

**Columbus Consolidated Government  
Council Meeting Agenda Item**

<b>TO:</b>	Mayor and Councilors
<b>AGENDA SUBJECT:</b>	On-Call Guardrail Installation and Repair Services (Annual Contract) – RFP No. 20-0027
<b>INITIATED BY:</b>	Finance Department

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It is requested that Council authorize the execution of annual contracts with Gracie Gray Contractors, Inc. (Canton, GA), SolutionsAe, Inc. (Atlanta, GA) and Stembridge Custom Metals, Inc. (Fairburn, GA) for guardrail installation and repair services. The Engineering Department will procure the services on an as-needed basis.

The City requires the services to install new sections of guardrail and/or repair existing sections of guardrails that are damaged by traffic accidents and other causes. As the need arises, the Engineering Department will obtain written quotes from the awarded contractors. The City reserves the right to bid specific projects due to funding source requirements or at the discretion of the City.

The term of the contract will be for two (2) years with the option to renew for three (3) additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractor.

**Annual Contract History:**

If approved, this will be a new Annual Contract.

**RFP Advertisement and Receipt of Proposals:**

RFP specifications were posted on the web page of the Purchasing Division, the Georgia Procurement Registry, and on DemandStar on June 8, 2020. This RFP has been advertised, opened and evaluated. Three proposals were received on July 10, 2020 from the following firms:

**Gracie Gray Contractors, Inc. (Canton, GA)**  
**SolutionsAe, Inc. (Atlanta, GA)**  
**Stembridge Custom Metals, Inc. (Fairburn, GA)**

The following events took place after receipt of proposals:

<b>RFP MEETINGS/EVENTS</b>		
<b>Description</b>	<b>Date</b>	<b>Agenda/Action</b>
Proposal Copies	08/18/20	Electronic proposal copies and evaluation committee rules were forwarded to the Evaluation Committee.
Virtual Combined Pre/1 <sup>st</sup> Evaluation Committee	08/27/20	During a virtual meeting, the Purchasing Manager reiterated the RFP rules and discussed the evaluation process; the project manager provided an overview; and committee members discussed each proposal. The committee determined clarification was required of all vendors.
Clarification Requested	09/04/20	Requests for clarification were forwarded to all vendors.
Clarifications Received	09/24/20	Clarification responses were received and forwarded to committee members.
Evaluation Forms	09/30/20	Evaluation forms were forwarded to the voting committee members.
Evaluation Forms Received	10/08/20	The last of the evaluation forms were completed and returned to Purchasing for compilation results, which were later forwarded to the Evaluation Committee members for review.
Award Recommendation	10/28/20	The Committee unanimously elected to award the contract to the three (3) responding contractors; Gracie Gray Contractors, Inc., SolutionsAe, Inc., and Stembridge Custom Metals, Inc.

**Evaluation Committee:**

The proposals were reviewed by the Evaluation Committee, which consisted of two (2) voting members from the Engineering Department and one (1) voting member from the Public Works Department.

An additional representative from the Engineering Department and an additional representative from the Public Works Department served as non-voting advisors.

**Award Recommendation:**

The evaluation committee deemed the proposals from Gracie Gray Contractors, Inc., SolutionsAe, Inc., and Stembridge Custom Metals, Inc. as responsive to the RFP specifications. Therefore, the Evaluation Committee, as reflected by their comments provided below, recommends award of the contract to Gracie Gray Contractors, Inc., SolutionsAe, Inc., and Stembridge Custom Metals, Inc. for the following reasons:

**Gracie Gray Contractors, Inc.**

- The company seems to be meeting the needs in the Atlanta area, which can have high expectations and a lot of variables.
- The company has demonstrated qualifications through training and certifications from multiple sources.
- The company started in 2018 but has expanded their project log and number of clients.

SolutionsAe, Inc.

- The vendor has several qualified and experienced personnel in the field of guardrail installation.
- The leadership of the company is well educated and has a vast background concerning guardrails.

Stembridge Custom Metals, Inc.

- The company specializes in guardrail construction.
- The company has provided guardrail installation in Harris County.
- The company demonstrated in its client work history that they have performed similar type work for other counties/municipalities.

**Vendor Qualifications/Experience:**

Gracie Gray Contractors, Inc.

- The family-owned company has been in business since 2018 and specializes in highway guardrail, commercial fence and handrail.
- The company is currently a Georgia Department of Transportation (GDOT) Registered Subcontractor in Work Classes 641 – Guardrail and 643 – Fence.
- Listed below are five (5) guardrail projects that the firm has completed within the last five (5) years:
  - City of Johns Creek, GA: Guardrail replacement on Old Alabama Road.
  - City of Sandy Springs, GA: Guardrail replacement at various locations.
  - City of Dalton, GA: 2019 Guardrail Maintenance Project.
  - City of Smyrna, GA: On-call Services.
  - Cobb County, GA: Guardrail replacement at various locations.

SolutionsAe, Inc.

