

2/11/2016

DOWNTOWN FREDERICK CONFERENCE CENTER
COST OF WORK ESTIMATE *

TOTAL ESTIMATED COST:		Forella		Cost Allocation	
			\$ 51,706,000.00	Hotel	Conf. Center
				67%	33%
WORK ITEM	SOURCE	EST. % OF COST	SUBTOTAL COST		
Site work Allocation	Forella	5.16%	\$ 2,668,029.60	\$ 1,787,579.83	\$ 880,449.77
Below Grade Parking	Forella	7.38%	\$ 3,815,902.80	\$	\$ 3,815,902.80
Historic Building Shell	Forella	3.66%	\$ 1,892,439.60	\$ 1,892,439.00	
Hotel Building	Forella	67.77%	\$ 35,041,156.20	\$ 35,041,156.20	
Conference Center	Forella	16.02%	\$ 8,283,301.20	\$ 8,283,301.20	
FF&E and Equipment	Forella		\$ 3,750,000.00	\$ 2,512,500.00	\$ 1,237,500.00
Parking					
Below Grade Parking	Forella		Included Above		Included Above
On-Site / Above Grade	Frederick		\$ 5,750,000.00	\$	\$ 5,750,000.00
Off-Site Improvements	Forella		\$ 1,428,000.00	\$ -	\$ 1,428,000.00
Trolley Building (Public Space to Conf. Center)	Forella		\$ 4,400,000.00	\$ 4,400,000.00	
Construction Hard Cost			\$	\$ 45,633,675.03	
Owner's Contingency	MSA	5%		\$ 21,395,153.77	
Schedule Escalation	MSA	2%		\$ 1,069,757.69	
Design	MSA	7%		\$ 427,903.08	
MSA Management Fee	MSA	2%		\$ 1,497,660.76	
Testing & Inspection; Consultants	MSA	1.5%		\$ 487,227.83	
Finance, Legal and Development Cost	Frederick			\$ 320,927.31	
Preliminary Development Cost	Frederick			\$ 2,964,907.00	
Special Equipment, IT	Frederick			\$ 432,141.00	
Pre-Opening Cost	Frederick			\$ 821,918.00	
	Frederick			\$ 176,605.00	
Frederick / MSA Agreed Scope Reduction Effort Per Telecon between G. McGuigan and Richard Griffin on 2/11/16.					(\$2,020,206.22)

TOTAL AMOUNT TO BE INCLUDED IN FREDERICK / MSA BILL FOR CONFERENCE CENTER:	\$ 27,573,995.21
LAND	\$ 3,400,000.00
	\$ 30,973,995.21

*WITH JOINT CITY / MSA REVISIONS TO SET COST ALLOCATION AT 67% - 33% AND TO ASSIGN ALL TROLLEY BUILDING COSTS TO THE DEVELOPER.

