



Seminole County
Resource Management - Purchasing & Contracts

Stephen Koontz, Purchasing and Contracts Manager

1301 East Second St., Sanford, FL 32771

TABULATION SHEET

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

RESPONSE DEADLINE: December 18, 2024 at 2:00 pm

PROPOSALS RECEIVED

Vendor	Contact Info
Balfour Beatty Construction, LLC	Henry Thacker hthacker@balfourbeattyus.com (407) 908-0307
CORE Construction	Scott Olthoff floridateam@coreconstruction.com (407) 519-1390
H. J. High Construction	Ashley Fischer afischer@hjhigh.com (407) 422-8171 Ext: 109
LEGO Construction Co.	Niyanthan Ponnusamy nip@legocc.com
Scorpio.	Johnathan Wilkes johnathan@scorpioco.com (407) 314-8652
Wharton-Smith, Inc.	Becky Titus btitus@whartonsmith.com
Williams Company	Lauren DeMersseman lrollins@williamsco.com

EXECUTIVE SUMMARY

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Tabulated and Posted: Michael Guild, Senior Procurement Analyst, December 19, 2024 at 1:15PM (EST)

Evaluation Committee Meeting: Thursday, January 9, 2025 at 11:30AM (EST) via MS Teams:

https://teams.microsoft.com/join/19%3ameeting_Njc3YjY3OWUtOWNiZC00MjRjLWJmNDgtYzI5ZWUzYjNkNjZi%40thread.v2/0?context=%7b%22Tid%22%3a%229d380a55-ed10-44b9-813b-b83cfe0e80d4%22%2c%22Oid%22%3a%223c3a8bc6-1d1a-4862-942e-c0678df4acb4%22%7d

https://teams.microsoft.com/join/19%3ameeting_Njc3YjY3OWUtOWNiZC00MjRjLWJmNDgtYzI5ZWUzYjNkNjZi%40thread.v2/0?context=%7b%22Tid%22%3a%229d380a55-ed10-44b9-813b-b83cfe0e80d4%22%2c%22Oid%22%3a%223c3a8bc6-1d1a-4862-942e-c0678df4acb4%22%7d

Presentations & Interviews: Friday, January 31, 2025 between 1:00PM (EST) and 3:30PM (EST)

Balfour Beatty Construction, LLC; CORE Construction; H.J. High Construction; Scorpio; Wharton-Smith, Inc.

Presentations & Interviews Scoring Discussion/Ranking Committee Meeting:

~~Cancelled: Monday, February 3rd, 2025 at 9:10AM (EST) – 9:30AM (EST)~~

~~Location: 1101 East 1st Street, Sanford, FL 32771 – County Services Building – 3rd Floor – Conference Room 3024~~

Rescheduled: Friday, February 7th, 2025 at 3:30PM (EST) – 4:30PM (EST)

Location: 1101 East 1st Street, Sanford, FL 32771 – County Services Building – 3rd Floor – Conference Room 3024

BCC Agenda Date: February 25th, 2025 (Tentative)

Request to approve ranking and authorize negotiations with the two (2) top-ranked firms in accordance with the Florida Statute 287.055 CCNA.

(Updated and Posted Monday, February 10, 2025 by Michael Guild, Senior Procurement Analyst)

1. CORE Construction
2. Wharton-Smith, Inc.
3. Scorpio.
4. H.J. High Construction
5. Balfour Beatty Construction, LLC.

*Determination of awarded firm(s) will be made based on total average ranking of each firm after presentations.