- The company specializes in guardrail, pressure washing, trucking/hauling fencing, mowing, striping and project management.
- SolutionsAe, Inc. is currently an 8(a) Certified Small Business Enterprise (SBE) and is certified as a Disadvantaged Business Enterprise (DBE) by Alabama Department of Transportation and Florida Department of Transportation.
- The company is currently a GDOT Registered Subcontractor in Work Classes 150 – Traffic Control, 641 – Guardrail and 643 – Fence.
- Listed below are five (5) guardrail projects that the firm has completed within the last five (5) years:
  - Georgia Department of Transportation: Level 2A attenuator repair on I75S.
  - Georgia Department of Transportation: 12.5 linear feet of guardrail repair on I85N.
  - Georgia Department of Transportation: 75.125 linear feet of guardrail repair on I85N.

- Georgia Department of Transportation: 59.375 linear feet of guardrail repair on I85N.
- Georgia Department of Transportation: 75.125 linear feet of guardrail repair on I85N.

Stembridge Custom Metals, Inc.

- The company has been in business since 1990 and incorporated in 1997.
- Stembridge Custom Metals, Inc. is currently an 8(a) Certified Small Business Enterprise (SBE) and is certified as a Disadvantaged Business Enterprise (DBE) by Georgia Department of Transportation.
- The company specializes in guardrail repair, removal and installation.
- Listed below are five (5) guardrail projects that the firm has completed within the last five (5) years:
  - Harris County, GA: 1000 feet of guardrail on Lick Skillet Road, Phase 1.
  - Harris County, GA: 400 feet of guardrail on Hamilton Pleasant Grove Road.
  - Henry County, GA: Replaced all existing guardrail on Oak Grove Road.
  - Forsyth County, GA: Removed and replaced damaged guardrail on Karr Road.
  - DBI, LLC (East Point, GA): Removed and replaced damaged guardrail on I-20.

The City's Procurement Ordinance Article 3-110 (Competitive Sealed Proposals for the procurement of Equipment, Supplies and Professional Services) governs the RFP Process. During the RFP process, there is no formal opening due to the possibility of negotiated components of the proposal. In the event City Council does not approve the recommended offeror, no proposal responses or any negotiated components are made public until after the award of the contract. Therefore, the evaluation results and cost information has been submitted to the City Manager in a separate memo for informational purposes.

Funds are budgeted each fiscal year for this ongoing expense: T-SPLOST Projects – Capital Projects – T-SPLOST – Road Improvements – Guardrails; 0510-660-7000-TSPL-7643-65017-20170, 20180, 20190 and 20200.

**A RESOLUTION**

**NO. \_\_\_\_\_**

**A RESOLUTION AUTHORIZING THE EXECUTION OF ANNUAL CONTRACTS WITH GRACIE GRAY CONTRACTORS, INC. (CANTON, GA), SOLUTIONSAE, INC. (ATLANTA, GA) AND STEMBRIDGE CUSTOM METALS, INC. (FAIRBURN, GA) FOR GUARDRAIL INSTALLATION AND REPAIR SERVICES. THE ENGINEERING DEPARTMENT WILL PROCURE THE SERVICES ON AN AS-NEEDED BASIS.**

**WHEREAS**, an RFP was administered (RFP No. 20-0027) and three (3) proposals were received; and,

**WHEREAS**, the proposal submitted by Gracie Gray Contractors, Inc., SolutionsAe, Inc., and Stembridge Custom Metals, Inc. met all proposal requirements and were deemed responsive to the RFP; and,

**WHEREAS**, the contract period will be for two (2) years with the option to renew for three (3) additional twelve-month periods. Contract renewal will be contingent upon the mutual agreement of the City and the Contractors.

**NOW, THEREFORE, THE COUNCIL OF COLUMBUS, GEORGIA, HEREBY RESOLVES AS FOLLOWS:**

That the City Manager is hereby authorized to execute annual contracts with Gracie Gray Contractors, Inc. (Canton, GA), SolutionsAe, Inc. (Atlanta, GA) and Stembridge Custom Metals, Inc. (Fairburn, GA) for guardrail installation and repair services. The Engineering Department will procure the services on an as-needed basis. Funds are budgeted each fiscal year for this ongoing expense: T-SPLOST Projects – Capital Projects – T-SPLOST – Road Improvements – Guardrails; 0510-660-7000-TSPL-7643-65017-20170, 20180, 20190 and 20200.

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Introduced at a regular meeting of the Council of Columbus, Georgia, held the \_\_\_\_\_ day of \_\_\_\_\_, 2020 and adopted at said meeting by the affirmative vote of \_\_\_\_\_ members of said Council.

- Councilor Allen voting \_\_\_\_\_.
- Councilor Barnes voting \_\_\_\_\_.
- Councilor Crabb voting \_\_\_\_\_.
- Councilor Davis voting \_\_\_\_\_.
- Councilor Garrett voting \_\_\_\_\_.
- Councilor House voting \_\_\_\_\_.
- Councilor Huff voting \_\_\_\_\_.
- Councilor Thomas voting \_\_\_\_\_.
- Councilor Tucker voting \_\_\_\_\_.

Councilor Woodson voting \_\_\_\_\_.

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Sandra T. Davis, Clerk of Council

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B.H. "Skip" Henderson III, Mayor