



**Project:** New Hanover County  
Detention Center Switchgear Controls Upgrade

**Bid Date:** May 13, 2021 / 2:00 pm

**Date:** May 27, 2021

**Bid Receipt Location:** 200 Division Drive, Wilmington, NC 28401

**Bid Opening:** Bid opening held virtual via Microsoft Teams

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BID PARTICIPANTS\*

| <i>Name</i>   | <i>Company</i>           |
|---------------|--------------------------|
| Sara Warmuth  | New Hanover County       |
| Chris Clayton | New Hanover County       |
| Ryan Kondor   | New Hanover County       |
| Brad Wynne    | Engineered Designs, Inc. |

\* Due to ongoing concerns with the Covid-10 pandemic, the bid opening was limited to New Hanover County personnel and the design team only.

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PROJECT DESCRIPTION

This is a single-prime project with General Contractors bidding as prime.

The scope of work includes the replacement / upgrade of the existing controls serving the New Hanover County (NHC) Detention Center's main electrical switchgear.

- There are two design Alternates included in the project:
  - Alternate A1 Replacement / Upgrade of the Three Generator Relays
  - Alternate A2 Replacement / Upgrade of the Two Overall Utility / Generator Protection Relays

BID PROCESS

NHC advertised the project starting on April 14, 2021. The bid package dated April 14, 2021 was provided to the bidders by NHC via electronic files.

The project bid phase included mandatory site visit(s) for the bidders to be performed between April 21, 2021 through April 28, 2021 and a mandatory pre-bid conference held on April 29, 2021. All of the final bidders performed the mandatory site visit and were attendees at the mandatory pre-bid conference per the Requests for Bids document requirements.

There were two addendums issued during the bid phase: Addendum 1 issued April 30, 2021 and Addendum 2 issued May 6, 2021.

## BID SUMMARY & LETTER OF RECOMMENDATION

Bids were to be submitted by May 13, 2021 no later than 3:30 PM at 200 Division Drive, Wilmington, NC 28401. Four bidders had delivered their bids by this time and date. Following receipt of bids as noted, a virtual meeting was held with NHC personnel and the design team to open the bids. All bidders acknowledged their receipt of the two Addendums issued for the project. The bids were then opened and read aloud by the parties noted. The bid results are noted in the attached Bid Tabulation.

### SUMMARY OF BIDS

Based on the Bid Tabulation, ABB Inc. was identified as the apparent low bidder barring evaluation of their bid documents. Upon review, it was determined that ABB Inc. qualified their bid and did not comply with the Request for Bid document. Based on this, ABB Inc. was determined to be an unresponsive bidder.

The next apparent low bidder was Ares Energy, LLC. Upon review of their bid documents, it was determined that Ares Energy, LLC's bid was provided in compliance with the Request for Bid document and therefore Ares Energy, LLC was determined to be a responsive bidder.

NHC plans on awarding only the base bid, however; inclusion of the alternate bids does not change the apparent low bidder as described above. Based on the bid provided and evaluation of the bid documents as noted, the apparent low bid was from Ares Energy, LLC.

### RECOMMENDATION

Based on the above information and on the low base bid of **Two Hundred Seventy-Five Thousand Eight Hundred and Forty Two dollars (\$275,842.00)** it is our recommendation that New Hanover County enter into contract negotiations with:

**Ares Energy, LLC**  
**8270 Loku Road, Suite 109**  
**Odenton, MD 21113**

Please contact our office if additional clarification is required.



Bradley M. Wynne, PE  
Senior Associate  
Engineered Designs, Inc.

Encl.: Bid Tabulation Form

**BID TABULATION - SINGLE PRIME**



PROJECT New Hanover County Detention Center Switchgear Controls Upgrades  
 OWNER New Hanover County

Date of Bids: May 13, 2021  
 EDi Project No.: 028-20  
 NCDHHS Project No.: J-350-RWW  
 FID No.: 110651

| Name of Bidder                                 | License # | Base Bid Amount | Alternate A1  | Alternate A2  | Total Bid     | Addenda 1 / 2 Acknowledged |
|--|-----------|-----------------|---------------|---------------|---------------|----------------------------|
| <b>Prime Power Services, Inc.</b>              |           | \$ 333,725.95   | \$ 309,559.03 | \$ 306,048.09 | \$ 949,333.07 | Y                          |
| <b>Gregory Poole Power Systems</b>             |           | \$ 387,679.14   | \$ 39,901.99  | \$ 20,520.64  | \$ 448,101.77 | Y                          |
| <b>Ares Energy LLC</b>                         |           | \$ 275,842.00   | \$ 72,000.00  | \$ 48,960.00  | \$ 396,802.00 | Y                          |
| <b>ABB Inc. **</b>                             |           | \$ 240,000.00   | \$ 75,700.00  | \$ 58,000.00  | \$ 373,700.00 | Y                          |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
|  |           | \$ -            | \$ -          | \$ -          | \$ -          |                            |
| ** Apparent Low Bidder barring bid evaluation. |           |                 |               |               |               |                            |