



MEMO

To: Northfield City Council

From: Steve Underdahl, President & CEO

Date: February 12, 2019

RE: RFP Award

The Northfield City Council is being informed that RJM Construction was selected as the contractor for the clinic and birth center expansion project.

Summary Report:

Both the Northfield Hospital Board of Directors and the City Council have approved moving forward to design and construct an expansion of the Northfield Clinic and Birth Center. A Request for Proposal was sent out to eight contractors. Six contractors submitted proposals. A selection team interviewed all six contractors and are recommending awarding the project to RJM, based on experience and fees.

The NH+C Board of Directors approved the recommendation and is updating the City Council of the intent to enter a contract with RJM for the project.

The RFP is included as an attachment.

Financial Impact:

Northfield Hospital + Clinics is responsible for all costs related to an expansion project.

Tentative Timeline:

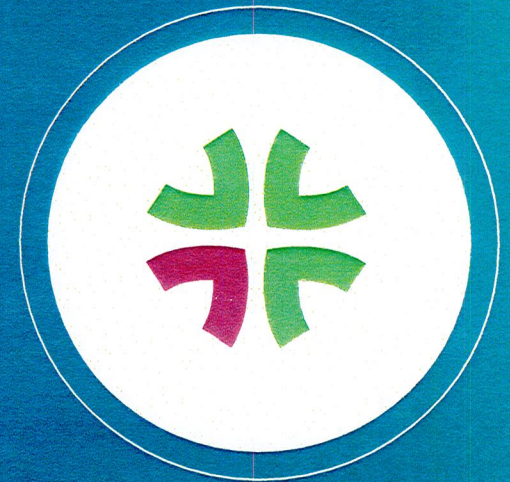
Pending successful negotiation of an agreement with RJM, the design phase would start in March. Final design will be presented to the Board and Council in May. It is anticipated that the Council will be asked to award construction bids in June. Groundbreaking could then be in August 2019.

Northfield Hospital + Clinics

Birth Center & Clinic Expansion Project

Design and Build Proposals

City Council
February 19, 2019



 Northfield
Hospital + Clinics



Project History

NH+C Board of Directors and City Council approved moving forward with an expansion project to:

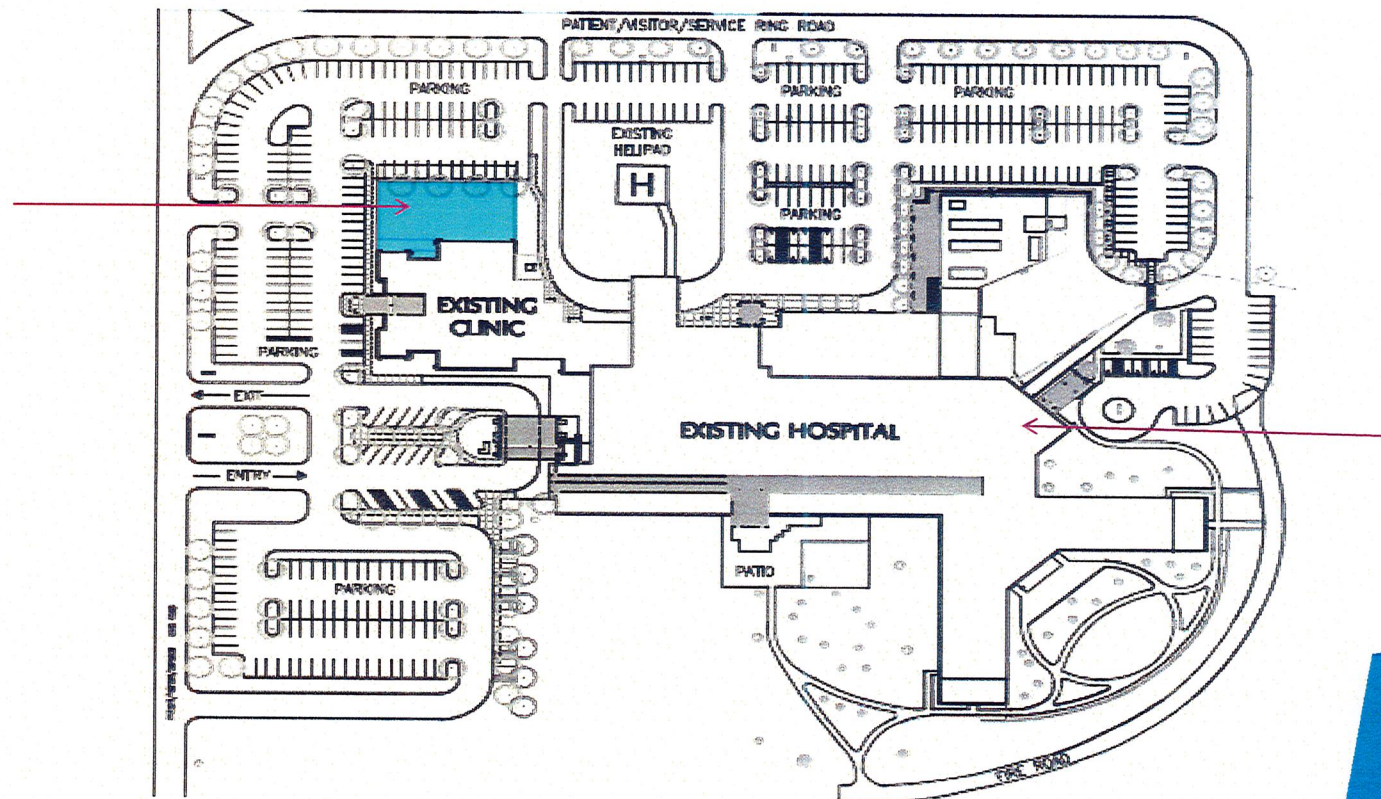
1. Expand and remodel the Northfield Clinic
2. Expand and remodel the Birth Center
3. Stay within a \$13M budget



