

In The Matter Of:
Statewide Fabric Salt Barns
T201480107.02 /T201680107.01

Deldot - PreBid
May 19, 2016

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STATE OF DELAWARE
DEPARTMENT OF TRANSPORTATION

IN RE: BID PROPOSAL :
FOR CONTRACT T201480107.02 :
STATEWIDE FABRIC SALT BARNS :
OPEN-END FY 17-19 :

IN RE: BID PROPOSAL :
FOR CONTRACT T201680107.01 :
STATEWIDE FABRIC SALT BARN :
FOUNDATIONS, OPEN END, FY :
17-19 :

Pre-Bid Meeting taken pursuant
to notice at the offices of the State of
Delaware Department of Transportation
Administration Building, 800 Bay Road,
Bidder's Room, Dover, Delaware, beginning at
2:00 p.m., on Thursday, May 19, 2016, before
Gloria M. D'Amore, Registered Professional
Reporter and Notary Public.

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APPEARANCES :

On behalf of the State of Delaware
Department of Transportation:
ROBERT A. KOVACS
EDWIN TENNEFOSS, P.E.
TAYLOR KING, E.I.T.



1 MR. KOVACS: Good afternoon,
2 everybody. My name is Bob Kovacs. I'm a
3 Contracts Coordinator here with DelDOT.

4 This is a Pre-Bid Meeting. It
5 is technically for two separate projects that
6 are kind of one and the same.

7 The first one we have is
8 Contract No. T201680107.01. This is the
9 Statewide Fabric Salt Barn Foundations Open
10 End Fiscal Year '17 through '19 project.

11 And we also have Contract No.
12 T201480107.02, which is the Statewide Fabric
13 Salt Barns Open End Fiscal Year '17 through
14 '19.

15 If you guys have any questions
16 once you leave and walk out the door, I ask
17 that you send them to our DOT-Ask E-mail. I
18 have that up here, if you need it. Just take
19 it with you on your way out.

20 Before I hand the meeting over
21 to the Project Manager, I just wanted to go
22 over a few things from a contracting
23 standpoint.

24 The first is I just want to



1 point out to you guys the bidders' notes,
2 which I'm sure you've all looked at.

3 We have our new drug testing
4 information on there. I'll go over that
5 shortly.

6 Both of these projects have a
7 breakout sheet. As a reminder, they must be
8 submitted either with your bid documents or
9 within seven calendar days of the bid opening.
10 That's up to you.

11 Each project also has an
12 Appendix A, which is on the web. Like I said,
13 I just want to remind you of that. I'm sure
14 you've looked at that.

15 Also I want to go over the bid
16 forms real quick.

17 Do not leave a bid amount blank
18 on any of the bid forms. Do not put a zero in
19 a bid amount column. Please put a number
20 other than zero in any bid amount columns.
21 And as a reminder, all figures must be
22 typewritten. Just use that EBS file that's on
23 the disc that you have.

24 Let's see. What else? The



1 Affidavit of Employment Drug Testing Program
2 Form, as a reminder, that needs to be filled
3 out properly, notarized and submitted with
4 your bids.

5 Because we have two projects
6 that involve buildings, we need to come up
7 with a list of subcontractor categories. We
8 will do that here shortly.

9 But when you're filling out your
10 Affidavits, you can only fill out as the
11 prime. Whoever gets the contract, when you
12 submit your bid forms, you need to fill out
13 that Affidavit for you, yourself, as the
14 prime, and then any subcontractors need to
15 fill out their own. You can't fill it out for
16 them is what I'm trying to say. You give them
17 one of those forms off the website.

18 MR. NORMAN: Jeff Norman from
19 George and Lynch.

20 That has to go into the bids,
21 the subs?

22 MR. KOVACS: Yes.

23 MR. NORMAN: That hasn't been
24 the requirement for any other pavement rehabs



1 or bridges or anything like that?