COMPARATIVE MATRIX

Project: Proposed New Frederick Hotel and Underground Garage

A
FORELLA GROUP

CE Date: 01/07/16

B
FORELLA GROUP

Proposal Date: 01/29/16

C
FORELLA GROUP

Proposal Date: 02/01/16

D
FORELLA GROUP

Proposal Date: 04/27/16

	A	B	C	D	NOTES
1 Direct Cost Brought Forward	40,898,242.00 [1.1]	Included 3-76 below	Included 3-76 below	Included 3-76 below	
2					
3 Demolition	Included in line 1	311,495.00 [3.1]	311,495.00 [3.1]	Included in line 7	[1.1] FG 01/07/16 direct cost subtotal - [SWM + spec foundations, including corresponding mark-ups & contingencies].
4					
5 Hazmat	Included in line 1	105,500.00 [5.1]	105,500.00 [5.1]	55,500.00 [5.2]	[3.1] FG 01/07/16 deliverable.
6					
7 Sitework	Included in line 1	2,670,000.00 [7.1]	934,000.00 [7.1]	2,931,950.00 [7.1]	[5.1] FG 01/07/16 deliverable. [5.2] FG 01/07/16 deliverable minus \$50K inclusion. [7.1] Contractor provided values.
8					
9 Survey, Layout	Included in line 1	Included in line 7	Included in line 7	Included in line 7	[10.1] FG 02/04/16. Assumes soil poisoning permitted.
10 Soil Poisoning	9,000.00 [10.1]	9,000.00 [10.1]	9,000.00 [10.1]	9,000.00 [10.1]	
11 Erosion Cntls	Included in line 1	Included in line 7	Included in line 7	Included in line 7	
12 Earthwork	Included in line 1	Included in line 7	Included in line 7	Included in line 7	
13 Rock allowance	95,000.00 [13.1]	111,000.00 [13.1]	75,000.00 [13.1]	Included in line 7	[13.1] Rock approaches varied. FG excluded as insufficiently defined, but carried higher contingencies. Others carried allowances. Ltd allowances added to align scopes. More analysis rec.
14 Backfill	Included in line 1	Included in line 7	Included in line 7	Included in line 7	[16.1] Coakley separated this item, others had it incl above.
15					
16 Sheet piling & shoring	Included in line 1	Included in line 7	368,000.00 [16.1]	Included in line 7	
17 Underpinning	Included in line 1	Included in line 7	Included in line 16	Included in line 7	
18 Special foundations	1,000,000.00 [18.1]	1,000,000.00 [18.1]	120,000.00 [18.1]	230,000.00 [18.1]	[18.1] Ltd greasier scope, adjust to = min \$1M min budget.
19 Dewatering	Included in line 1	Included in line 7	47,953.38 [19.1]	47,953.38 [19.1]	[19.1] C & D did not list, so an average allowance was added.
20					
21 Traffic Control	28,000.00 [21.1]	\$28k Incl line 7 [21.1]	28,000.00 [21.1]	28,000.00 [21.1]	[21.1] Only B carried special line. Applied same \$ to A, C & D.
22 SWM	300,000.00 [22.1]	300,000.00 [22.1]	300,000.00 [22.1]	300,000.00 [22.1]	[22.1] Dif scope/approaches. Applied a constant FG allowance.
23 Sanitary	Included in line 1	Included in line 7	Included in line 7	Included in line 7	
24 Grease Interceptor	Included in line 1	24,000.00 [24.1]	24,000.00 [24.1]	24,000.00 [24.1]	[24.1] Value noted in Herman Steward proposal. A incl in plumb.
25 Water	Included in line 1	Included in line 7	Included in line 7	Included in line 7	
26 Gas	Excluded	Excluded	Excluded	Excluded	
27 Electric power ductbank	Included in line 1	Included in line 7	175,000.00 [27.1]	175,000.00 [27.1]	[27.1] Add FG value where no inclusion apparent.
28 Genset	Included in line 1	50,000.00 [28.1]	50,000.00 [28.1]	50,000.00 [28.1]	[28.1] Add FG value where no inclusion apparent.
29 Site lighting	Included in line 1	Included in line 7	Incl p. 24 Ext Skin [29.1]	65,000.00 [29.1]	[29.1] Add A/C av value to D where no inclusion apparent.
30 Telephone, Data, CATV	Included in line 1	Included in line 7	100,000.00 [30.1]	100,000.00 [30.1]	[30.1] Add FG value where no inclusion apparent.
31					
32 Site Concrete	104,238.00 [32.1]	78,400.00 [32.1]	160,000.00 [32.1]	160,000.00 [32.1]	[32.1] Dif approaches: Lines 32-36, design clarificatn req.
33 Retaining Walls	25,000.00	\$50k Incl line 7	25,000.00 [33.1]	25,000.00 [33.1]	[33.1] A & B carried special scope. Applied FG \$ to C & D.
34 Stamped Concrete	Included in line 1	Included in line 7	Included in line 7	Included in line 7	[34.1] Limited scope included. Design clarifications req.
35 Entry Ct, Street Scope, Carrol Creek Plaza	1,011,000.00 [35.1]	799,764.00 [35.1]	736,000.00 [35.1]	Included in line 7	[35.1] Dif approaches: Lines 33, 34 & 35, design clarificatn req.
36 Hardscape	Included in line 1	227,350.00 [36.1]	53,600.00 [36.1]	Included in line 7	Reconciled to the FG scope.
37 Bituminous Paving	Included in line 1	63,256.00 [37.1]	118,611.00 [37.1]	Included in line 7	Reconciled to the FG scope.

