

AN ORDINANCE 2007-11-01-1152

ACCEPTING THE PROPOSAL OF AMERICAN ROOFING FOR THE ALAMODOME ROOF REPAIR PROJECT IN THE AMOUNT OF \$1,525,096.00; AND AUTHORIZING TOTAL PROJECT EXPENDITURES OF \$1,633,853.00, INCLUDING \$106,757.00 FOR CAPITAL ADMINISTRATIVE COSTS AND \$2,000.00 FOR ADVERTISING COSTS.

* * * * *

WHEREAS, Ordinance No. 2007-04-19-0415, dated April 19, 2007, authorized the appropriation and expenditure of \$5,400,000.00 in Alamodome Capital Improvements necessary to host future events and to maintain the facility's viability and marketability for luring and hosting future events and among the 19 projects approved by this Ordinance, \$1,650,000.00 was appropriated for the replacement of the Alamodome's roof; and

WHEREAS, three (3) proposals were received in response to a Competitive Sealed Proposal solicitation process to identify the best-qualified company to perform this work and the proposals were reviewed on Background, Experience and Qualifications, Proposed Plan, Price, and SBEDA compliance; and

WHEREAS, an evaluation committee was established, comprised of representatives from the Convention, Sports and Entertainment Facilities Department, Capital Improvements Management Services Department, Economic Development Department - Small Business Office and the Alamodome's consulting architectural/engineering firm, Marmon Mok, and after review of the proposals American Roofing was deemed the best-qualified; **NOW THEREFORE:**

BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF SAN ANTONIO:

SECTION 1. The proposal submitted by American Roofing for the Alamodome Roof Repair Project for the amount of \$1,525,096.00 is accepted, subject to and contingent upon the deposit of all required bonds, performance deposits, insurance certificates and endorsements. The contract documents consist of the Formal Invitation for Competitive Sealed Proposals for Alamodome Roof Repairs, American Roofing's proposal, this Ordinance and the resulting purchase order. The proposal and proposal tabulation sheet are attached to this Ordinance as Exhibit I.

SECTION 2. Total project expenditures of \$1,633,853.00, including \$106,757.00 for capital administrative costs and \$2,000.00 for advertising costs are authorized.

SECTION 3. The amount of \$1,525,096.00 is appropriated in SAP Fund 47099000, Convention Center Capital Projects, SAP Project Definition 45-00010, Alamodome Capital Improvements, SAP WBS Element 45-00010-05-02-01, entitled City Construction, SAP GL Account 5201140, and is authorized to be encumbered and made payable to American Roofing, for construction services.

SECTION 4. The amount of \$106,757.00 is appropriated in SAP Fund 47099000, Convention Center Capital Projects, SAP Project Definition 45-00010, Alamodome Capital Improvements, SAP WBS Element 45-00010-05-02-01, entitled City Construction, SAP GL Account 5402010, and is authorized to be encumbered and made payable for capital program administrative costs.

SECTION 5. The amount of \$2,000.00 is appropriated in SAP Fund 47099000, Convention Center Capital Projects, SAP Project Definition 45-00010, Alamodome Capital Improvements, SAP WBS Element 45-00010-05-02-01, entitled City Construction, SAP GL Account 5201150, and is authorized to be encumbered and made payable for advertising expenses.

SECTION 6. The financial allocations in this Ordinance are subject to approval by the Director of Finance, City of San Antonio. The Director of Finance may, subject to concurrence by the City Manager, or the City Manager's designee, correct allocation to specific SAP Fund Numbers, SAP Project Definitions, SAP WBS Elements, SAP Internal Orders, SAP Fund Centers, SAP Cost Centers, SAP Functional Areas, SAP Funds Reservation Document Numbers, and SAP GL Accounts as necessary to carry out the purpose of this Ordinance.

SECTION 7. This Ordinance shall be effective on and after the tenth day after passage.

PASSED AND APPROVED this 1st day of November, 2007.

ATTEST:


City Clerk


M A Y O R
PHIL HARDBERGER

APPROVED AS TO FORM:



for City Attorney

Exhibit
I

CITY OF SAN ANTONIO

Issued By: Department of Asset Management
ID NO.: CSP-45-00004-1

Date Issued: August 27, 2007
page 1 of 2

FORMAL INVITATION FOR COMPETITIVE SEALED PROPOSALS ALAMODOME ROOF REPAIRS

Sealed proposals in duplicate, subject to the Terms and Conditions of this Invitation for Competitive Sealed Proposals and other contract provisions, will be received at the Office of the City Clerk, City Hall 100 Military Plaza, 2nd floor until **1:00 p.m.** local time on **Wednesday, October 10, 2007**. This is the *solicitation deadline*. Competitive Sealed Proposals must be submitted in an envelope and clearly marked with the due date of proposal, proposer name, Project Name and ID NO. The City is not responsible for submissions not clearly and appropriately marked. Late submissions will be rejected and returned to proposer.

