



Request for Proposals: Construction of A USDA- Inspected Slaughterhouse in Westport, Ma

This Contract Awarded through Competitive Negotiation

ABSTRACT

A new 11,000 square foot steel frame building, partially funded by The USDA Rural Development. This USDA-inspected facility will slaughter and process meat from cattle, sheep, pigs, and goats.

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Purpose

The Livestock Institute of Southern New England (TLI) is requesting proposals from pre-qualified contractors to construct an 11,000 +/- sf USDA-Inspected slaughterhouse in Westport, MA. This document establishes guidelines for Contractor Bidding, Selection, and Contract Award for the Construction of an 11,000+/- SF USDA-inspected slaughterhouse using Competitive Negotiation.

Background

TLI had a competitive, sealed bid in October/November 2016. These bids, while comprehensive, failed to deliver prices that TLI felt represented the best overall value for the project. Bidder feedback suggested this project contained materials and construction methods that were over-spec'd or incompletely described in bid specifications.

After the competitive bid results, TLI engaged in a value engineering process, and assembled a list of ways to reduce cost without changing functionality. TLI developed this list in conjunction with its Architects, Engineers, Bidders, contractors and building trades. TLI has elected to go out to bid with those value engineered specs through a Request for Proposals (RFP) followed by competitive negotiation. The selection and contract award will be made post competitive negotiation, and will represent the best overall value for TLI. The decision will be based on factors including but not limited to price.

This document outlines the steps, evaluation factors, and selection criteria – both subjective and objective – TLI will use to award a contract.

Construction Project Overview

The project to be bid upon is for the construction of a new 11,000 square foot single story, steel frame slaughterhouse.

The building project includes concrete foundations and slab on grade, some concrete retaining walls, structural & misc. metals, a steel framed building structure, finish carpentry, interior millwork, waterproofing & damp proofing, spray foam/blown in around insulated metal panels, exterior trim, a flat roof system to support HVAC, roofing, interior doors and frames, overhead doors, aluminum entries & storefront, clad wood windows, automatic door operators, gypsum wallboard and wall finishing for the processing rooms, tile work, acoustical ceilings, wood ceilings, flooring, finish painting, toilet partitions, flagpoles, signage, lockers, FE equipment, toilet accessories, commercial casework, plumbing, HVAC and electrical systems.

The site work (area of work approx. 2-3 acres) involves the construction of a loop road, car and truck parking areas, landscape features, plantings, underground utilities, asphalt paving, granite curbs, site signage, fencing, and wetland replication area.



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The Project, The RFP Process, Competitive Negotiation Procedure, and Bidder Proposal Requirements

TLI breaks the RFP and competitive negotiation process into four steps

1. TLI identifies and prequalifies a pool of bidders. Bidders can request pre-bid meetings.
2. TLI releases this RFP to all prequalified Bidders. Bidders prepare Proposals; TLI responds to RFIs.
3. TLI Reviews all Proposals and selects a few Bidders that TLI feels submitted the best Proposals. TLI invites that small group of bidders to participate in a structured negotiation process to come to a final price, i.e., competitive negotiation.
4. TLI awards the contract (or contracts), signs required contracts, etc.

Bidder Qualifications

For bidders to be considered for this contract, TLI requires submission of a statement of qualification, describing their relevant experience constructing USDA-inspected facilities, food processing plants with refrigeration, and why they should be considered for this project.

Project Information, Plans, Specifications, etc.

TLI has assembled project specifications, scope of work, value engineered ideas, and selection factors to be used in this (RFP) Request for Proposal document. This document includes standard terms and conditions that meet state competitive negotiation requirements. The competitive negotiations will result in offers that will provide TLI with best value. All project information, including plans, specifications, prior RFIs, proposed value engineering ideas, are available through TLI's website: <http://www.thelivestockinstitute.org/construction>, or [here](#). Note that there are [plan addendums](#) that incorporate the [RFIs](#)

Proposed Value Engineering TLI has assembled a list of items as part of its value engineering work. The list can be downloaded through TLI's website <http://www.thelivestockinstitute.org/construction>, or using this direct link: [as a PDF \(here\)](#), or [as a spreadsheet \(here\)](#).