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PRESENTATIONS & INTERVIEWS TABULATION

PS No. PS-6030-24/MAG

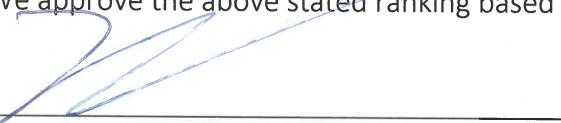
Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

CONSENSUS SCORECARD SUMMARY

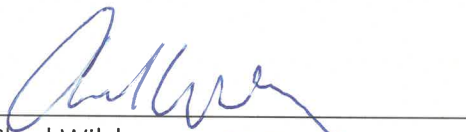
AGGREGATE SCORES SUMMARY

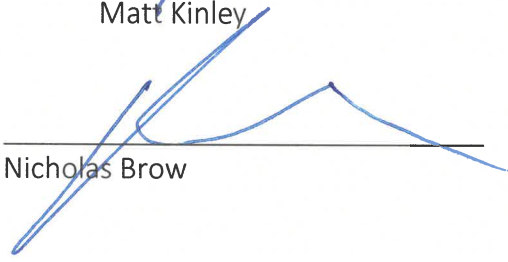
Vendor	Nick Brow	Matthew Hettler	Matt Kinley	Kristian Swenson	Chad Wilsky	Total Score (Max Score 100)	Total Average Rank
CORE Construction	95 (2)	98 (1)	98 (1)	100 (1)	100 (1.5)	98.2	1.3
Wharton-Smith, Inc.	87 (3)	95 (2)	96 (2)	99 (2)	100 (1.5)	95.4	2.1
Scorpio.	97 (1)	85 (4)	91 (4)	96 (3.5)	96 (3.5)	93	3.2
H. J. High Construction	85 (4)	90 (3)	94 (3)	96 (3.5)	96 (3.5)	92.2	3.4
Balfour Beatty Construction, LLC	75 (5)	75 (5)	88 (5)	75 (5)	92 (5)	81	5

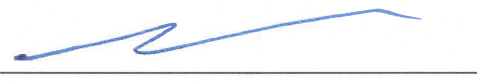
We approve the above stated ranking based on Total Average Rank and recommend award with the top 2 ranked firms:


 Kristian Swenson


 Matt Kinley


 Chad Wilsky


 Nicholas Brow


 Matthew Hettler



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EVALUATION TABULATION

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

RESPONSE DEADLINE: December 18, 2024 at 2:00 pm

Report Generated: Monday, February 10, 2025

EVALUATORS

Name	Title	Agreement Accepted On
Nick Brow	Construction Manager	Dec 19, 2024 3:05 PM
Matthew Hettler	Deputy Chief	Dec 23, 2024 10:11 AM
Matt Kinley	Fire Chief	Jan 6, 2025 11:46 AM
Kristian Swenson	Assistant County Manager	Dec 30, 2024 11:03 AM
Chad Wilsky	Fleet and Facilities Director	Dec 26, 2024 1:40 PM

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Qualifications of Proposed Personnel	Points Based	35 (35% of Total)

Criteria	Scoring Method	Weight (Points)
Project Approach and Understanding	Points Based	35 (35% of Total)

Criteria	Scoring Method	Weight (Points)
Similar Project Experience	Points Based	30 (30% of Total)

EVALUATION TABULATION

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

AGGREGATE SCORES SUMMARY

Vendor	Nick Brow	Matthew Hettler	Matt Kinley	Kristian Swenson	Chad Wilsky	Total Score (Max Score 100)	Total Average Rank
CORE Construction	95 (2)	98 (1)	98 (1)	100 (1)	100 (1.5)	98.2	1.3
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Scorpio.	97 (1)	85 (4)	91 (4)	96 (3.5)	96 (3.5)	93	3.2
H. J. High Construction	85 (4)	90 (3)	94 (3)	96 (3.5)	96 (3.5)	92.2	3.4
Balfour Beatty Construction, LLC	75 (5)	75 (5)	88 (5)	75 (5)	92 (5)	81	5

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Qualifications of Proposed Personnel Points Based 35 Points (35%)	Project Approach and Understanding Points Based 35 Points (35%)	Similar Project Experience Points Based 30 Points (30%)	Total Score (Max Score 100)
CORE Construction	34.4	33.8	30	98.2
Wharton-Smith, Inc.	32	33.4	30	95.4
Scorpio.	32.8	31.6	28.6	93
H. J. High Construction	31	31.6	29.6	92.2
Balfour Beatty Construction, LLC	30.6	25.8	24.6	81

INDIVIDUAL PROPOSAL SCORES

Balfour Beatty Construction, LLC

Qualifications of Proposed Personnel | Points Based | 35 Points (35%)

Nick Brow: 30

Multi project award would receive a single project manager with individual superintendents to manage specific jobsites. Team has performed on two (2) fire stations together.