Recent Progress

- Request for Proposal developed and distributed
- Six proposals returned and evaluated
- Preferred contractor identified

Birth Center/Clinic Expansion Project





Request for Proposals

Our Goals for the RFP:

1. Accurately reflect the scope of the project
2. Specify the selected project construction model
3. Attract qualified proposals
4. Obtain great value for project dollars
5. Set criteria to obtain the best partner for this project



Request for Proposals - The Process

- RFP delivered to eight construction companies
- Six companies visited to discuss the RFP
- Six proposals received
- All six contractors interviewed January 15th - 16th
- Interview team selected a preferred company



Contractors

Company

Bolt Company

JE Dunn

Joseph Company

RJM

Ryan Companies

Yanik Companies

Partner

Mohagen Hansen Architects

LHB Architects

Wold Architects

BWBR Architects

Pope Architects



Evaluation Team

Erica Zweifel

Pete Sandberg

Tammy Hayes

Kathleen Meier

Scott Norman

Jerry Ehn

City Council

Hospital Board

Chief Nurse Executive

Clinic Administrator

Director of Facility Services

Chief Operating Officer



Evaluation Criteria – Six Categories

1. Project Approach
2. Personnel Strength
3. Budget, Schedule, Safety & Quality Control
4. Local Market Understanding
5. Experience on Comparable Projects
6. Fees



Evaluation Team Findings

1. All six contractors were highly qualified and could perform the project
2. Two contractors were identified as top choices
3. One of these contractors scored higher overall
4. The other contractor would be a good alternative



Recommended Construction Company

RJM Construction (partnering with BWBR)

Scored high in all categories:

- Related experience

- Strong team

- Good safety record

- Understands local market

- Customer focused approach

- Positive experiences with NH+C

- Lower fees



Did the RFP Meet our Goals?

We believe so based on:

- Proposals accurately captured the scope of the project
- Fees for design and construction management matched the model
- Six, well qualified contractors submitted proposals
- Fee proposals appear to reflect value
- Evaluation team felt comfortable with the decision



Schedule

Now:

- Permission to enter into agreements with RJM granted by Board on January 31st
- City Council update tonight

Near:

- Design updates to Board and Council (April/May)
- Bids awarded by Council (June)
- Construction phase starting late summer 2019

Far:

- NH+C is a viable provider for clinic and OB services



Questions?