Alternative Additive Bid

Bidders are invited to consider an Alternative ADDITIVE Bid: ADD the Refrigeration to the Construction Bid. Specs for the refrigeration can be downloaded through TLI's website <http://www.thelivestockinstitute.org/construction>, or using these direct links: [Refrigeration Design](#) and [Refrigeration Addendum 1](#).

Bidder Project Plan

Proposals should include a DRAFT project plan, including when you expect to start from TLI's "Notice to Proceed", and expected completion date.



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Value Engineering

TLI has drafted a list of Proposed Value Engineering (VE) Alternatives. TLI does not require Bidders use any of these VE Alternatives. Bidders are free to choose the VE Alternatives they want to include in their proposal. Bidders are encouraged to propose additional alternatives (not on the VE Alternative list) that they think will increase the value to TLI.

See attached Value Engineering Document ([available for download as a PDF here](#)) or ([as a downloadable spread sheet, here](#))

Specifications

As noted in the Value Engineering Alternatives, the specs described in TLI's plans are recommended specs. Bidders are encouraged to propose alternates that are functionally equivalent (or better) or at a price that delivers more value to TLI.

Other Information

TLI encourages Bidders to provide two additional pieces of information:

1. Describe your Communication, Project Management, Documentation: describe how your firm will manage the project, keep all subs and professionals "up to date", and document all significant changes and decisions.
2. Describe your ability to provide post-construction, timely follow-up to construction-related service and maintenance requests.

Questions During Bidding

All questions related to this RFP should be directed, in writing, to TLI via email: construction@thelivestockinstitute.org. TLI will provide appropriate responses which will be posted on the same web site in the form of an addendum and made available to all bidders.

Bidding Timeframe

The following is TLI's timeframe

- Wednesday, January 11, 2017 -- TLI Publicly announces and opens its RFP
- Friday, February 3, 2017, 12PM -- Proposals Due to TLI. TLI Evaluates Proposals
- Week of February 6, 2017 -- Bid Tabulations delivered to USDA for Review
- Week of February 13, 2017 -- TLI Invites a few bidders for competitive negotiation (at a mutually agreeable time and location)
- Wednesday, March 1 2017 -- TLI and USDA authorize award. Contracts signed, etc.

**NO INDIVIDUAL EXCEPTIONS OR EXTENSIONS WILL BE GRANTED UNLESS
TLI GRANTS THE EXCEPTION/EXTENSION TO ALL PROSPECTIVE BIDDERS**



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Proposal Delivery

Bidders can either deliver their proposals via email (to construction@thelivestockinstitute.org) or by hand at a location to be agreed upon prior to the Proposal Due Date.

RFP Proposal Opening

RFP proposals will not be opened publicly.

TLI RFP Public Advertising and Distribution

This RFP document will be posted on TLI's website, <http://www.thelivestockinstitute.org/construction> along with due date and TLI's construction team contact information.

Bonds

Bid Bonds: Prior to execution of the Contract, the Bidder shall furnish bonds covering the faithful performance of the Contract and the payment of any obligations arising thereunder in the amount of the contract sum. The cost shall be included in the Bid. The Bonds shall be written on forms identical to those included in the Bidding Documents.

Performance and Payment Bonds: The Bidder to whom the Contract is awarded will be required to execute the Agreement and obtain a Performance Bond and Payment Bonds within ten (10) calendar days from the date when the Notice of Award is delivered to the Bidder. The Notice shall be accompanied by the necessary Agreement and Bond forms.

Proposals must include the following items:

The following is a list of the items to be included as part of your proposal.