2 MR. KOVACS: Did they have subs?

3 MR. NORMAN: Yes.

4 MR. KOVACS: If they didn't have
5 subs then...

6 MR. NORMAN: The subcontractor
7 forms come after -- before they can work on a
8 job.

9 MR. KOVACS: The subcontractor
10 form --

11 MR. NORMAN: The subcontractor
12 drug testing form.

13 MR. KOVACS: Are you talking
14 about the policy?

15 MR. NORMAN: That form you have
16 to sign with the bid.

17 MR. KOVACS: It is an Affidavit.

18 MR. NORMAN: Not with the bid?

19 MR. TENNEFOSS: They don't have
20 to fill out the drug testing form with the
21 bid. Correct? They just have to fill that
22 out and submit it with the award or whatever.
23 Correct?

24 MR. KOVACS: The Affidavit --



1 MR. TENNEFOSS: Yes.

2 MR. KOVACS: -- needs to be sent
3 in with the bid.

4 MR. TENNEFOSS: Yes.

5 MR. KOVACS: Needs to be sent in
6 with the bid.

7 MR. NORMAN: Just the prime
8 contractor.

9 MR. KOVACS: Yes. The subs come
10 later. You're correct.

11 I just wanted to stress that the
12 Affidavit concerning subcontractors have to be
13 filled out by those individuals and not the
14 prime.

15 The certification page, as a
16 reminder, just make sure that you fill it out
17 completely. There's the section at the top of
18 the form, and then on the back of the form,
19 there's the bidders' acknowledgement of
20 receipt of all addendums, as well as the
21 questions and answers date that are on our
22 website.

23 And then the last page is the
24 bid bond page. Like I said, I just wanted to



1 reiterate that those forms need to be filled
2 out completely.

3 What else do we have? And other
4 than that, I just have the subcontractor form
5 that we're required to come up with a
6 subcontractor category list because we're
7 working with buildings. And once I have those
8 categories, I'll post them on the website and
9 then you guys can grab them from there, and
10 you'll fill out that form and submit it with
11 your bid.

12 Everyone is familiar with that,
13 the process? Is that true?

14 All right. You guys want to
15 come up with them real quick now?

16 The first time we all met for
17 salt barns, when we last met, the group of
18 people that were in here came up with a few
19 categories for the salt barns. So, now we
20 have two. We, basically, have the foundations
21 and then we have the salt barns, I guess, it's
22 the fabric part of it. So, we have to come up
23 with subcategories for each.

24 Now, the first time we met, you



1 guys came up with doors, electrical, painting,
2 site work, paving. So, I don't know if you
3 want to change that, keep that.

4 MR. NORMAN: Jeff from George
5 and Lynch.

6 There are two contracts. You
7 have to do each one separately?

8 MR. KOVACS: Correct.

9 MR. NORMAN: And I have some
10 questions about the scope, which things go on
11 which contract. So, maybe we can address the
12 subcontractor things at the end.

13 MR. KOVACS: We can do that.
14 All right. If that's going to be the case,
15 then I'll turn it over to Taylor King.

16 MR. KING: What were your
17 questions then?

18 MR. TENNEFOSS: Just give him an
19 explanation first, and then that will probably
20 answer most of the questions.

21 MR. KING: So, let's start with
22 the first contract, Contract T201480107.02.

23 The goal of that contract is to
24 construct the superstructure for the fabric



1 salt barns starting with the anchor bolts for
2 the superstructure and carrying up through
3 there. It also includes overhead doors,
4 connecting them to the concrete foundation
5 wall.

6 MR. TENNEFOSS: And the
7 electric.

8 MR. KING: And the electrical
9 work as well. I believe it also includes
10 coating for both the superstructure and the
11 concrete work.

12 MR. HEROLD: Bill Herold.
13 Kimball Construction. The last part you fell
14 off. You said coatings?

15 MR. KING: Yes. Coatings as
16 well.

17 MR. HEROLD: With the fabric?

18 MR. KING: For the fabric, and
19 any coatings that are required on the
20 concrete.

21 MR. HEROLD: Are all going to be
22 in the fabric proposal. Is that what you're
23 saying? I know you said the number, but you
24 didn't identify the number. I assumed you



1 were talking about the structure?

2 MR. KING: I believe that is
3 correct. It may be best to submit a question
4 on that so we can do our research and make
5 sure that's what the contract documents say,
6 rather than tell you the wrong thing now.

