



May 8, 2024

Angela Reincke
Parks Planning Project Manager
Town of Apex
53 Hunter Street
Apex, NC 27502

RE: Apex Community Park Outdoor Street Hockey Rinks Bid

Dear Ms. Reincke:

On Thursday, April 25, 2024, bids for the construction of two outdoor street hockey rinks at Apex Community Park were received by the Town. Four bids were received, opened, and read aloud by Town staff. The apparent low bid was provided by **Salisbury and Moore Construction, Inc. (GC License #100735) with a lump sum cost of Four Hundred Forty-Five Thousand Eight Hundred Dollars (\$445,800.00)**. We have reviewed their bid and find that it is complete and responsible.

I am currently working with Salisbury and Moore on a tennis court renovation project with the Town of Chapel Hill and the experience has been mixed. The biggest issues stem from their court surfacing subcontractor and poor craftsmanship with the court surfacing. Salisbury and Moore generally have been on schedule, though with some delays. They called for a substantial completion inspection within the specified contract period, however, the punchlist was too extensive to grant substantial completion. They have not addressed the punchlist items in a timely fashion and the Owner is now withholding pay applications until the items are addressed.

On the positive side, the work provided by Salisbury and Moore and their site work subcontractor, Sitan, has met the requirements of the project. They have been easy to work with and are willing to work through challenges that arise. Change orders, other than Owner-requested changes, have been minimal. The team has been professional throughout the project.

We also checked several references and found no negative reviews of the contractor. Two references, Timmons Group and Davis Kane gave very positive reviews. Huffman Architects also provided a positive review of Salisbury and Moore. Like most projects, it seems to come down to who the project manager and/or site superintendent is. In talking with Josh Reder of Salisbury & Moore they likely will have Mike Brewer, one of their VPs, manage the project. I got the impression that they will be committed to this project and to ensuring its success.

Finally, Salisbury and Moore's bid was \$267,176 lower than the next lowest bidder. I discussed the bid with Josh Reder and he was confident in their numbers. The difference could be attributed to using a different concrete and paving subcontractor than the other bidders.



Additionally, the difference is large enough to negate any possible change orders and other issues that might set Salisbury and Moore apart from the other bidders.

After reviewing the bids, checking references, and talking with Salisbury Moore, WithersRavenel recommends that the Town of Apex enter into final contract negotiations with Salisbury and Moore Construction, Inc. for the construction of ACP – Outdoor Street Hockey Rinks for the lump sum cost stated in their bid. We also would recommend the Town accept Alternate #1 for concrete paving in lieu of asphalt paving. The concrete paving is recommended by Mateflex, the supplier of the court surfacing, in order to provide a stable and more consistent base than asphalt paving, which would allow tighter installation controls, lower maintenance, and a longer lifespan.

A Notice To Proceed will be issued by the Town once the contractor has satisfied the contracting requirements of the Town and signed all pertinent documents.

Please do not hesitate to reach out to us with any questions.

Sincerely,
WithersRavenel

A handwritten signature in black ink, appearing to read "Jonathan Blasco".

Jonathan Blasco, PLA / ASLA
Senior Project Manager