

June 27, 2018

Daniel Delgado
Project Manager
San Antonio International Airport
Aviation Department
457 Sandau Rd.
San Antonio, TX 78216

Re: Stinson Monument and Directional Signage Project
San Antonio International Airport (Stinson Division)
Project Number 33-00236
Contractors Bid Analysis

Mr. Delgado,

Gonzalez De La Garza (GD) has received the three different Bid Proposals for the Stinson Monument and Directional Signage Project submitted on June 19, 2018. GD reviewed all three Bid Proposals to determine that they're in compliancy with the project's Front-End Documents and that all the information required was included.

Two of the Bidders (Jerdon Enterprises and CGC General Contractors Inc.) included the Forms and Documentation required by the Terms and Conditions for the IBF provisions. EJ Smith Construction Company LLC, did not include the Experience and Qualifications information. As a result, EJ Smith Construction Company LLC, has been deemed disqualified.

The project was broken down by a Base Bid and four different Additive Alternate Bids. The bidders Unit Pricing Forms were categorized based on the Bid Amounts (i.e. Base Bid and Additive Alternates). The following is a break-down of bid amounts:

	Base Bid	Alt. 1	Alt. 2	Alt. 3	Alt. 4
• Jerdon Enterprises, LLC	\$241,241.00	\$11,600.00	\$34,850.00	\$70,880.00	\$12,800.00
Base Bid and Add. Alt. Total	\$371,371.00				
• CGC Gen. Contractors, Inc.	283,900.00	\$16,175.00	\$58,905.00	\$49,445.00	\$16,200.00
Base Bid and Add. Alt. Total	\$424,625.00				
• EJ Smith Construction Co., LLC	\$560,679.00	\$47,475.00	\$339,150.00	\$48,300.00	\$47,475.00
Base Bid and Add. Alt. Total	\$1,043,079.00				

The bids varied from \$371,371.00 (Jerdon Enterprises, LLC) to \$1,043,079.00 (EJ Smith Construction Company, LLC) with a mean of \$613,025.00. GD has enclosed a summary of the bid tabulation for all three bids including the Engineer's Opinion of Probable Cost (OPC). There was a cost difference between Jerdon Enterprises, the lowest bidder, and the Engineer's OPC of approximately 34% lower. The most notable



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differences in bids were in the Base Bid section of the Bid Tabulations, where the Engineer's OPC was 59% higher than the lowest bidder.

References were contacted to obtain relevant information on the contractors and their client's experience. The two contractors that provided the Experience and Qualification documents (Jerdon Enterprises, LLC and CGC General Contractors, Inc.) had favorable recommendations by their clients. Additionally, GD reviewed the Debarred Vendor's List from the Texas Comptroller to ensure that the contractor has been excluded from debarment and/or other fraud involvement, and it appears that the contractor is in compliance with the Texas Comptroller Tax Records. Furthermore, GD contacted the City of San Antonio's Development Services Department to obtain information about the contractor regarding outstanding permits or owed money. After reviewing 25 permit applications, Jerdon Enterprises has two unpaid Permit Fees of \$18.00 and \$300.00 which both are still open permits.

Based on the bid information provided from all three contractors, including experience and qualifications and the Qualified Low Bid, Gonzalez De La Garza recommends the Monument and Directional Signage Project be awarded to Jerdon Enterprises, LLC.

Please call me at 210.208.9400 or email me at agonzalez@gd-us.com if you have any questions.

Regards,

Ayda Gonzalez, P.E.
Chief Executive Officer

GONZALEZ-DE LA GARZA & ASSOCIATES, LLC

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