#	DESCRIPTION OF FORMS TO BE COMPLETED FOR THE BID	FORM DESIGNATION
1	Bidder firm name, statement of Qualification, and signature page	See Appendix A (available for download as a Word document, here)
2.	BID FORM	See Appendix B (available for download as a spread sheet, here)
3	Competitive Negotiation Selection Criteria	See Appendix C
4	BID BOND (> \$100K)	AIA DOCUMENT A310-2010 (available for download, here)
5	Value Engineering Alternatives Selected as part of the Proposal, as well as those added by the Bidder, and their estimated savings that alternative would deliver.	See attached Value Engineering Document (available for download as a PDF here) or (as a downloadable spread sheet, here)
6	CERTIFICATION REGARDING DEBARMENT, SUSPENSION INELIGIBILITY & VOLUNTARY EXCLUSION (> \$25K)	FORM AD-1048 (REV. 1/92) (available for download, here)



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7	CERTIFICATION REGARDING GOVERNMENT-WIDE RESTRICTION ON LOBBYING	Anti-Lobbying Certification (available for download, here)
8.	Provide a DRAFT project plan, including when you expect to start, and expected completion date	Provided by Bidder
9.	Additional Description: (a) Your firm's communication, project management, documentation, etc. and (b) Post-construction related service and maintenance (Numbers 9 and 10 on the TLI's Proposal Selection Criteria.)	Provided by Bidder

Evaluation and Selection of Proposals

TLI will evaluate Bidder Proposals based on the ten criteria, shown in



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Appendix C: Competitive Negotiation Proposal Selection Criteria of this RFP. This evaluation is based upon a “weighted score”.

Weighted Scoring applies objectivity to a subjective evaluation process. This allows TLI to compare proposals by combining a consistent list of criteria with weights that approximate importance (to TLI) for each criterion. Here are the basic steps

First, a TLI reviewer collects information from each Proposal for each of the ten criteria. The TLI reviewer will grade each Proposal’s response to the question (from 1 (lowest) to 10 (highest).) Some proposals may get the same grade for some questions (e.g., the yes/no questions.) TLI will derive a grade first, by comparing the response to a norm, e.g., an Industry benchmark; a TLI metric, or curved, i.e., relative to all proposals received. TLI will multiply the numerical grade by the weight, and sum the weighted values. TLI will select up to three of the top-scoring Proposals, then invite those Bidders to engage in competitive negotiation.

The TLI reader may reduce grades for some responses if s/he determines the Proposal / Response:

- Lacks enough information to adequately evaluate the proposal response;
- Omits information that makes it difficult to directly compare to norms or other proposals (e.g., the cost per square foot could be low, but the proposal contains significant subtractive bid alternates when all other proposals include that alternate as part of their bid);
- Contains contradictory information.

Example: take a fictitious example: TLI receives three proposals P-1, P-2, P-3 that it grades on two criteria, cost/SF and days to completion. Proposal P-2 has a subtractive bid that excludes refrigeration and site work. The lower the cost per square foot the higher the grade. Thus, \$310, is graded a 10, \$330 an 8, and \$480 a 2. Since P-2 contains subtractive bids, the TLI reviewer could lower its grade to a 4. The fewer days to completion the higher the grade: P-2s time, 100 days, although the lowest, is down-graded due to its subtractive bids. 221 days, the lowest, received a 7, 390 days a 1. TLI multiplies grades times weights, and sums the score, Proposal P-1 has the highest score. See the following table:

	Proposal			Grade		
	P-1	P-2	P-3	P-1	P-2	P-3
Cost / SF	\$310	\$330	\$480	10	4	2
Days to completion	221	60	390	7	5	1

	Weight	Weighted Score		
		P-1	P-2	P-3
Cost / SF	26%	2.60	1.04	0.52
Days to completion	13%	0.91	0.65	0.13
SCORE		3.51	1.69	0.65



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Competitive Negotiation

TLI will schedule a series of meetings in which selected Bidders will work together with TLI and other Bidders. TLI will work to schedule these meetings as soon as the three lowest proposals are identified (and approved by the USDA.) The understanding for scheduling is, "time is of the essence."

