 25:13	subcontractor (7) 17:19 27:19, 20 28:5,17,20 31:12	times (5) 9:14, 22 16:2 29:6, 12
remember (1) 23:22	sanitation (2) 31:11,15	single (1) 5:22	subcontractors (2) 27:20 28:1	today (6) 10:24 14:6 16:22 24:20 25:6 32:2
removal (1) 29:4	Saturdays (1) 22:1	site (6) 9:5 18:18 23:22 24:9 29:13,14	submitted (1) 24:3	together (2) 10:1, 2
reporter (1) 17:10	save (1) 17:7	sitting (2) 13:5 25:14	subs (1) 30:8	top (1) 12:5
requirement (3) 6:3,15,15	saves (1) 19:6	SKEANS (2) 20:1, 4	subtract (1) 21:9	total (11) 8:18 9:1,10,14 10:4,7 11:11 16:11,17 27:7, 9
requirements (1) 29:14	saw (1) 25:22	somebody (1) 15:7	sudden (1) 16:10	transcript (1) 17:10
requires (1) 27:4	saying (1) 21:21	somewhere (3) 25:22,24 30:23	suggest (4) 16:6 17:7,23 24:19	transfer (1) 9:1
responded (1) 27:16	schedule (1) 25:14	soon (3) 5:15,24 20:6	Suggestion (2) 24:18 25:3	Transportation (2) 5:9 7:10
response (2) 5:5 22:22	scope (1) 18:23	sound (1) 6:21	sum (2) 8:21 10:6	trucks (1) 25:23
responses (1) 29:10	Scott (1) 4:2	source (3) 25:19 29:21,22	Sundays (1) 22:1	trying (1) 9:7
responsible (1) 7:6	seal (4) 14:19, 23,24 15:1	spec (1) 4:11	SUNDE (3) 19:8, 8 29:19	turn (7) 4:2,14 6:17,20 18:2, 13 28:8
restrictions (1) 6:6	second (3) 8:24 9:23 27:17	specific (1) 24:22	supplementals (3) 7:16,24 8:2	Turner (4) 12:1
Restrooms (1) 30:24	section (3) 17:23 18:3,6	specifications (4) 7:10,17 10:21 27:4	supplying (1) 25:18	
result (2) 4:11,12	sections (1) 26:22	specified (1) 21:2	supposed (1) 15:9	
return (1) 5:15	send (2) 11:1 13:4		sure (6) 6:22,24 13:9 14:9 15:2 24:12	
retype (1) 15:19	sent (1) 14:11		survey (2) 19:11,	
review (1) 7:23	serious (1) 6:22			

13:22 23:4,7 turns (1) 28:13 two (4) 8:9 10:3 12:23 27:1 type (2) 5:23 25:19	visit (2) 24:9 25:1 visits (1) 23:22 vote (1) 22:18	works (1) 22:12 written (1) 6:16 wwwdelDOTgov (1) 7:14	60 (10) 8:14,15 9:17,17 11:18, 19 20:23 21:8, 15 22:2	
	<b>W</b>	<b>X</b>	<b>9</b>	
<b>U</b>	walk-through (5) 16:22,23 17:2 20:6 24:21	xerox (1) 16:1	9/11 (1) 6:7	
underneath (1) 19:15	waste (6) 28:2,3, 14,16 29:3 31:13	<b>Z</b>		
undersigned (1) 12:6	water (3) 25:17, 18 26:1	Zero (1) 23:9		
understood (1) 10:7	way (5) 8:8 15:20 21:6 22:17 24:22	<b>1</b>		
unfair (1) 22:13	ways (1) 28:1	10 (2) 6:3 16:5 100 (3) 6:4 26:16,17 102.06 (1) 17:23 102.07 (1) 18:3 11:25 (1) 32:5 15 (2) 21:17,18		
unique (3) 4:13 8:8 14:2	web (4) 12:23 13:1 14:4,15	<b>2</b>		
unless (2) 24:1,3	website (9) 6:12 7:22 13:2,16, 18,20 14:13 15:16 19:11	2001 (1) 7:11 20-amp (1) 26:18 26th (1) 4:19		
up (17) 4:4 5:10, 14 7:11,15,23 10:24 11:12 14:4,8 16:7 19:4 24:16 25:21 26:3 28:22 31:20	weekends (8) 21:7,9,12,16, 19,20 22:3,7	<b>3</b>		
Urinal (1) 31:10	what's (2) 25:19 31:14	302760-2140 (1) 24:16		
use (12) 6:9,16 11:8 14:7 15:15,19,23 16:12 28:2,12 29:23 30:23	whoever's (1) 14:8	<b>4</b>		
used (2) 12:21 16:16	whole (1) 11:18	45 (3) 9:21 10:13,14 46th (1) 10:16		
using (3) 6:7,13 15:17	who's (1) 15:8	<b>5</b>		
Usually (3) 12:22 14:3 29:3	win (1) 24:8	51 (7) 17:17 27:2,6,8,9,12, 15		
	wise (1) 15:21	<b>6</b>		
<b>V</b>	wishing (1) 5:17			
	wonderful (1) 32:4			
	words (3) 8:16 15:22 18:4			
varies (1) 29:13	work (10) 11:2 17:2 18:23 20:24 22:1,6 24:14 27:9 30:22 32:4			
venture (4) 5:7, 18,23 15:18	working (4) 22:19,24 23:1,10			
ventures (1) 5:6				
vertical (2) 17:18 27:18				
via (1) 4:1				