

Comparison between two finalists

ICS	KA
Fast Response (NE)	Not given the opportunity to respond
Reliable/trustworthy/personable	Deb Henton (North Branch) gave high recommendation
Preferred vendor for Wold and Clark	KA states that they have a good working relationship with Wold and Clark
8 years experience in district	Let go by district last experience; district went with newly formed ICS. KA rep says that KA crew (7 years ago) let a person go and another person on the crew took a job with another company. At that time Pat and Gary worked for KA. ICS started the new company and stayed in Princeton on the project..
Experience in K-12 industry	Current Administration has not worked with KA, but KA has had extensive experience in K-12.
Small Company	Large Company
Saved us \$\$ at the Middle School by going to the MDE and working with them to use Health and Safety Dollars to benefit district. This is unusual and benefited the district greatly.	KA works with contractors. Michelle says that in every class she has taken says for public entities to do your best to have a CM/Owners Rep who doesn't have a relationship with contractors.
Good track record in passing bond referendums (9)	Not their specialty, but they have passed some. Offering their services at a reduced rate.
More information as project unfolds.	Construction fee would be locked in after passing a referendum, and would pay for accounting, internal costs, site supervision and project management. They would handle 30 to 50 bid packages. This is usually a %. KA cannot tell us the % until they know what the project entails.
ICS does consulting for us for some smaller projects for no cost	KA says that although it does look like they are higher in price, the reason is the owner's reps bid out general contractors, which are buried in bids out for site services. They do not.

Assisted the district with the lawsuit brought by a sub-contractor on the High School HVAC project	KA not employed for 477 recently.
On-site person has significant experience in the construction industry of K-12 projects. We will have a consistent on-site person, plus another person 1 or 2 times per week with one more occasional on-site person- this level of on-site support is more than Michelle has experienced in past projects.	Chad Rettke would be our contact person through-out the pre-referendum and pre-construction. Then we would get a different on site superintendent and assistant for paperwork. Chad would oversee but would not be present daily.
A community member stopped by Michelle's office on 4/19/2013, concerned that ICS would not be considered for the project.	NA
As the insurance company is processing our paperwork for NE they keep commenting on the reasonableness of the cost. They expected a much higher cost and a longer fix. ICS and Clark worked in tandem to bring us the best for our students..	NA
ICS stays past the year close out. If there is an issue with a building project on their watch they try to help solve it. (HVAC project at HS)	NA

5.8.2013