Matthew Hettler: 25

Team has fewer FS builds

Matt Kinley: 30

Experienced team in building fire stations.

Kristian Swenson: 35

Staff seems qualified

Chad Wilsky: 33

Experienced construction team

Project Approach and Understanding | Points Based | 35 Points (35%)

Nick Brow: 25

Weekly OAC meetings preferred. Reviewed FS-25 project site in anticipation of this presentation - noted tight site. Presentation was average. Procore software used to manage projects. Third-party Owner's Representative not recommended.

Matthew Hettler: 25

Did not read contract; approach based on 1 FS at a time

Matt Kinley: 28

Understands the approach.

Kristian Swenson: 20

EVALUATION TABULATION

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Not prepared as well as other presenters

Chad Wilsky: 31

Made site visit to FS25. Project budget presented not representative of county's CMAR contract.

Similar Project Experience | Points Based | 30 Points (30%)

Nick Brow: 20

National firm. Worked with County's Design Professionals on other projects - good partnership. Limited experience by project specific team for fire stations construction.

Matthew Hettler: 25

FS builds limited; multiple FS at the same time non existent

Matt Kinley: 30

Understands the challenges in building fire stations.

Kristian Swenson: 20

Had fire station experience but not as much as other presenters

Chad Wilsky: 28

Fire station experience

CORE Construction

Qualifications of Proposed Personnel | Points Based | 35 Points (35%)

Nick Brow: 35

Team has performed on multiple fire stations together. Currently have "multi-station programs" with two (2) other counties.

Matthew Hettler: 33

Team has built multiple FS together and with other members; understands what goes into building on time and in budget

Matt Kinley: 34

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PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Experienced team, Local presence with superintendent.

Kristian Swenson: 35

Very well qualified

Chad Wilsky: 35

Highly qualified. Assigned superintendent local and extensive experience in construction.

Project Approach and Understanding | Points Based | 35 Points (35%)

Nick Brow: 30

Weekly 30-minute OAC meetings preferred. Good understanding of scope of work to include both renovation, and new construction. Outlined schedule with 12-month duration for construction work. Third-party Owner's Representative not recommended.

Matthew Hettler: 35

Legal team read terms; exp at CMAR

Matt Kinley: 34

Full understanding of overlap of projects but not overextending the sub-contractors. Full understanding of the best practices with these builds.

Kristian Swenson: 35

Lots of FS experience that allows an understood project approach

Chad Wilsky: 35

Visited all 3 locations and was able to articulate information that would impact construction.

Similar Project Experience | Points Based | 30 Points (30%)

Nick Brow: 30

National firm. 50% of total company workload is fire stations.

Matthew Hettler: 30

Built multiple FS, has exp building multiple FS at the same time, CleanPSB - approach to FF health and safety merged with functionality

EVALUATION TABULATION

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Matt Kinley: 30

State that approximately 50% of their business is building fire stations.

Kristian Swenson: 30

Lots of similar experience

Chad Wilsky: 30

Fire station construction a major part of company's overall business and focus

H. J. High Construction

Qualifications of Proposed Personnel | Points Based | 35 Points (35%)

Nick Brow: 25

Two (2) project managers with two (2) superintendents to manager specific jobsites. Proposed members have worked together on previous fire stations.

Matthew Hettler: 30

Team has exp building FS; concern with cost analysis

Matt Kinley: 32

Experienced team.

Kristian Swenson: 35

Qualified firm

Chad Wilsky: 33

Qualified team

Project Approach and Understanding | Points Based | 35 Points (35%)

Nick Brow: 30

Demonstrated prototype experience. Procore software used to manage projects. Weekly OAC meetings preferred. Third-party Owner's Representative not recommended.

