

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **Project Labor Agreement (PLA)**
Contract Period: September 1, 2018 through August 31, 2023
Original Date of Issue: December 13, 2018
Date of Revision: July 26, 2021
S/C No: **Award 23110 Group 79000**
Catalog: **Consulting Services**
Authorized Users: County Agencies

Address Inquires To:

Name: Kathy McSharar
Title: Purchaser II
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Description

This is a state contract for Project Labor Agreements.

SEE LIST ATTACHED FOR VENDORS.

**FOLLOW HOW TO USE GUIDELINES ATTACHED.
REQUIRES A MINI-BID FOR USE.**



Contractor Information Summary

Updated: July 20, 2021

Group 79000 – PROJECT LABOR AGREEMENT SERVICES (STATEWIDE)

Award Number: [23110](#) **Contract Period** *September 01, 2018 – August 31, 2023*

OGS CONTRACT NUMBER	CONTRACTOR INFORMATION	CONTRACT SPECIFICS	
PS68219	<p>ARACE & COMPANY CONSULTING, LLC 356 Golfview Road, #704 North Palm Beach, FL 33408</p> <p>Federal ID: 55-0822829 NYS Vendor ID: 1100062490</p>	<p>Phone: 914-475-2883 Mr. Edward Arace</p> <p>E-Mail: ed@araceconsulting.com</p> <p>Website: www.araceconsulting.com</p> <p>Business Hours: Monday-Friday, 9AM to 5PM ET Saturday-Sunday, 10AM to 2PM ET</p>	<p>Executed Contract</p> <p>Pricing</p> <p>Contractor will offer a prompt-payment discount if made in less than 30 days after receipt of proper invoice:</p> <ul style="list-style-type: none"> • 2% in 15 days • 1% in 25 days
PS68220 SB	<p>CASHIN ASSOCIATES, P.C. 1200 Veterans Memorial Highway Hauppauge, NY 11788</p> <p>Federal ID: 11-2325811 NYS Vendor ID: 1000005651</p>	<p>Phone: 631-348-7600 Mr. Frank Cashin</p> <p>E-Mail: fcashin@ca-pc.com</p> <p>Website: www.cashinassociates.com</p> <p>Business Hours: Monday-Friday, 9AM to 5PM ET</p>	<p>Executed Contract</p> <p>Pricing</p>
PS68221	<p>EPIC MANAGEMENT OF NY, LLC 350 Fifth Avenue, 59th Floor New York, NY 10118</p> <p>Federal ID: 27-4200790 NYS Vendor ID: 1100112810</p>	<p>Phone: 212-601-2766 Mr. Dennis T. Hagerty</p> <p>E-Mail: dhagerty@epicbuilds.com</p> <p>Website: www.epicbuilds.com</p> <p>Business Hours: Monday-Friday, 7AM to 3:30PM ET</p>	<p>Executed Contract</p> <p>Pricing</p>



Contractor Information Summary

Updated: July 20, 2021

Group 79000 – PROJECT LABOR AGREEMENT SERVICES (STATEWIDE)

Award Number: [23110](#) **Contract Period** *September 01, 2018 – August 31, 2023*

OGS CONTRACT NUMBER	CONTRACTOR INFORMATION	CONTRACT SPECIFICS	
PS68222	<p>HILL INTERNATIONAL, INC. 2005 Market Street, 17th Floor Philadelphia, PA 19103</p> <p>Federal ID: 20-0953973</p> <p>NYS Vendor ID: 1000057311</p>	<p>Phone: 215-309-7751 Mr. George Gottuso</p> <p>E-Mail: georgegottuso@hillintl.com</p> <p>Website: www.hillintl.com</p> <p>Business Hours: Monday-Friday, 8AM to 5PM ET</p>	<p>Executed Contract</p> <p>Pricing</p>
PS68223	<p>SEELER ENGINEERING, P.C. 401 Penbrooke Drive, Suite 3A Penfield, NY 14526</p> <p>Federal ID: 16-1433265</p> <p>NYS Vendor ID: 1100093220</p>	<p>Phone: 585-248-9520, Ext. 101 Mr. Tim A. Seeler, PE</p> <p>E-Mail: timseeler@seelerengineering.com</p> <p>Website: www.seelerengineering.com</p> <p>Business Hours: Monday-Friday, 8AM to 5PM ET</p>	<p>Executed Contract</p> <p>Pricing</p> <p>Bidder will accept the NYS Purchasing Card for orders up to and including \$50,000</p>



PRICING INFORMATION

TITLE: 79000 – Project Labor Agreement Services (Statewide)







AWARD: 23110

This Award generally involves the provision of economic feasibility analyses on the prospects of using a PLA for a specified project or a group of projects. These PLA studies will be detailed in a report that will typically include some combination of the following: construction and labor market analysis, evaluation of existing collective bargaining agreements, assessment of the expected economic benefits, overall conclusions and recommendations. In addition, if an Authorized User decides to require a PLA for a specified project or group of projects, the Authorized User may require the awarded Contractor to assist by drafting, negotiating, and delivering an executed PLA.

