



Doing Business with Lake County

**Upcoming Contracting &
Subcontracting Opportunities**

January 21, 2022

Overview

Purpose

- **Overview of contracting & subcontracting opportunities for construction projects for Lake County**

Agenda

- **Doing Business with Lake County**
- **FY22 Construction Program**
- **Job Order Contracting**

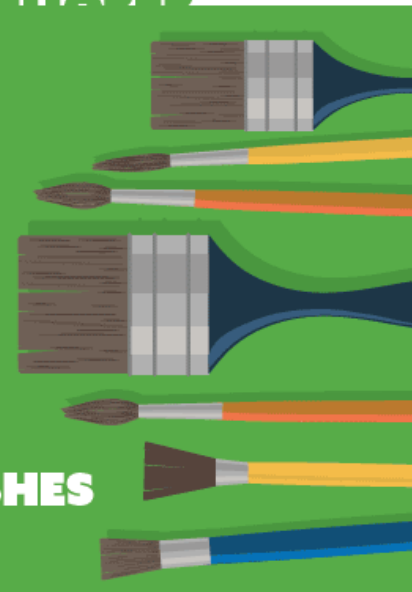
FROM BIG PURCHASES

TO SMALL PURCHASES

**LAKE COUNTY
INVESTS \$186
MILLION EACH YEAR
ON VARIOUS GOODS
AND SERVICES.**



PAINT BRUSHES



FROM ONE PERSON VENDORS

TO LARGE BUSINESSES

**MORE THAN \$34
MILLION SPENT
LOCALLY IN LAKE
COUNTY EACH YEAR.**



**NATIONAL
COMPANIES**



GET REGISTERED

Register at
doingbusiness.lakecountylil.gov

1

GET THE BUSINESS

Submit bids/proposals/quotes for your products and services. Lake County Purchasing will review and evaluate, then make a recommendation. If selected, enter into a contract with the County.

2

GET PAID

Issue invoices for goods and services; The County will make payment within 30 days from the date the invoice was received.

