



November 4th, 2020

Conor Eckert
Executive Director
Town of Montgomery IDA
110 Bracken Road
Montgomery, NY 12549

**Project: USEF Sailfish, LLC – Requests for Verified Exemptions
Significant Price Differential: Carpentry and Millwork**

Phillips Construction, Inc is being considered to perform carpentry and millwork services at USEF Sailfish, LLC. It is important to know that this is the second submission for this waiver request, with details provided on the following page **Background**:

RC Andersen (G.C. @ Sailfish) initially invited 37 bidders for carpentry and millwork services at the Sailfish project. Of those 37, 22 were from the local area or could provide local labor for the project, and 15 were non-local. Of those 37 invited to bid on the project, only 8 companies submitted bids, and 8 companies declined to bid in writing or verbally. 2 companies failed to submit pricing, and 19 companies did not respond to bid solicitation. Due to an oversight on RC Andersens part, their first submission included a proposal from Phillips with a scope of work no longer needed on the project. We felt it best for them to re-bid the project to the same 8 companies who submitted bids. 1 local company did not bid this round, and 1 non-local also did not bid. 1 local company did not respond to the second bid request, and RC Andersen invited another local company to bid instead. Phillips is once again the lowest bidder in this process by a significant amount well over the 20% price threshold. We had discussions with RC Andersen to vet the scopes of work quoted against the bid scope of work, this also is attached at the end of the document. All vendors were contacted to verify submission date and prices.

Loewke Brill considers this waiver request to be valid based on significant cost differential and recommends the waiver to be processed.

Sincerely,

Kevin E Loewke



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