During the meetings, bidders will articulate (and quantify) additional value engineering alternatives, and demonstrate why their vision, cost estimates, and project proposal will deliver the best value for TLI. TLI expects Competitive Negotiation will have a lot of back-and-forth discussion. TLI will record the sessions, as well as have TLI's Clerk present to capture the discussion. It is also incumbent on each Bidder to record all changes they proposed during the Competitive Negotiation. After the negotiation ends, each Bidder will have two days to submit a written document that enumerates their agreed upon set of negotiated changes to their Proposal. This will be made an addendum to each Bidder's Proposal. TLI will compare each Bidder's proposed changes to the ones negotiated during the meeting, and obtain corrections or clarifications as needed. Then, TLI will evaluate the negotiated Bidder Proposals based on the ten criteria, shown in



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Appendix C: Competitive Negotiation Proposal Selection Criteria of this RFP. TLI will identify the winning proposal using the weighted score technique described in the “*Evaluation and Selection of Proposals*” section, above.

Award of Contract

After evaluation and negotiation, contract(s) for the work shall be awarded based on Competitive Negotiation Procedures. Award of contract shall be based on the Bidder(s) who submit a highly-ranked proposal and was determined to have delivered the best value during the competitive negotiations.

TLI alone will determine which proposal is the most advantageous to TLI. **Although price is an important factor, the award may not necessarily be made to the Bidder submitting the lowest bid.** TLI will consider technical merit, price experience, suggested value engineering alternatives, timetable, and other factors as part of its selection.

Contracts, Terms, and Conditions

The Contract and Certifications: Bidders are required to execute and submit USDA/RD debarment and anti-lobbying documents. They can be downloaded through TLI’s website <http://www.thelivestockinstitute.org/construction>, or using these direct links: [Debarment](#) and [Anti-Lobbying](#)

TLI’s Contact Information

All questions should be sent via email to construction@thelivestockinstitute.org
 TLI will send its answers in an “RFIs document,” emailed to all bidders, and published on TLI’s website.

Appendix A: Bidder’s Firm Name, Description, Qualifications, and Signature Page

Note: this form is available for [download as a Microsoft Word document, here](#).

Firm Name		Incorporation Or Startup Date	
Where Incorporated			
Federal EIN			
Address:			
Street			
City State Zip			
Person Submitting Bid			
Name			
Title			
Onsite Construction Supervisor		Mass. DPS License	



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		number and restrictions	
Brief Company Description and experience			
Has your firm ever failed to complete a project, or defaulted on a contract? If so, describe where, when, and why.			
Describe the USDA-Inspected facilities, food processing plants, refrigerated food warehouses, etc. you've completed construction or are currently working on.	Note: Describe building size, location, type of building, what used for, when completed (or scheduled to be completed), work effort (new/retrofit/rehab). Include image, if available. Describe any special situation or requirements. Use separate sheet(s) as needed.		



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3. if awarded the Construction Contract the Buyer will: (Check one)

- Perform all construction with its own employees.
- Employ the following subcontractor(s) listed below along with a brief explanation of the construction activities the subcontractor(s) will perform such as excavation, framing, roofing, plumbing, electrical, refrigeration, HVAC, etc. If so, provide the name, address, and trade of the subcontractor, and the length of time you've worked together.

NAME, ADDRESS, and Trade of SUBCONTRACTOR	TEL. NO	Approx. Distance from Jobsite	How long have you worked together (# years; # jobs)
	() -		
	() -		
	() -		
	() -		
	() -		



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Bidder now has the following bonded jobs under contract:

Job Location (Start date, Completion Date)	Job

With my signature below, I hereby acknowledge and agree to the terms and conditions as set forth in the TLI RFP document.