7 MR. TARR: Matt Tarr. Guardian
8 Environmental Services.

9 As far as for the concrete, are
10 they going to supply the imbeds for the
11 structure and plates also for the structure
12 itself? Are they going to provide that to
13 this contract?

14 MR. TENNEFOSS: Yes. They will
15 provide the imbeds and will have to have a man
16 out. The concrete, or the foundation person
17 will set them. They will have to have
18 somebody there. The salt barn manufacturers
19 will have to have somebody there too,
20 basically, give the okay, Yes, they're
21 correct. But they will be set by the
22 foundations people, and they will be provided
23 by the salt barn manufacturer or the fabric
24 manufacturer.



1 MR. TARR: I have a couple of
2 questions.

3 Since these sites are actually
4 not at the site yet, how do we figure site
5 out? Are we going to figure we're starting
6 off with the pad at the site? Is that what
7 we're figuring?

8 MR. TENNEFOSS: Yes. We will
9 make the assumption that you're starting from
10 subgrade.

11 MR. TARR: And any excavation
12 needs to be hauled off or reused on site of
13 foundations?

14 MR. TENNEFOSS: Yes.

15 MR. TARR: And any utilities
16 inside the building under slab will be done by
17 third contractors, under those contractors
18 during anything inside the building?

19 MR. TENNEFOSS: The only thing
20 would be electric. That would be owned by the
21 part of the fabric building.

22 MR. KING: The electric panel
23 surface mounted on the exterior of the
24 building. So that utility work would have to



1 be coordinated with the foundation contractor.

2 MR. TENNEFOSS: But the
3 foundation is going to be in before they come
4 in.

5 MR. KING: Correct.

6 MR. TARR: One last question.
7 Permits. Do we get a permit for this, or does
8 the building contractor get the permit? Who
9 gets the permit for this?

10 MR. TENNEFOSS: That is a good
11 question. One or the other has to get the
12 permit. It's probably going to be on the
13 manufacturer. The building permit would not
14 be in the foundation section. It would be in
15 the fabric, in the building part of it. So,
16 they will own that building permit.

17 MR. KING: Is it correct that
18 the building permit will not be included in
19 the bid price?

20 MR. TENNEFOSS: No. It is
21 included in the bid price.

22 MR. KING: It is included.

23 MR. TENNEFOSS: Yes. It is
24 included in the bid price.



1 All permit fees should be
2 included as part of the price.

3 Now, I know in Sussex County,
4 they don't charge a permit or building permit.
5 But the others, New Castle County and Kent,
6 the permit fee would have to be included in
7 that price.

8 MR. KEMSKE: Rob Kemske of A-DEL
9 Construction.

10 So, the permit is in the
11 foundation in this?

12 MR. TENNEFOSS: No. The permit
13 would be in the fabric.

14 MR. KEMSKE: Superstructure.

15 MR. HEROLD: Bill from Kimball.

16 This goes to your subcontractor
17 issue. Since we don't have locations, we have
18 counties identifying subs for the foundation
19 portion, it may be a little more difficult.
20 Since we don't have a specific location, the
21 counties are fairly large and that changes the
22 subbase.

23 So, I would like to reduce the
24 amount of sub requirement status at that



1 point. Are we going to name subs at that
2 point, for me anyway?

3 And the second question is, I
4 guess it's obvious, but you don't have
5 specific addresses listed for any of those, I
6 would assume?

7 MR. TENNEFOSS: Right. The idea
8 is that this is an open end. We will probably
9 be starting with one in Bridgeville and one in
10 Middletown at our yards at those two
11 locations. And then, it just depends on our
12 funding as to where we go from there, what
13 funding becomes available for us as to are we
14 going to add this to different sites.

15 I mean, they are at our
16 maintenance yards. But right now, I can't
17 really tell you which ones I'm going to do
18 because I don't know which ones I'm going to
19 do next. Other than that, I know I want one
20 in Bridgeville and I want one in Middletown.

