



# TOWN OF BOONSBORO

21 NORTH MAIN STREET ♦ BOONSBORO, MARYLAND 21713

WWW.TOWN.BOONSBORO.MD.US ♦ 301-432-5141

---

## MEMORANDUM

---

**To:** Mayor Long and Council Members

**From:** Megan Clark, Town Manager 

**Date:** January 24, 2018

**Subject:** Sewer Main Replacement Project – BMUC Recommendation

---

At the January 11<sup>th</sup> Regular Meeting of the Boonsboro Municipal Utilities Commission, the **BMUC unanimously recommended to award the Sewer Main Replacement Project to the most qualified and reasonable bidder – Excavating Associates for a total amount of \$174,330.00.**

The recommendation was based on the below and attached bid results:

1. There were eight (8) proposals submitted.
2. Five (5) of the proposals were determined to be unresponsive and/or have a high risk of potential problems up to and including failure to be able to successfully execute the RFP minimum requirements. Those included: Midas Utilities, LLC and W.F. Delauter & Son, Inc. who were determined to be outside of the competitive range and there was uncertainty that they understood the work that needed to be performed. Synder Environmental Services, David H. Martin Excavating, Inc., Mid-Atlantic Utility, Inc., and W.F. Delauter & Son, Inc. submitted incomplete proposals with critical evaluation information missing and therefore, were determined to be either unresponsive or technically deficient.
3. Three (3) of the proposals were determined to be in the competitive range, technically acceptable, and fully responsive to the RFQ requirements including: Guyer Brothers, Inc., Huntsberry Brothers, Inc., and Excavating Associates.
4. The lowest priced (\$ 174,330.00) of the three (3) proposals in the competitive range, technically acceptable, and fully responsive to the RFQ requirements was submitted by Excavating Associates.
5. The price is below the project budget as identified in the FY 2018 Sewer Fund Budget Plan of \$ 240,000.00 of which 50% is from a matching grant. This being below the budget amount will enable the Town to also recover the required oversight and close-out costs associated with this project that will be incurred within the grant budget plan.

If you need any additional information, please feel free to contact me.



# TOWN OF BOONSBORO

DEPARTMENT OF PLANNING & ZONING  
WWW.TOWN.BOONSBORO.MD.US ♦ 301-432-5690

---

## MEMORANDUM

---

**To:** Megan Clark, Town Manager  
**From:** Brian Hopkins, Town Engineer  
**Date:** 1/5/18  
**Subject:** Park Main Sewer Bid evaluation

---

I have reviewed the bids for the park sewer replacement project and provided an analysis. I threw out the high and low bids and the average bid amount was \$216,000 which is below the project budget of \$240,000. MDHCD asked that you speak with Cindy Stone about whether future administration, engineering, and inspection costs can be used toward the Towns matching contribution.

Guyer Brothers has excellent references and I spoke to them on the phone, they seem willing and very able to do this Project. They are based in PA but have glowing references for Frederick County and have done many major sewer projects.

Excavating Associates also had good references and I spoke with their estimator, they are also very capable. The price the provided was very good.

Huntzberry Brothers has been the Towns go to Contractor, although they are slightly higher in price.

As I understand, though WF Delauter was the low bidder, there have been issues with their work in the past, and it may be prudent to use a contractor that would require minimal supervision and town resources.

Thanks,  
Brian

---



# TOWN OF BOONSBORO

DEPARTMENT OF PLANNING & ZONING  
 WWW.TOWN.BOONSBORO.MD.US ♦ 301-432-5690

Contractor	Bid Amount	Δ from average	Rankings					Total Rank	Notes	References	Work History	Shawn Guyer, Kevin Guyer 1481 Salemville Road, New Enterprise, PA 16664 814-766-3774 Brad Huntberry, Huntberry Brothers, Inc. 21536 Chewsville Rd, Smithsburg, MD 21783 (301) 789-8036 David Thompson, 301-777-0444 Excavating Associates, PO Box 434 Ellerslie MD 21529 301-707-4050
			Price	Ref.	Work History	Capable	Proposal					
Guyer Brothers Inc.	\$192,000.00	-\$24,445	9	8	5	5	8	Pa Company - Excellent Proposal	Excellent reference from Frederick County	extensive		
Huntsberry Brothers, Inc.	\$214,950.00	-\$1,495	7	7	7	7	34		Excellent References	Excellent work history with the Town did sewer on easterday property, complied with our specs, testing incomplete, small leak where cored into existing manhole		
Excavating Associates Synder Environmental Services	\$174,330.00	-\$42,115	10	8	6	5	4	33		Good reference Hancock, Allegany County etc.		
David H Martin Excavating, Inc. Mid Atlantic Util. Inc.	\$221,308.00 \$260,050.00 \$236,030.00	\$4,889 \$49,095 \$19,585	6 4 5	5 3 1	5 5 5	3 5 5	5 4 5	24 21 21	WV Company limited was missing references	incomplete		
<b>Average</b>	<b>\$216,444.67</b>											
<b>Midas Utilities LLC</b>	<b>\$335,000.00</b>	<b>high bid</b>	<b>1</b>	<b>7</b>	<b>7</b>	<b>6</b>	<b>6</b>	<b>27</b>	<b>over budget</b>			
<b>W.F. Delauter &amp; Son, Inc.</b>	<b>\$158,935.21</b>	<b>low bid</b>	<b>5</b>	<b>1</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>20</b>	was missing references and business license info, project estimator was easy to work with	had mixed results on alt-40 WL project for town		