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Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Matthew Hettler: 30

Exp CMAR; concern with multiple FS projects at the same time

Matt Kinley: 32

Understand the new trends in fire stations.

Kristian Swenson: 33

Good experience

Chad Wilsky: 33

Articulated approach and understanding of project

Similar Project Experience | Points Based | 30 Points (30%)

Nick Brow: 30

Local firm. 70% of total company workload is Public Safety with over 50% being fire stations.

Matthew Hettler: 30

50% of construction is FS; majority PS

Matt Kinley: 30

Historical and recent experience with building fire stations.

Kristian Swenson: 28

Many fire stations appear largely with one customer

Chad Wilsky: 30

Fire station experience

Scorpio.

Qualifications of Proposed Personnel | Points Based | 35 Points (35%)

Nick Brow: 35

EVALUATION TABULATION

Request for Professional Services (PS) - Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

EVALUATION TABULATION

PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Two (2) project managers with two (2) superintendents to manager specific jobsites. Proposed staff members are immediately available to take-on multiple projects today. Active projects are to be completed in April 2025.

Matthew Hettler: 30

Team has exp with building FS; concern with cost analysis

Matt Kinley: 31

Experienced team.

Kristian Swenson: 35

Qualified staff

Chad Wilsky: 33

Qualified team.

Project Approach and Understanding | Points Based | 35 Points (35%)

Nick Brow: 32

Demonstrated historical costs in today's dollars for fire stations. Developed cost model for FS-25. Procore software used to manage projects. Weekly OAC meetings preferred. Third-party Owner's Representative not recommended.

Matthew Hettler: 30

Exp CMAR; concern with multiple FS at the same time

Matt Kinley: 31

Thorough understanding in building fire stations.

Kristian Swenson: 32

Understands the project. Others presenters slightly more robust

Chad Wilsky: 33

Shared detailed approach. Visited FS25 location

Similar Project Experience | Points Based | 30 Points (30%)

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PS No. PS-6030-24/MAG

Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Nick Brow: 30

Local firm. 99% of workload is Public Sector. Provided excellent portfolio of fire stations. Pay subcontractors 10th of every month regardless of payment processing from Owner - this keeps jobsite moving with good cashflow.

Matthew Hettler: 25

15-20% building FS; has built 12 stations

Matt Kinley: 29

Experience with building fire stations.

Kristian Swenson: 29

Good experience

Chad Wilsky: 30

Team focus on fire stations

Wharton-Smith, Inc.

Qualifications of Proposed Personnel | Points Based | 35 Points (35%)

Nick Brow: 27

Project specific team is not 100% available until January 2026, provided option to have other members support project until they were available.

Matthew Hettler: 30

Team has exp with building FS; concern that project team will get moved and we will exp turnover because of other projects that are not for the FD

Matt Kinley: 33

Experienced team with a large pool of additional personnel.

Kristian Swenson: 35

Well qualified team.

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Chad Wilsky: 35

Superintendent and PM experience with fire stations and local presence

Project Approach and Understanding | Points Based | 35 Points (35%)

Nick Brow: 30

Bi-Weekly OAC meetings preferred - no regular enough given short durations of projects. RedTeam software used to manage projects. Third-party Owner's Representative not recommended.

Matthew Hettler: 35

Exp CMAR; exp in performing multiple projects at the same time

Matt Kinley: 33

Full understanding of the best practices in building fire stations.

Kristian Swenson: 34

Understands the project with familiarity from past experiences.

Chad Wilsky: 35

Articulated how they would approach our projects and specifically some of our site challenges

Similar Project Experience | Points Based | 30 Points (30%)

Nick Brow: 30

Local firm. Extensive fire station experience. Worked with County's Design Professionals on other projects - good partnership.

Matthew Hettler: 30

Exp in building FS

Matt Kinley: 30

Large amount of experience in building fire stations.

Kristian Swenson: 30

Lots of good project approach

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Construction Manager at Risk (CMAR) for Fire Department Capital Improvement Projects

Chad Wilsky: 30

Team focused on fire stations