21 MR. HEROLD: The contract has an
22 asphalt scope in the project.

23 Correct?

24 MR. TENNEFOSS: Has what?



1 MR. HEROLD: Asphalt scope. So,
2 I need to find a sub for that. While concrete
3 doesn't bother me because we sub for concrete,
4 I mean, I'll have to get an asphalt sub on
5 board. I can't name without knowing the
6 location. So, how do I name a sub for two
7 years from now at an unknown location?

8 MR. KEMSKE: Rob Kemske with
9 A-DEL.

10 I think what you're getting at
11 is, you don't want any sub on foundation
12 contracts. Right? You don't want a name up
13 front.

14 MR. HEROLD: Well, you can name
15 concrete subs better than myself. But if you
16 asked me a name in asphalt or an electrician,
17 we don't have electric now, obviously, if you
18 asked me to name a sub without two of the
19 three unknowns, it will be kind of hard for me
20 to tell you who that guy is and to provide you
21 with a drug testing program for him and all of
22 the other things that you'll ask for. I don't
23 know who that is, really, at this point.

24 MR. TENNEFOSS: We may need to



1 discuss that.

2 MR. HEROLD: I'm just throwing
3 it out there. Because one of my questions was
4 location. You've answered that. You don't
5 know what they are. So, I'm saying it is
6 something to think about.

7 MR. NORMAN: Jeff from George
8 and Lynch.

9 There are several asphalt paving
10 contractors that work in all three counties.
11 Just FYI. But can I ask my questions now?

12 MR. KING: Go ahead.

13 MR. NORMAN: This isn't
14 technically a rebid, but it is. So, are there
15 any differences other than the wage rates and
16 the fact that there's two separate contracts
17 now?

18 MR. KING: The major difference
19 is the two separate contracts.

20 MR. TENNEFOSS: Not really. No.

21 MR. NORMAN: The first time this
22 was bid, it was a mandatory prebid. So,
23 everything that was said in the meeting was
24 binding.



1 The scope for site work was, we
2 were just to assume that it was a flat,
3 essentially, flat earth slate. Then we were
4 going to build from there. Same.

5 MR. KING: That's correct.

6 MR. NORMAN: You said the
7 painting, the coating, is on the
8 superstructure guy?

9 MR. KING: Well --

10 MR. NORMAN: Even stuff on the
11 walls.

12 MR. KING: Well, I asked that a
13 question would be submitted so that we can do
14 the research to confirm that is what the
15 contract document says.

16 MR. NORMAN: But there's paint
17 on the steel or the aluminum framework and
18 there's all within the wall and below the
19 pavement.

20 MR. KING: That's correct.

21 MR. NORMAN: So, if it is on the
22 superstructure guy, the foundation guy has to
23 leave the site without having to fill the
24 inside?



1 MR. TENNEFOSS: They would not
2 be able to -- the foundation would have to own
3 this up below grade.

4 MR. NORMAN: They would have to
5 come in and do all of the fill. You need to
6 clarify how that's going to go.

7 MR. TENNEFOSS: I think how it
8 will go is that the concrete guy will have to
9 end the stuff below grade.

10 MR. NORMAN: So, the site work
11 or the foundation guy will have to leave and
12 come back and pave.

13 MR. TENNEFOSS: No. He can go
14 ahead and do it and backfill.

15 MR. NORMAN: Come in and do it
16 before he mobilizes to do the --

17 MR. TENNEFOSS: What I'm saying
18 is, the foundation guy is going to own the
19 coatings below grade.

20 MR. NORMAN: Just below grade.

21 MR. TENNEFOSS: Right. That
22 way, to me --

23 MR. NORMAN: That is probably
24 not the right way to do it. You will



1 potentially have to have two different coating
2 subs.

3 MR. KEMSKE: To the top of the
4 foundation, top of the masonry.

5 MR. NORMAN: Not going around
6 the anchor bolts. The salt spills over the
7 top of the walls. That's why they coat the
8 bottom so the anchor bolts don't rust out.

9 MR. TENNEFOSS: We'll clarify
10 that as part of the addendum. We probably
11 will just go ahead and put the coatings as
12 part of the foundation.

