



KCRC

**Recommendation to the
Kent County Board of Road Commissioners**

June 14, 2022

Contract #22-47: Furniture for the New Central Complex

Described below is a summary of the process of reviewing furniture proposals for the new Central Complex, evaluation of the organization's interviews, and recommendation of the selected company.

Three furniture companies submitted proposals to furnish the new Central Complex. The proposals were reviewed by eight KCRC representatives consisting of: Steve Warren, Wayne Harrall, Macy Barcheski, Erik Easterly, Steve Roon, Andrew Nordstrom, Kent County's Linda Rensland, and Hobbs + Black's Ryan Wrigley. KCRC required respondents to address 12 specific items in their proposals. The proposals submitted by the three companies addressed those items to varying degrees. Below is the proposal scoring tabulation.

Firm	Grade (%)
Custer, Inc.	100%
Trellis Partners, LLC	67%
Interphase Interiors, Inc.	17%

All three companies were brought in for in-person interviews, which took place on May 25, 2022.

For the interviews, the companies were provided three topic areas, and were instructed to address those subjects during their presentation. During the interviews, the responses to the topics were evaluated by each KCRC representative. Following the completion of all interviews, each KCRC representative ranked the consultants overall, referencing both their proposal and their interview, with a 1 as the most responsive and 3 the least; the results are shown below:

Firm	Ranking
Custer, Inc.	1.375
Interphase Interiors, Inc.	2.25
Trellis Partners, LLC	2.375

Based on the company profile, experience, and furniture design solution, the KCRC team concluded that Custer, Inc. earned the highest ranking, receiving first place votes from 6 of 8 of our team members.

As the most responsive and responsible to our RFP and interview criteria, staff requests for the Board to authorize staff to award and execute Contract #22-47: Furniture for New Central Complex to **Custer, Inc.** Staff will negotiate and execute once the design development scope of work has been finalized, contingent of the final estimate to be within the estimated budget of **\$950,000**.

Erik Easterly
Project Engineer (Project Manager)

Andrew Nordstrom
Purchasing Manager