(Bidder's Signature) Date

Print Name and Title

Owner, Officer, Authorized Partner signature

Printed Name and Title



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Appendix B: BID FORM

Proposals must complete the following bid form spreadsheet. This spreadsheet can be downloaded through TLI's website <http://www.thelivestockinstitute.org/construction>, or [available for download as a spreadsheet, here](#)

Area	Cost Estimate
Building Permits & Fees	
Materials Testing	
Water, Gas, Electric Inspection/Fees Incl Paid To Utility Cos	
Excavation - Stump, Clear, Grade	
Excavation - Drainage, Rain Garden, And Water Control	
Excavation - Trenching, Including Tilt Tanks	
Excavation - Slab(S)	
Excavation - Septic (Dig, Install)	
Excavation - Backfill/Cleanup	
Concrete - Slab On Grade, Walks, Stairs, Etc	
Steel	
Framing And Trusses	
"Rail System" Footing/Framing/Truss, Etc	
Sheathing	
Siding	
Insulation	
Building Front Entrance Façade	
Exterior Passage Doors	
Exterior Gates & Overhead Doors (Excl Loading Dock)	
Loading Docks (Bumpers, Overhead Doors, Etc)	
Fire Protection - Piping	
Fire Protection - Sprinkler Heads	
Fire Protection - Pump (Pump House?)	
Interior Doors (Except For Refrigeration)	
Roofing (Material, Install)	
Interior Roof Access & Mezzanine Spaces (Structural, Flooring, Etc.)	
Plumbing - Sanitary Drain & Connection To Septic	
Plumbing - Process Drain & Tanks (Lines, Traps, Etc.)	
Plumbing - Gas And Air Piping	
Plumbing - Fixtures And Fittings	
Electrical - Wiring (Rough)	
Electrical - Load Center, Controls, Trimouts, Transformer	
Electrical - Generator, Genran Switch, Emergency Lighting	
Exterior Lighting Including Road Lights	
Hvac - Airhandlers, Evaporators In Process Areas	
Hvac - Airhandlers, Evaporators In Office, Store, Bath, Etc	
Hvac - Ductwork	
Refrigeration - Compressor, Etc	
Refrigeration - Walls, Floor, (Incl Heated Flooring)	
Refrigeration - Doors	
Process Areas - Floors Incl Adjacent Hallways - Covering/Coating	
Process Areas - Room - Walls, Ceiling Covering/Coating	
Hallways And Process Curbing	
Lighting (Fixtures)	
Drywall	
Flooring (Office, Bathrooms, Store)	
Cabinets, Countertops	
Carpentry & Trim	
Painting (Wall)	
Landscaping / Grass, Etc.	
Overhead	
Profit	



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Appendix C: Competitive Negotiation Proposal Selection Criteria

TLI will use the following criteria to select Proposals, and invite Bidders to participate in the Competitive Negotiation process.

Criteria	Response	Weight
1. BASE BID amount included on your BID FORM	Base Bid \$ _____ \$/sf \$ _____ (assume 10,650sf)	26%
2. Number of days from “Notice to Proceed” until project completion	_____ days	13%
3. List THREE previous projects SIMILAR to this proposed Project: i.e., USDA-inspected, slaughterhouse, food processing, food warehouse, etc. along with references (location, names, phone number)	1. _____ 2. _____ 3. _____	11%
4. Overhead & Profit as a % of Bid	Overhead _____% Profit _____%	9%
5. Proposed major subcontractors to be used on this project and how long your firm has worked together.	* _____ * _____ * _____ * _____	9%
6. Communication, Project Management, Documentation: how your firm will manage the project, keep all subs and professionals “up to date”, and document all significant changes and decisions.		9%
7. Firm's ability to provide post-construction, timely follow-up to construction-related service and maintenance requests.		9%
8. Date you expect to commence construction on this project.	_____, 201____ (expected start date)	8%
9. Will you use “Open Book Contracting” methods?	open-book (y/n) cost-plus management (y/n)	4%
10. How many employees do you expect to assign to this project?	Superintendents: _____ Project Managers: _____ Construction Personnel: _____ Admin/Clerical: _____	2%
Total		100%

Federal and Massachusetts preference laws and procedures are made a part of the evaluation process.



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Appendix D: Clarifications

Project Funding Source – USDA RD – and Requirements

This project is being financed in whole or in part by means of a loan and/or grant made or insured by the United States of America, acting through the United States Department of Agriculture Rural Development. The United States Department of Agriculture Rural Development will, therefore, require approval or concurrence by its representatives of all Contracts, attachments, and similar documents, all partial and final payment estimates, and all Change Orders. USDA RD requirements are outlined in a Bidder Information document, AIA Document A701-1997, downloaded through TLI's website <http://www.thelivestockinstitute.org/construction>.