13 MR. NORMAN: Altogether. That
14 makes sense.

15 MR. TENNEFOSS: With the
16 exception of you coat whatever you put in.
17 The superstructure guy will own whatever
18 coatings they have on there. That way, you
19 don't have to come back a second time or
20 whatever. You can go ahead and throw yours
21 up, coat it and leave. And the superstructure
22 guy can come in and do the rest.

23 MR. NORMAN: You stated the
24 overhead doors are part of the superstructure



1 contract.

2 What about the personnel doors?

3 MR. KING: Because they are
4 fully enclosed in the wall are owned by the
5 foundation contractor.

6 MR. NORMAN: And all of the site
7 work above and beyond excavation for the
8 structure is going to be at a change order
9 situation?

10 MR. TENNEFOSS: Yes.

11 MR. NORMAN: Is this going to be
12 awarded to just one contractor for each
13 contract?

14 MR. TENNEFOSS: We're still
15 discussing that. We may award to two.

16 MR. NORMAN: Will you know
17 before the bid?

18 MR. TENNEFOSS: We will make it
19 part of the addendum.

20 MR. KEMSKE: Rob with A-DEL.
21 Is it the intent to work on more
22 than one at the same time?

23 MR. TENNEFOSS: Potentially. I
24 mean, depending on funding, we may have three



1 or four going.

2 MR. KEMSKE: Three or four.

3 MR. TENNEFOSS: Potentially.

4 Again, I would like to get Bridgeville and
5 Middletown started. They may or may not go
6 simultaneously. It depends on how quickly we
7 can get awarded, how much, and when it
8 happens.

9 MR. KEMSKE: Are you going to
10 try to have those out of the ground this year?

11 MR. TENNEFOSS: I don't want to
12 be bound to that answer. In an ideal world,
13 yes, but I don't know that that will quite
14 work.

15 MR. NORMAN: What about Milford?
16 Are you going to put one there?

17 MR. TENNEFOSS: No. That is a
18 pole building. That is a small, pole
19 building. That's a small satellite yard.

20 MR. KING: One thing I wanted to
21 make you all aware of in this coming addendum,
22 we are adding cast-in-place loading ramps to
23 each site. This will be included in your
24 breakout. And we have details on an



1 additional plan page that will be included on
2 the foundation contractor's work.

3 MR. KING: Are there any other
4 questions? Are there any other questions?

5 MR. KOVACS: All we need to do
6 now then is come up with our subcontractor
7 categories for the foundations and then the
8 structure.

9 MR. NORMAN: I'll have one.
10 Painting.

11 MR. KOVACS: For?

12 MR. NORMAN: Foundation.

13 MR. KOVACS: Is everyone good
14 with that? Does everyone agree?

15 What about the structure?

16 MR. NORMAN: I'm not bidding it.

17 MR. TENNEFOSS: I think the
18 structure should be electric, and door,
19 overhead door.

20 MR. NORMAN: And painting. You
21 said you're going to have to coat that little
22 bit.

23 MR. TENNEFOSS: I think that
24 will actually come --



1 MR. NORMAN: You will need to
2 have compatible materials, I would think. You
3 want the same material, and you potentially
4 are going to have a different --

5 MR. TENNEFOSS: They are coating
6 just their still members. I think we're just
7 putting bituminous coating on that.

8 MR. NORMAN: Bituminous all the
9 way down, unless you changed the spec.

10 MR. TENNEFOSS: Bituminous all
11 the way down. I thought we had epoxy. I
12 thought we had epoxy on the contract. But if
13 you're telling me different --

14 MR. NORMAN: That's what you
15 have in the field, too, now.

16 MR. HEROLD: Seems logical to
17 name your concrete sub on your foundation
18 package.

19 MR. KOVACS: We just need the
20 categories right now.

21 MR. HEROLD: Concrete.

22 MR. KOVACS: Is everyone good
23 with that? Are you with that, Jeff?

24 MR. NORMAN: I won't be



1 subjecting the concrete. You can put it, if
2 you want. It will just be George and Lynch.
3 You can put pavement down. You can put rebar
4 down, all kind of stuff, site work.