3

Doing Business with Lake County

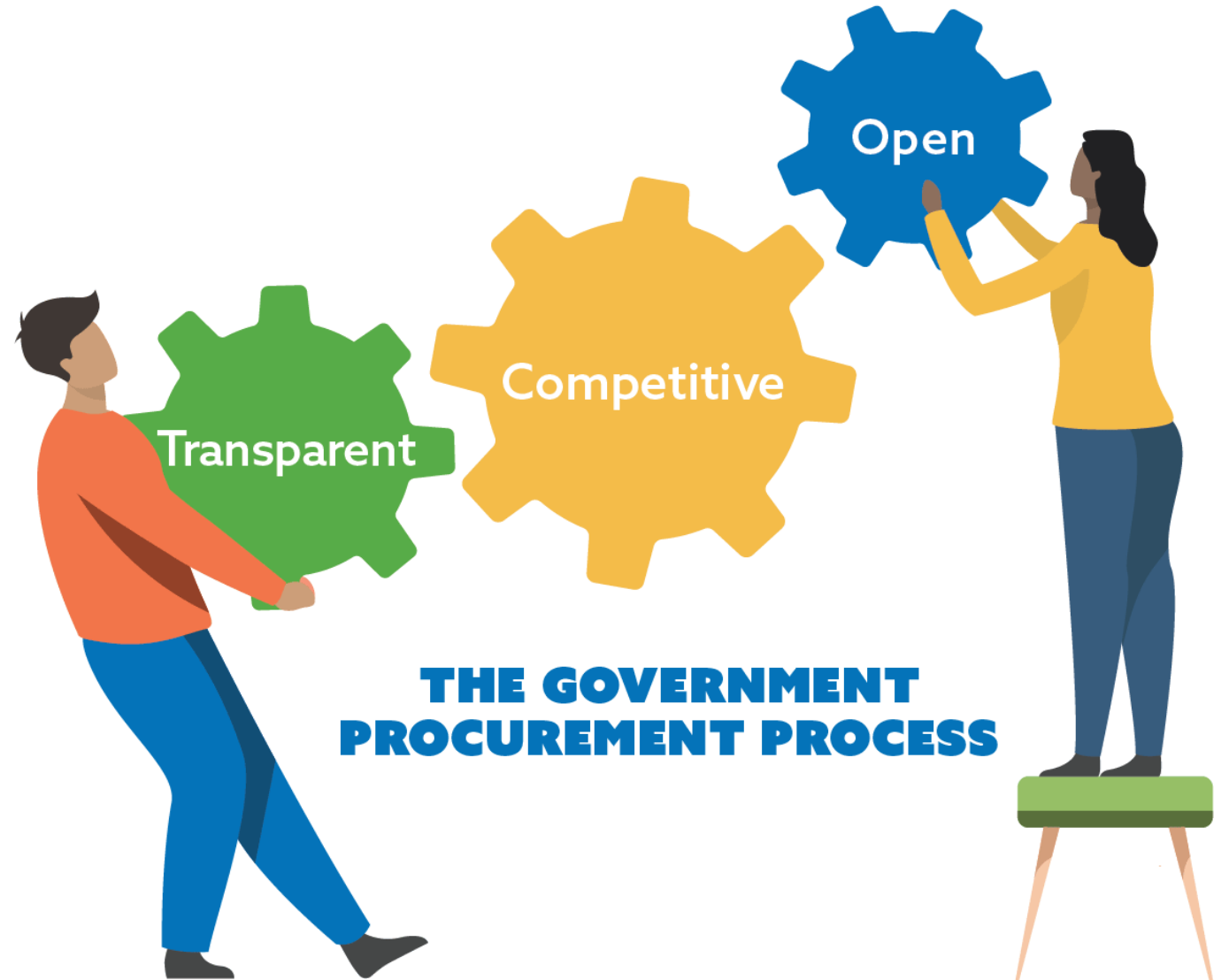
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Doing Business with Lake County

- 75 -100 Bids and Requests for Proposals issued annually
- 25% of procurement is for construction services
- Engage local contractors through JOC Program
- Register for bid opportunities



Purchasing's Role

- Ensures an open, competitive process that protects against fraud and favoritism.
- Assists departments and agencies in purchasing required goods and services in conformance with the Lake County Purchasing Ordinance.
- Accepts bids and proposals from vendors
- Strives to increase awareness about business opportunities for local, women-owned and minority-owned businesses

How Does it Work?

Types of Purchases:

- **Invitations for Bids (IFB):** Purchases over \$30,000 require legal advertising and a formal, official opening of bids.
- **Requests for Proposals (RFP):** Purchases of professional services, such as equipment maintenance, consulting, engineering, janitorial service. Contracts are awarded to the most qualified vendor.
- **Requests for Quotes (RFQ):** Purchases under \$30,000 use a purchase order and obtain quotes from vendors.

FY22 Construction Program: Contracting and Sub-Contracting Opportunities



Quarter	Procurement Description	Department	Contract Type	Estimated Cost
1st	Green Oaks Watermain Replacement	Public Works	Construction – Bid	\$265,000
1st	DOT Security Improvement: Access control and minor electrical work	Facilities/Construction	Construction – JOC	\$600,000
1st	Security Equipment Improvements: multiple locations to install cameras, access control, and upgraded servers	Facilities/Construction	Construction – JOC	\$1,000,000
1st	Oak Terrace Water System New Water Supply Well and Testing	Public Works	Construction – Bid	\$584,000
2nd	Work Release Roof Repair: full replacement of the existing roof to include some structural repair and membrane replacement	Facilities/Construction	Construction - Bid	\$750,000
2nd	Depke Electrical Improvements: installation of new emergency generator and electrical switch gear	Facilities/Construction	Construction - Bid	\$700,000
3rd	Center Court Pumps Install: install circulation pumps to the main heating loops for the 4-story courthouse	Facilities/Construction	Construction - JOC	\$350,000
3rd	Sheriffs Shooting Pad Replacement: remove existing, improve sub-soil and drainage, and repave shooting pad	Facilities/Construction	Construction - Bid	\$200,000
3rd	Jail DDC and AHU: replace pneumatic controls and AHU Repairs/Replacements	Facilities/Construction	Construction - JOC	\$400,000
4th	Depke Operational Improvements: renovation to improve life Safety, laundry room, employee breakroom, and employee locker room flooring	Facilities/Construction	Construction - Bid	\$1,000,000