NO DISCRIMINATION

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities based on race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, political beliefs, genetic information, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs). Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.

Prevailing Wages (Davis-Bacon Act)

USDA/RD, and TLI DO NOT REQUIRE Contractors to pay prevailing wage rates to all laborers and mechanics on THIS construction contract.

Sales Tax

TLI obtained its 501c(3) nonprofit status on December 15, 2016. Contractor(s) shall be exempt from paying Massachusetts Sales or Use Tax on all materials used in construction based on the location of the Project.



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Appendix E: What is Competitive Negotiation?¹

In competitive negotiations, proposals are requested from a number of sources and the Request for Proposal is publicized. Negotiations are normally conducted with more than one of the sources submitting offers. Competitive negotiation may be used if conditions are not appropriate for the use of formal advertising and where discussions and bargaining with a view to reaching agreement on the technical quality, price, other terms of the proposed contract and specifications may be necessary. If competitive negotiation is used for a procurement, the following requirements shall apply:

- (i) *Proposals shall be solicited from an adequate number of qualified sources to permit reasonable competition consistent with the nature and requirements of the Procurement. The Request for Proposal shall be publicized and reasonable requests by other sources to compete shall be honored to the maximum extent practicable.*
- (ii) *The Request for Proposal shall identify all significant evaluation factors, including price or cost where required, and their relative importance.*
- (iii) *The owner shall provide mechanisms for technical evaluation of the proposals received, determination of responsible offerors for the purpose of written or oral discussions, and selection for contract award. 87 (Revision 1) RD Instruction 1942-A §1942.18 (k) (2) (Con.)*
- (iv) *Award may be made to the responsible offeror whose proposal will be most advantageous to the owner, price and other factors considered. Unsuccessful offerors should be promptly notified. (v) Owners may utilize competitive negotiation procedures for procurement of architectural/engineering and other professional services, whereby competitors' qualifications are evaluated and the most qualified competitor is selected, subject to negotiations of fair and reasonable compensation.*

¹ Source: <https://www.rd.usda.gov/files/vtnhcfConstruction%20Regs.pdf>, "RD Instruction 1942-A", section (3) Competitive Negotiation, found on pp 87-77



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Appendix F: Proposed Addendums - Value Engineering Alternatives

This document is [available for download as a PDF](#) or [as a downloadable spreadsheet](#).

Value-Engineered PROPOSED ADDENDUM (rev 12/5/2016)	Estimated Cost Savings	Description of Design Concessions
OVERALL		
1. The design specification occasionally identifies specific manufacturers, products, equipment, etc., ("PRODUCTS"). Those specific PRODUCTS are NOT requirements. Bidders may substitute other PRODUCTS of similar or superior functionality at a comparable or lower cost.		
1.0 STRUCTURAL		
1.01 Utilize open web steel joists in lieu of wide flange beams		
1.01.01 - Keep mechanical equipment on the roof		Utilizing open web steel joists eliminates future flexibility to add/change/relocate loads supported by the roof steel
1.01.02 - Move mechanical equipment to the ground		Utilizing open web steel joists eliminates future flexibility to add/change/relocate loads supported by the roof steel
1.02 Change 6" slab on grade to 4" slab on grade in select areas		
1.02.01 - Curing cooler, packaging room, & hot product		Increased potential for slab to crack
1.02.02 - Breaking & Fabrication & Ingredient storage		Increased potential for slab to crack
1.03 Substitute Concrete Ts in lieu of steel		Implication for structural redesign and equipment
2.0 ARCHITECTURAL		
2.01 Eliminate storefront penthouse roof		
2.02 Eliminate canopies (employee entrance, docks, etc.)		Note: Storefront canopy required by Westport STOD
2.03 Eliminate (1) dock position/setup		
2.04 Eliminate dock restraint on remaining dock setup		
2.05 Eliminate exterior roof access ladder		