5 MR. KOVACS: Does everyone want
6 concrete down?

7 MR. KEMSKE: That's fine.

8 MR. KOVACS: Is that it?
9 Everyone is good with those items, then, that
10 we discussed, the categories?

11 MR. KEMSKE: If you have three
12 or four of these things going, and you have to
13 add the subs or concrete to stay on top of
14 this, is it going to be an issue if you are
15 performing in-house for one, two and then you
16 add three, four at the same time?

17 MR. TENNEFOSS: Do what now?

18 MR. KEMSKE: Can you add a
19 concrete sub if the workload calls for it? If
20 you have two going on at once, that is being
21 performed in-house, if you get three, four of
22 these things going on at once.

23 MR. KOVACS: They can request
24 that.



1 MR. KEMSKE: Unit prices are the
2 unit price.

3 MR. TENNEFOSS: That could be
4 worked out. If we award you another one and
5 say we needed it by whatever time and say we
6 need a sub, we'll address that at that time.

7 MR. TARR: Do you think it will
8 be a three-year contract overall, and in two
9 years, it would be another one?

10 MR. TENNEFOSS: No. The
11 anticipation would be, we do, probably,
12 roughly, two a year.

13 MR. KING: That's all depending
14 on funding.

15 MR. TENNEFOSS: I can't commit
16 to that. I'm not going to address a change
17 order if for some reason we don't get two a
18 year, or if for some reason someone doesn't
19 get two in a year. Ideally, I would do two a
20 year.

21 MR. TARR: Thank you.

22 MR. KOVACS: Does anyone have
23 anything else?

24 MR. HEROLD: One more question.



1 You will address the change
2 order, though, within the three-year period,
3 the wage scale changes?

4 MR. TENNEFOSS: You won't have
5 to change wage rates. It is one contract.
6 The contract locks in the wage rates.

7 MR. HEROLD: Okay. Thanks.

8 MR. KOVACS: Just remember that
9 when you are filling out the subcontractor
10 category list that I'm going to post on the
11 web to fill that out. Don't leave anything
12 blank. Fill it out completely. Everyone
13 fills it out. We've had instances recently
14 where people just didn't fill it out. So, it
15 is an irregular bid. So, the only reason I'm
16 going to over it, people have not been with
17 our certification forms and even the
18 subcontractor categories, just fill out where
19 it has the subcontractor, then the address,
20 just fill out the form completely as a
21 reminder.

22 So, does anybody have any other
23 questions?

24 If not, then, that's it. Thank



1 you for coming. If you need our address, it
2 is up here, to ask the questions. Thank you
3 very much.

4 (The Prebid Meeting was
5 concluded at, approximately, 2:30 p.m.)

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1 State of Delaware:

2 New Castle County:

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4

CERTIFICATE OF REPORTER

5

6

I, Gloria M. D'Amore, Registered

7

Professional Reporter and Notary Public, do

8

hereby certify that the foregoing record,

9

Pages 1 to 29 inclusive, is a true and

10

accurate transcript of my stenographic notes

11

taken on Thursday, May 19, 2016, in the

12

above-captioned matter.

13

IN WITNESS WHEREOF, I have hereunto set

14

my hand and seal this 26th day of May, 2016,

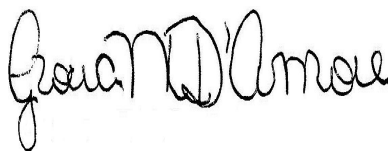
15

at Wilmington.

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GLORIA M. D'AMORE, RPR

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A	Again (1) 22:4	28:5	21:17
able (1) 19:2	agree (1) 23:14	around (1) 20:5	being (1) 25:20
above (1) 21:7	ahead (4) 17:12 19:14 20:11, 20	asked (3) 16:16,18 18:12	believe (2) 10:9 11:2
above-captioned (1) 29:12	also (6) 3:11 4:11,15 10:3,9	asphalt (5) 15:22 16:1,4,16 17:9	below (5) 18:18 19:3,9,19,20
accurate (1) 29:10	11:11	assume (2) 15:6 18:2	best (1) 11:3
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