The **Blended Rate** shall refer to the hourly rate that the Contractor shall charge for all personnel engaged in providing Project Labor Agreement (PLA) Services. Typically, a blended rate is a single middle rate that lies between the higher hourly rate charged for senior (more experienced) personnel and the lower hourly rate charged for junior (less experienced) personnel.

Note: The actual price to be charged for providing PLA Services will be determined by Contractors in response to a detailed Mini-Bid Project Definition from an Authorized User. The Mini-Bid will identify the specific needs of an Authorized User relative to the Authorized User’s capital construction and design-build project(s). The Blended Rate will not change during the life of the Contract, including all extensions. Contractors choosing to respond to a Mini-Bid from an Authorized User for PLA services shall submit their actual proposed pricing which shall not exceed their awarded Blended Rate below:

Blended Hourly Rate	Contractor
\$113.20	Seeler Engineering, P.C
\$140.00	Epic Management of NY, LLC
\$160.00	Cashin Associates, P.C.
\$225.00	Arace & Company Consulting, LLC
\$245.20	Hill International, Inc.

Project Labor Agreement Services (Statewide)	
Award Document 	Contract Period: September 01, 2018 – August 31, 2023
	Group: 79000 Award: 23110
Contractor Information 	Use of Contracts: All State Agencies and Non-State Agencies
Price Page 	Contact Person: Dana Ferris Telephone: (518) 474-3382
FAQs 	Contract Issued: September 04, 2018 Contract Updated: None
Insurance Requirements 	
Report of Contract Use	
How To Use Contract 	
Customer Service	
<p>Description: This Award establishes Centralized Backdrop Contracts for Project Labor Agreement (PLA) Services to support Authorized Users' capital construction and design-build projects. Contractors will provide an analysis of the labor market, work history, potential economic benefits and other relevant factors pertaining to utilizing a Project Labor Agreement in connection with appropriate capital construction and design-build projects for Authorized Users. The actual cost for providing PLA Services will be determined by Awarded Contracts in response to a detailed Project Definition (Mini-bid) issued by an Authorized User.</p> <p style="text-align: center;"><u>Install Free Adobe Acrobat Reader for PDF Documents</u></p>	



Appendix C

How to Use This Contract

This document provides the Authorized User general instructions on how to use the Project Labor Agreement (PLA Services Contract. These instructions assume the Authorized User has a good knowledge of Mini-bid procurement methodology. An Authorized User must familiarize itself with the OGS Centralized Contract terms and conditions. Additional general procurement information is available on the OGS website.

Section 1. General Information

1.1 OGS CENTRALIZED CONTRACT SCOPE

The PLA Services backdrop contract streamlines the procurement of PLA Services for Authorized Users of NYS OGS Centralized Contracts. To utilize these contracts, an Authorized User must use the Request for Quote (RFQ) process outlined in these instructions and the OGS Centralized Contract.

1.2 REQUIREMENTS

1. A competitive RFQ is required for every transaction under this Centralized Contract.
2. A Mini-bid Project Definition may include multiple locations for the same Authorized User.
3. An Authorized User must prepare a detailed Mini-bid Project Definition.
4. The Authorized User must distribute the Mini-bid to all Contractors.
5. An Authorized User shall conduct its Mini-bid in accordance with the terms and conditions of the Centralized Backdrop Contract and include any additional requirements.
6. Contact information for all Contractors can be found on the OGS website for this Award.

Section 2. Preparing the Mini-bid

2.1 CONTRACT TERMS AND CONDITIONS

An Authorized User must understand the terms and conditions of the OGS Centralized Contract prior to project development.

In accordance with Appendix B, Section 26, *Modification of Contract Terms*, an Authorized User may add additional required terms and conditions to the Mini-bid Project Definition only if such terms and conditions are more favorable to the Authorized User and do not conflict with or supersede the OGS Centralized Contract terms and conditions. Examples of additional terms and conditions include:

1. Additional incentives, such as discount for expedited payment/Procurement Card use; and
2. Any additional requirements imposed by the funding source.

2.2 STATUTORY REQUIREMENTS

An Authorized User of this Contract:

1. Must adhere to the procedures of this Contract.
2. Must adhere to Authorized User's internal policies and procedures.
3. Must adhere to all federal, State and/or local statutes, as applicable.