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Value-Engineered PROPOSED ADDENDUM (rev 12/5/2016)	Estimated Cost Savings	Description of Design Concessions
2.06 Make building single roof height		Additional costs: wall and column materials. Reduced costs: roof expansion joint, atypical steel connections between higher/lower roofs, snow load design between higher/lower roofs (larger steel/footings, etc.)
2.07 Reduce amount of concrete wall curb - OR substitute alternate design and material (e.g. galvanized angle iron)		TLI to review where curbing required
2.08 Change all FRP doors to hollow metal doors		
2.09 Change IMP ceiling to LAT ceiling (Smoke House, Packaging Room, Plant Corridor 1/2/3, Ingredients Storage, Plant Restrooms, Chemical Storage, Kill Floor Breakroom)		
2.10 Change all floor finishes to Sealed Concrete		
2.11 Change all bollards to mild steel with epoxy finish		
2.12 Eliminate millwork and lockers		
2.13 Eliminate wall and single-bump door between Kill Floor Hide On and Kill Floor Cleaning rooms		IF there is no impact on positive airflow westerly, towards the knocking pen, hide removal
2.14 Eliminate containment curb for bleed area		
2.15 Engineered fire pump building vs. prefabricated		IF Fire Pump is required
2.16 Alternate to ceramic tile in retail store (e.g., LPV)		
3.0 ELECTRICAL		
3.01 Substitute aluminum conduit in lieu of stainless steel conduit in NEMA 4X wet areas.		Based on assumption that chemicals that may be in prolonged contact with aluminum conduit will not pose a hazard.
3.02 Substitute metal-clad cable in lieu of running cables in EMT raceways in interstitial space.		
3.03 Remove one dock controller per 2.03 above		
3.04 Remove HVAC circuits per section 5 below		
3.05 Circuit changes as needed per 6 below		



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Value-Engineered PROPOSED ADDENDUM (rev 12/5/2016)	Estimated Cost Savings	Description of Design Concessions
3.06 Alt Add: Extend utility conduits in key note 12 sheet E1.200 to street		
3.07 Reduce ATS Specifications from 30cycle two motor to 3 cycle rating		
3.08 Light fixtures may be substituted if equal.		
3.09 Remove ground loop and triad from grounding scope		
3.10 Remove (13) walk-on ceiling lights		
3.11 Reduce service and switchboard to 800amp main based on process load 50% demand factor.		
3.12 Eliminate or reduce generator size as result of requirement for fire pump.		TLI to follow up with Town requirements of fire pump.
3.13 Aluminum vs Copper Wire		
4.0 PLUMBING		
4.01 All Stainless Steel Drains/cleanouts shall change to Cast Iron		Cast Iron Drains will require chemical resistance coating, discoloration may occur overtime and drains may become more susceptible to corrosive solutions as coating wears overtime. Even with the protective coating the cast iron drains will be less corrosive resistant than S.S. Drains.
4.02 Change Pipe to CPVC		Cost and time associated with variance with State, this option is recommended for increased corrosive resistance but requires state approval.
4.03 Remove PHWR from all hand sinks, Leave PHWR on Main Header		There will be no instantaneous hot water for any of the sinks in process areas. This is the case for hose stations as well (already taken out prior to bid). Savings are reflection of removing PHWR from sinks only.