Project: Proposed New Frederick Hotel and Underground Garage

	A	B	C	D	NOTES
	FORELLA GROUP				
38 Landscaping	20,000.00 [38.1]	Included in line 7	Included in line 7	100,000.00 [38.1]	[38.1] A scope increased, B&C OK, D missing landscaping.
39 Fencing	30,000.00 [39.1]	30,000.00 [39.1]	Included in line 7	30,000.00 [39.1]	[39.1] C includes, A, C & D not include.
40 Dumpster Enclosure	35,000.00 [40.1]	Included in line 7	Included in line 7	35,000.00 [40.1]	[40.1] B&C include, A & C not include.
41 Irrigation	15,000.00 [41.1]	Included in line 7	15,000.00 [41.1]	15,000.00 [41.1]	[41.1] B includes, A, C & D not include. Used C's quote.
42 Trench protection, restoration	Included in line 1	Included in line 7	Included in line 7	Included in line 7	
43 Water Feature	34,000.00 [43.1]	34,000.00 [43.1]	34,000.00 [43.1]	34,000.00 [43.1]	[43.1] Design clarification requested.
44 Trellis Allowance	24,000.00 [44.1]	24,000.00 [44.1]	24,000.00 [44.1]	24,000.00 [44.1]	[44.1] Design clarification requested.
45					
46 Building	Included in line 1	32,895,000.00 [46.1]	Ref Below [46.1]	36,740,880.00 [46.1]	[46.1] Costs brought forward as submitted. Note: Different work breakdown structures and organization provided by the contractors.
47 Concrete	Included in line 1	Included in line 46	3,678,000.00	Included in line 46	
48 Masonry	Included in line 1	Included in line 46	940,000.00	Included in line 46	
49 Metals	Included in line 1	Included in line 46	3,305,000.00	Included in line 46	
50 Woods & Plastics	Included in line 1	Included in line 46	1,203,000.00	Included in line 46	
51 Thermal & Moisture Protection	Included in line 1	Included in line 46	1,041,000.00	Included in line 46	
52 Doors and Windows	Included in line 1	Included in line 46	2,800,000.00	Included in line 46	
53 Finishes	Included in line 1	Included in line 46	4,782,000.00	Included in line 46	
54 GWB	Included in line 1	Included in line 46	Included above	Included in line 46	
55 Flooring	Included in line 1	Included in line 46	Included above	Included in line 46	
56 Painting	Included in line 1	Included in line 46	Included above	Included in line 46	
57 Specialties	Included in line 1	Included in line 46	690,000.00	Included in line 46	
58 Equipment	Included in line 1	Included in line 46	110,000.00	Included in line 46	
59 Furnishings	Included in line 1	Included in line 46	100,000.00	Included in line 46	
60 Special Construction	Included in line 1	Included in line 46	0.00	Included in line 46	
61 Conveying	Included in line 1	Included in line 46	805,000.00	Included in line 46	
62 Mechanical					
63 HVAC	Included in line 1	Included in line 46	6,900,000.00	Included in line 46	
64 Plumbing	Included in line 1	Included in line 46	Included above	Included in line 46	
65 Sprinkler	Included in line 1	Included in line 46	657,000.00	Included in line 46	
66 Electrical	Included in line 1	Included in line 46	5,323,000.00	Included in line 46	
67					
68 Add:					
69 SWM	Included in line 22	Included in line 22	Included in line 22	Included in line 22	
70 LEED	Included in line 1 [70.1]	1,000,000.00 [70.1]	1,000,000.00 [70.1]	1,000,000.00 [70.1]	[70.1] LEED scope excluded by B, C & D. LEED level clarification undetermined. Recommend clarification.
71					
72 Deduct:					
73 Deleted Trolley retail scope	0.00	-1,316,000.00 [73.1]	-908,000.00 [73.1]	-508,130.00 [73.1]	[73.1] Trolley Bldg scope deleted.
74 Finish material scope moved to FF&E	-2,000,000.00 [74.1]	0.00	0.00	0.00	[74.1] A included.
75 Electrical scope moved to FF&E	-1,000,000.00	0.00	0.00	0.00	
76 Equipment	-300,000.00	0.00	0.00	0.00	