Job Order Contracting

- **Multiple Source Contract – Competitively solicited and awarded to three general contractors:**
 - **Paul Borg Construction Company**
 - **McDonagh Demolition Company**
 - **Homestead Electric Company**
- **12-month initial term – July 31, 2019 – July 30, 2020**
 - **4 additional one-year renewals**
- **Contract value per contractor per year:**
 - **\$50K guaranteed minimum**
 - **\$2M potential maximum**



Background

Lake County History

- JOC was introduced to Lake County to address specific issues:
 - Project backlog (FCS Facilities Assessment projects)
 - Need for consistent, dependable projects in sensitive areas (Courts and Jail)

JOC is another delivery method for Lake County to procure construction services

Identify Scope of Work

- In House Trades
- Traditional Design-Bid-Build
- Job Order Contracting (JOC)

Start Construction

JOC is not meant to replace any procurement method. It is another tool for the Lake County to accomplish work.

Background

What is Job Order Contracting (JOC)?

Job Order Contract (JOC) is:

- **Firm, Fixed Price: Pre-priced work tasks within a Construction Task Catalog**
 - **Gordian Group provides proprietary catalog of unit costs for construction activities**
 - **Unit costs based on industry and locality pricing metrics**
- **Competitively Bid: All bidders submit a set of adjustment factors to the fixed prices in the construction task catalog**
- **Indefinite Quantity:**
 - **Contract is for a fixed term**
 - **Guaranteed minimum value (\$50K)**
 - **Potential maximum value (\$2M per year)**

Job Orders are issued for individual projects and primarily focused on FCS Facilities Assessment projects

Projected Projects

FY22 and Beyond

Project Types and Projected Costs for next Fiscal Year:

- **Preservation: \$1.3M**
 - Community Corrections, Work Release, Roof Replacement
 - Center Courts Heating Pumps
 - Sheriff's Office Shooting Pad Replacement
- **Modernization: \$1.1M**
 - Depke Electrical Upgrades, Emergency Generator and Electrical Switchgear
 - Babcox Jail HVAC Controls and Air Handler Repairs
- **Security: \$1.6M**
 - DOT Security Improvements
 - Security Improvements: Cameras and Controls at Jail, Branch Courts, CPF, 911, and Highway Patrol

Meet the JOC Contractors



Josh Tyrrell

Project Executive

McDonagh

7243 W. Touhy Ave.

Chicago, IL 60631

312-802-1216

Josh.T@McDonaghDemo.com

www.McDonaghDemo.com

Meet the JOC Contractors



Kurt Hombaker

**Homestead Electrical Contracting, LLC
Project Manager**

Work: 815-363-1222

Mobile: 847-269-0591

Other: 815-363-1226

kurt@homesteadelectric.com

**27839 W. Concrete Drive
Ingleside, IL 60041**

Meet the JOC Contractors



Paul Borg Construction Company

2007 South Marshall Blvd.

Chicago, IL 60623

773-523-1111

Scott Bronson

scott@paulborgconstruction.com

Cell: 312-617-0715

Keep Informed



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TO REGISTER
YOUR BUSINESS**



**SCAN THIS
QR CODE**

or visit
doingbusiness.lakecountyl.gov
for more information

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