(continued)

2.3 DEVELOP A PROCUREMENT PLAN

Based on the individual project, the Authorized User should consider the following factors when developing the Mini-bid Project Definition:

1. Pre-Mini-bid
 - a. Identify the specific PLA services needs for the capital construction and design-build project;
 - b. Identify Pricing format - may be based on Blended Rate or Lump Sum Project Fee (*Contractor's estimated project hours x their Blended Rate cannot exceed the Lump Sum Project Fee*);
 - c. Identify any specific service needs or any other special reporting needs;
 - d. Identify any known deficiencies; and
 - e. Review current list of awarded contractors
2. Total procurement timeframes, including but not limited to:
 - a. Pre-bid conference/mandatory site visit
 - b. Question and answer period
 - c. Mini-Bid Project Definition (RFQ) due date
 - d. Tentative Mini-bid start date

2.4 CONDUCTING THE MINI-BID

Centralized Backdrop Contracts have an established set of standardized terms and conditions, guidelines, processes and templates. When an Authorized User requires PLA Services, the Authorized User will issue the competitive RFQ in accordance with the terms and conditions of the Centralized Backdrop Contract and include any additional requirements. The RFQ will be distributed by the Authorized User to Contractors.

The process for conducting a Mini-bid by a **State agency Authorized User** is as follows:

1. A State agency Authorized User will provide the awarded Contractors (via email) a copy of its Mini-bid Project Definition (RFQ).
2. Contractors choosing to respond to the RFQ shall submit their actual proposed pricing (which shall not exceed their awarded pricing Blended Rate) to the State agency User

A State agency Authorized User will evaluate the proposals and award the Mini-bid Agreement as specified in their Project Definition.

The process for conducting a Mini-bid by **any other Authorized User** is as follows:

1. The Authorized User will provide the awarded Contractors (via email) a copy of its Mini-bid Project Definition (RFQ).
2. Contractors choosing to respond to the RFQ shall submit their actual proposed pricing (which shall not exceed their awarded pricing Blended Rate) to the Authorized User.
3. The Authorized User will evaluate the proposals and award the Mini-bid Agreement as specified in their Project Definition.
4. The Authorized User will issue encumbrance documents or other written orders in accordance with their organization's procurement rules that are effective and binding on the Contractor when placed in the mail addressed to the Contractor.

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Section 3. Evaluation and Award of Mini-bids

3.1 EVALUATION OF MINI-BIDS

1. The Mini-Bid must be evaluated in accordance with the terms and conditions of the Centralized Backdrop Contract.
2. The Authorized User shall reject any Mini-bid which includes pricing in excess of the maximum "Blended Rate" established under the OGS Centralized Contract.
3. **Evaluation tools cannot be altered after Bid opening.**
4. All evaluation tool notes and extraneous items must be included in the Authorized User's procurement record.

Selection of the winning Contractor will be based on a best-value determination considering the Authorized Users needs and Contractors lowest price. Best value can be equated to low price by the Authorized User.

3.2 NOTIFICATION OF MINI-BID RESULTS

The Authorized User must notify the tentative awardee and non-awardees of tentative Mini-bid results in writing (email is acceptable).

3.3 AWARD OF MINI-BIDS

Contractors choosing to respond to the RFQ shall submit their actual proposed pricing for the project to the Authorized User, which shall not exceed the awarded Blended Rate. The Authorized User will then select a Contractor based on the RFQ responses received in accordance with the terms and conditions as specified in the Authorized user's Mini-bid Project Definition (RFQ).

Contractor questions, clarifications, and/or disputes arising from an Authorized User's RFQ and/or Contractor selection are to be reviewed and resolved by the Authorized User and the Contractor.

Section 4. Documentation

4.1 PROCUREMENT RECORD

An Authorized User shall maintain a record of the Contractors they solicit for an RFQ. Likewise, an Authorized User must adhere to the procedures of the OGS Centralized Contract, its own internal procurement policies and procedures and all federal, State and/or local statutes, when applicable. It is also recommended the Authorized User save copies of all email correspondence to each of the Contractors for inclusion in their procurement record.

The following are **examples** of documentation that may be included in an Authorized User's Procurement Record. This list is not meant to be all inclusive:

- Copy of the OGS Centralized Contract;
- Mini-bid Project Definition;
- Blank Authorized User Mini-bid Documents
- Bidders List;
- Questions & Answers;
- Evaluation Criteria;
- Evaluation Summary;
- Reasonableness of Price;
- Awarded Proposal;
- Proposals Received;
- Any Bidder Correspondence (e.g., clarifications);
- Rejected Proposals with Justification;
- Tentative Award letter;
- Non-award Letters;
- Protests and Responses;
- Justification for Rejecting Proposals;
- Authorized User (Contract) Agreement;

(continued)

4.2 **OFFICE OF THE STATE COMPTROLLER**

For the purchase of services available from this Contract, the Authorized User may award a Mini-bid directly to the Contractor without prior approval by the Office of the State Comptroller (OSC).

The State retains the right to post-audit any procurement, including those executed from this Contract. Authorized Users are reminded to follow all procurement guidelines.

4.3 **NEW YORK STATE PROCUREMENT GUIDELINES**

Additional information is available in "The New York State Procurement Guidelines", which can be found at:

<http://nyspro.ogs.ny.gov/sites/default/files/uploaded/NYS%20Procurement%20Guidelines.pdf>.