Project: Proposed New Frederick Hotel
and Underground Garage

	A FORELLA GROUP	B	C	D	NOTES
76 Subtotals	40,326,480.00	38,416,765.00	36,240,159.38	41,672,153.38	
77 General Requirements	2,016,324.00	1,970,838.25	1,812,007.97	2,083,607.67	
78 Subtotal	42,342,804.00	40,337,603.25	38,052,167.35	43,755,761.05	
79 OH + Fee	1,693,712.16	1,613,504.13	1,522,086.69	1,750,230.44	
80 Subtotal	44,036,516.16	41,951,107.38	39,574,254.04	45,505,991.49	
81 Bidrs Risk Ins	Excluded	Excluded	Excluded	Excluded	
82 P&P Bonds	308,255.61	293,657.75	277,019.78	318,541.94	
83 Subtotal	44,344,771.77	42,244,765.13	39,851,273.82	45,824,533.43	
84 Design & Change Order Contingency	4,434,477.18	4,224,476.51	3,985,127.38	4,582,453.34	
85 Subtotal	48,779,248.95	46,469,241.64	43,836,401.20	50,406,986.77	
86 Escalation to Construction Mid-Point	2,926,754.94	2,788,154.50	2,630,184.07	3,024,419.21	
87 Total	51,706,003.89	49,257,396.14	46,466,585.27	53,431,405.98	
88 Adjusted for MBE & wage scale	51,706,003.89	53,690,561.80	50,648,577.95	58,240,232.52	

GENERAL NOTES, CLARIFICATIONS & EXCLUSIONS

1. There were consequential differences between the various work breakdown structures, inclusions, exclusions, clarifications and qualifiers submitted by the subject contractors. The subject Comparative Matrix is intended to compare the respective information tendered in an organized and consistent manner.
2. The "Notes" provided at the far right offer further abbreviated remarks and explanations.
3. Our work authorization calls for a simplified Comparative Matrix. We have concentrated on the most salient differences. The current project is at the feasibility phase, with many unengineered issues. The responsibility for delivering this project for the amounts proposed rests with the developer.
4. All costs reflect hard construction costs, only, no building permit, or primary utility connections fees have been included. No AE fees, land costs or financing fees have been included.
5. No FF&E costs, as PDSI defines them, have been included. Note: PDSI intends to procure enmasse room finish materials, light fixtures, equipment, furnishings, etc., and then to provide to the contractor for installation.
6. There will be offsite and secondary scope issues that the city will likely want to see addressed. These liabilities should be further evaluated and considered for inclusion in the project scope.
7. It is anticipated that the construction will be procured via the CMR method that will be based on a competitive guaranteed maximum price selection process.
8. The Forella estimated costs are based on the PDSI documents entitled Pricing Set dated 03/28/14. The 3 contractor proposals are based on a subsequent and [we are advised] identical set of documents.
9. Recommend further clarification on wage and MBE requirements.
10. Note: Forella Group, LLC disclaims any warranties expressed or implied with respect to the costs, schedule, scope and comparative information, provided above.

	Remarks
Reconcile Line 88 with Forella 01/07/16 Costs Submitted for the Hotel	
Substitute rammed aggregate piers	-1,870,406.00
Simplify SWM	-120,000.00
Simplify pile caps & grade bms	-126,561.11
Shift Scope to FF&E:	
Finish material scope	-2,000,000.00
Electrical, fixture scope, etc.	-1,000,000.00
Equipment, Specialties, etc.	-743,650.00
Scope additions above lines 3-76	1,428,238.00
General Requirements	-221,620.16
OH + Fee	-186,160.94
P&P Bonds	-180,511.39
Reduce Contingencies	-4,673,451.59
Compress schedule [reduce escalation]	-1,166,406.98
Subtotal	-10,860,530.17
Forella total, above 01/07/16 total	51,706,003.89 62,566,534.06

Ref line 18. Further analysis reqd. 2 GCs claim rammed aggregate piers would work. 1 GC asserts no special foundations needed. Note: the proposed new Parking Deck nearby calls for micropiles, which is what we initially carried in our estimated costs. Ref line 22. Further analysis reqd. GCs may be underestimating this liability. We carried a \$300,000 allowance, above. Only works if special foundation approach can be simplified.

Shifting scope to FF&E procurement. This approach used by experienced hotel developers, but more analysis needed. Shifting scope to FF&E procurement. This approach used by experienced hotel developers, but more analysis needed. Shifting scope to FF&E procurement. This approach used by experienced hotel developers, but more analysis needed.

Reference lines 3-76, above

Results from reduced direct costs.
Results from reduced direct costs.
Results from reduced direct costs.
FG previously included conservative contingencies because the design is currently programmatic. We would prefer to increase. Results from compressed schedule.

Ref page 3
Reconciles to previous total