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Value-Engineered PROPOSED ADDENDUM (rev 12/5/2016)	Estimated Cost Savings	Description of Design Concessions
4.04 Change Water Distribution Piping from Copper to Pex Tubing		Increase in number of hangers required for piping system. Application of Pex Tubing shall be verified with state and authority having jurisdiction. This savings is based on entire system (up to 3" pipe) replacement. Massachusetts Accepted Plumbing Products only includes up to 1" Pex Tubing/Fittings for Approved materials. It is highly recommended that pox tubing not be used for industrial applications.
4.05 Stub out and cap the drain in bleed area to plan for future blood holding tank. Extend this capped process drain line outside of south wall. Do not connect to any holding tank.		
5.0 MECHANICAL		
5.01 Eliminate AHU-01 (Breaking & Fab), Associated Duct, etc.		Min OA (RTU-06) at 45-50F supply air and new Evaps. No wash down cycle, high levels of humidity and condensation during operation and wash down, drying of space following wash down could take hours. Supply air could condense upon entering the space - recommending drain pan below diffusers.
5.02 Eliminate RTU-05 (Dry Storage Dock), Associated Duct, Etc.		10 kW EUH for heating, 2 HP EF w/ Louver for cooling. Space temps will range from 10-15F above ambient during the summer, 45F during the winter. During the summer, condensation will most likely form at the door to the plant corridor.



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Value-Engineered PROPOSED ADDENDUM (rev 12/5/2016)	Estimated Cost Savings	Description of Design Concessions
5.03 Eliminate DDC Control System		Local Monitoring and control of all mechanical and refrigeration equipment. Operator will need to physically walk to each zone to monitor and adjust temperature. There will be no alarms to notify of Owner of any equipment failures or high/low temperatures. There will be no trend data to monitor energy usage.
5.04 Convert RTU-01 (Offices, meeting areas) to constant volume unit, eliminate all VAV boxes		Unit supply air temp will be controlled by single thermostat. Each zone temperature could vary significantly depending on relative building location, occupancy, equipment.
5.05 Eliminate ARC-01 (between breaking/fab & cooler)		No air curtain between breaking/fab and cooler. Condensate could form on door.
5.06 Eliminate EUH-01 in Hide Dock		Eliminate 2nd EUH in hide dock. Freeze protection for fire pipe only. EUH-02: Increase from 5 kW to 10kW.
5.07 Eliminate Wash down Exhaust fan in Kill Floor, Reduce Make-up Heating Capacity of RTU-04		RTU-04 will no longer have a full wash down mode. RTU-04 will recirculate approx. 6,000 CFM of 12,000 CFM Supply air during wash down. This will increase drying time following a wash down cycle.
5.08 Change grills/diffusers in process areas from Stainless to Aluminum		Depending on cleaning chemicals used, this could cause significant rusting of grills/diffusers in a short period.
6.0 REFRIGERATION		
6.01 Single condenser unit for P108 and P106 (Hot Product and Curing Cooler)		If condenser unit is inoperable due to failure or maintenance, P108 and P106 will not receive any cooling
6.02 Remove one evaporator from Inedibles and Hides Dock		Lack of capacity on hottest days of the year
6.03 Remove one evaporator from Frozen Boxed Freezer		Lose 100% capacity capability. With 2 evaps, there will be 60% cooling capacity for approx. 45 minutes while one evap is in defrost



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Value-Engineered PROPOSED ADDENDUM (rev 12/5/2016)	Estimated Cost Savings	Description of Design Concessions
6.04 Additional Equipment for Breaking and Fabrication Room (additional Cost)		Refer to Mechanical line item 5.01; Additional condenser unit and evaporators due to elimination of AHU-01
6.05 Change Sales Cooler from one evaporator to two evaporators		Strongly recommended change, no negative affects to capacity
7.0 FIRE PROTECTION		
7.01 Switch from white heads to brass heads in Process Areas		DGL investigated switching from white heads to standard brass heads in process areas but the savings is negligible (typically \$0.30 per head).
7.02 Eliminate Fire Pump if permitted by Town		TLI to follow up with Town requirements of fire pump.
8.0 CIVIL		
8.1 Adjust grade at CL4 A-B to eliminate railing		



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Appendix F: Document Revisions

Document

Version

Changes, Additions, etc.

GC20170111: Approved for release by USDA. Modified deliverable dates and timetables.

GC20161214: Added weights to “*Appendix C, Competitive Negotiation Proposal Selection Criteria*”.
Added an example to “*Evaluation and Selection of Proposals*” section.
Added clarification language to the “*Competitive Negotiation*” section.
Added “*Appendix F: Document Revisions.*”

GC20161212: Initial Document