



Hall County Government  
FINANCIAL SERVICES

**REQUEST FOR BEST-AND-FINAL-OFFER**  
**RFQ/P #44-010**

For the provision of

**Renovation of Animal Services HVAC and  
Lighting**

POST OFFICE DRAWER 1435  
GAINESVILLE, GA 30503

t: 770.535.8270 | f: 770.531.6711

**Director**  
**Wesley Geddings**

Hall County, Georgia request a Best-and-Final-Offer for the Cost Proposal portion for the provision of Owner's Representative for the Renovation of Animal Services HVAC and Lighting. The County intends to award one (1) contract to one (1) firm for this initial feasibility study.

**DUE DATE: August 11, 2023, 11:00 am EST**

Please complete the attached Exhibit C – Mandatory Cost Proposal Worksheet and email back to [jdorough@hallcounty.org](mailto:jdorough@hallcounty.org) by the Due Date noted above.

Your firm is not required to present a Best-and-Final-Offer. If one is not received then the County will use your original Cost Proposal for evaluation.

Sincerely,

Julie Dorough  
Issuing Officer  
Hall County Georgia  
[jdorough@hallcounty.org](mailto:jdorough@hallcounty.org)

**EXHIBIT C**  
**Mandatory Cost Proposal Worksheet**  
**RFQ/P #44-010**

**Best – and - Final - Offer**

**Company Name:** Trane US Inc

**Bidder's Name:** Giancarlo Cicero, Area General Manager

**Bidder's Signature:** 

**Date:** 8/11/2023

1. Furnish all labor, removal, material, equipment, and administrative coordination for the renovation of the Animal Services HVAC and Lighting Renovation project. The design shall be turnkey, and all aspects of the design shall be included in the consultant's pricing including, but not limited to; the removal of four (4) existing DX split systems and the installation of two (2) new ground mounted RTUs and new exhaust systems for the four (4) dog kennel rooms. There are six (6) additional DX split systems to be replaced with new equipment. There is also a need for site lighting design and installation for the parking lot.

1a. Labor: to remove old equipment \$ 39,678

1b. Labor: to install new equipment \$ 837,215

1c. Material / Equipment: \$ 1,102,977

1d. Additional Costs: \$ 106,359

Breakdown of all items to support bid total:

Item 1c. includes warranties, bond, travel, use tax, and provisions for general site conditions.

The three alternate bids offered in Section C, of our original proposal are adjusted as follows:

Alternate 1 - \$38,177, Alternate 2 - \$54,167, Alternate 3 - \$57,935. The Alternate bids are not included in the total bid below.

**1e. Bid Total:**  
**\$ 2,086,229**

1f. Define warranty for material and labor provided above:

1 Year parts and labor on equipment, 1 Year on workmanship from substantial completion. Equipment warranty begins on start-up. 5 Year parts and labor on equipment if Alternate 1 is taken.

---

1g. Define project completion time after receipt of formal Notice to Proceed:

12 months from Notice to Proceed until substantial completion.

---

---

Questions:

- All questions concerning the proper method of submittal of your proposal are to be directed to: Julie Dorough, Buyer, [jdorough@hallcounty.org](mailto:jdorough@hallcounty.org)

Note: Any exceptions to or variations from the above specifications must be stated in the following section titled "Exceptions to Specifications" to be considered.

Exception to Specifications:

- All exceptions to the enclosed specifications must be stated below to be considered:

Pricing in items 1a-1c are only good if taken together and not inclusive of the alternates offered. Trane wishes to refer Hall County to previously negotiated terms and conditions between "Trane U.S. Inc.," and "Hall County, GA," dated January 14<sup>th</sup>, 2021. If selected, we intend to contract with Hall County under the previously negotiated terms. (The Government Center Project)

# Hall County Animal Center

## RFQ/P #44-010 Negotiation



### BEST AND FINAL OFFER

The table below represents Trane's best-and-final-offer to Hall County on RFQ/P #44-010 based on the request made on 8/10/2023. Only financial values are shown, and Trane refers the County to the original proposal for specifics regarding scope and other details.

	Original Bid	Best and Final
Base Bid	\$2,174,306	\$2,086,229
Alternate 1 – 5-Year Parts and Labor Warranty	\$42,320	\$38,177
Alternate 2 – Energy Option	\$55,720	\$54,167
Alternate 3 – Acoustical Panels	\$74,830	\$57,935



### FORECASTED BILLING

The forecasted billing schedule below has been completed based on Trane's projected implementation schedule. The schedule assumes that Trane will be given the notice to proceed October 1st and require 12 months to get to substantial completion in Q3 2024. Our understanding is that this will bridge two fiscal years for Hall County.

Month	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24
Forecasted Billing	\$313,234	\$34,402	\$34,402	\$34,402	\$250,581	\$519,426	\$266,497	\$77,879	\$34,402	\$48,442	\$263,083	\$198,054	\$11,427
								FY' 2024	\$1,565,223			FY' 2025	\$521,006
												Total	\$2,086,229

The billing schedule assumes contract billing based on the same terms and conditions that Trane and Hall County used to engage on the Government Center HVAC Renovation Project. The schedule is subject to change and not guaranteed.