



**Financial Services
Procurement**
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Memorandum

Date: May 20, 2021

To: The Honorable Board of Directors

From: Sonya Collins, Chief Procurement Officer

CC: Cheryl Porter, Area Chief
Daniel Edwards, Procurement Manager
Mini Panicker, Project Manager

RE: Contract 2004082 – Rehabilitation of Woodward Sewer System
Vendor: Lanzo Construction

Background: On May 12, 2021, the above-mentioned contract was brought before the Board of Directors during the Operations & Resources Committee meeting, seeking approval to contract with Lanzo Construction. Committee Members requested additional information for the upcoming Board meeting on May 26, 2021.

Analysis: The primary question was whether Lanzo Construction had a business presence in the state of Michigan. Procurement has determined Lanzo Construction has a business presence in the state of Michigan and is a registered business with the state of Michigan. Lanzo Construction has two locations one in Florida located at 125 SE 5th Court, Deerfield Beach, Florida 33441, and one located at 28135 Groesbeck Hwy, Roseville, MI 48066. Procurement recommends award of this contract to Lanzo Construction based on the firm meeting all the requirements under the solicitation as well as the requirements set forth in the Procurement Policy.

The following is the response to the additional information by the vendor as requested by the Committee.

Question 1: Does Lanzo Const. Co., Florida has the necessary equipment to do this job and where is that equipment located?

Vendor Response 1: Lanzo owns all the required equipment both for the Civil and the Rehabilitation portion of the work, most of the needed equipment is located in our Michigan location and any additional equipment needs are shared between both locations, and/or secured.

Question 2: Does the vendor have the employees necessary to do this work here or are they subcontracting the work out?

Vendor Response 2: We currently staff fully qualified employees in Michigan including field and management. Additional employees needed through the course of business are hired locally. The majority of work on this project will be self-performed. Currently we have qualified crews established performing rehabilitation of existing large diameter sewers in Detroit Michigan.

Question 3: Where are their employees located/live? If not locally, how is that going to work?

Vendor Response 3: Most of our Michigan staff resides in Wayne, Oakland, and Macomb Counties.

Question 4: Are they having any subcontractors? If so, where are they located and what type of work will they be doing?

Vendor Response 4: Subcontractors and suppliers are to be sourced locally, including specifically, traffic control, concrete, asphalt, and precast material.

Question 5: If they are subcontracting, how can it be completed for the lower price as bid? If not subcontracting, still how can it be done for this price?

Vendor Response 5: Lanzo will be performing most of the work in house. Lanzo has a very extensive resume of successfully completed construction projects built over the past 50+ years. Our current resume which was supplied with our proposal reflects our knowledge and expertise in heavy civil and rehabilitation projects. Lanzo has successfully completed hundreds of projects in the tri-county southeast Michigan area. Lanzo has confirmed our pricing during our meeting with GLWA on Monday April 19, 2021 and is comfortable with its bid.

Question No. 6: How can Lanzo Const. Co. conduct business from Florida and do this job correctly within the price, time and give a quality job?

Vendor Response 6: This project will be managed and constructed with our Michigan based management and employees within our proposed pricing and time frame.