This invitation includes the following documents:

- | | |
|--|---|
| 011 Invitation for Competitive Sealed Proposals/ 021 Pricing Form | 053 Letter of Intent |
| 030 Contractor's Qualifications Statement | 054 Change of Subs Form |
| 035 Plan/Schedule | 060 Calendar Day Contract |
| 040 Standard Instructions to Respondents | 075 Performance Bond |
| 045 Evaluation of Proposals | 076 Payment Bond |
| 050 Small Business/Economic Development Advocacy (SBEDA) Requirements | 080 General Conditions |
| 051 List of Subcontractors (required for contracts below \$200,000) | Plans, Specifications, Special Conditions |
| 052 Good Faith Effort Plan (required for contracts \$200,000 or above) | |

Plans, Specifications and Special Conditions may be purchased at a cost of \$50.00 per set (tax included) from the offices of the consultant: **Marmon Mok Architecture** located at 700 N. St. Mary's Ste. 1600 San Antonio, TX 78205 or by phone at 210-223-9492. No refund will be made for plan sets that are returned. Addenda will be posted on the web at www.sanantonio.gov/rfp along with this solicitation. Changes to Plans, Specifications and Special Conditions will be included in an addendum and may be obtained from the above mentioned office. Bidder understands and agrees that bidder is responsible for obtaining addenda and adhering to all requirements in addenda. City is not responsible for incorrect information obtained through other sources.

A pre-submittal conference will be held at Alamodome Meeting Room M on Tuesday, September 25, at 10am.

The following documents (fully completed and signed) constitute the required information to be submitted as a part of the proposal clearly marked on the outside of the sealed envelope with due date of proposal, proposer name, Project Name and ID NO as follows:

- | | |
|--|--|
| 1) 011 Invitation for Sealed Proposals | 5) 042 List of Subcontractors/Suppliers (For projects less than \$200,000), or |
| 2) 021 Pricing Form, unit prices & Plan | 6) 041 Good Faith Effort Plan (For projects \$200,000 and over) |
| 3) 030 Contractor's Qualifications Statement | 7) 043 Letter of Intent |
| 4) Bid bond or cashiers check | |

It is understood and agreed that the work is to be completed in full on or before 152 calendar days. This project does not include hazardous environmental work. This project requires project sign(s).

This is a Public Works Contract and chapter 2258 of the Texas Government Code requires that not less than the prevailing wage rate for work of a similar character in this locality shall be paid all laborers, workmen, and mechanics employed in the construction thereof. The Wage Decision Number Building TX070003 (search under TX3) shall be used on this contract.

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with contract documents for the work/amount(s) shown on the accompanying proposal sheet(s). The work proposed to be done shall be accepted when fully completed and finished to the entire satisfaction of the City. The undersigned certifies all prices contained in this proposal have been carefully checked and are submitted as correct and final. The Respondent, by submitting this proposal and signing below, acknowledges that he/she has read the entire document and agreed to the terms therein and has received all Addenda.

Official Name of Company (legal): American Roofing & Metal Co., Inc.

Signature of Person Authorized to Sign Proposal

Signer's Name: GREGORY A SALVENDY
(Please Print or Type) SEE SIGNATURE

021

PRICING FORM

I. BASE PRICE

Amount of Base Price (Insert Amount in Words and Numbers):

One million one hundred thirty thousand
eight hundred sixty six and 00/100 \$1,130,866.00

II. Alternates

Amount of each Alternate (Insert Amount in Words and Numbers):

Alt. No. 1 -- Install 80 mil membrane in lieu of specified 60 mil thick membrane on Upper Roof Area for additional amount of

Thirty three thousand nine hundred
seventy five and 00/100 \$33,975.00

Alt. No. 2A -- Remove, repair, reinstall sidewall flashing and cap at enlarged battens for additional amount of

Three hundred sixty thousand
two hundred fifty five and 00/100 \$360,255.00

Alt. No. 2B -- Remove, repair, reinstall 2,500 linear feet sidewall flashing and 1,250 linear feet of cap at designated enlarged battens for additional amount of

Ninety five thousand nine hundred
eighteen and 00/100 \$95,918.00

American Roofing & Metal Co., Inc.

(210) 224-5463

Official Name of Company (legal)

Telephone No.

800 Wyoming Street

(210) 224-4506

Address

Fax No.

San Antonio, Texas 78203

jimm@amerroofing.com

City, State and Zip Code

E-mail Address

* See Attached Unit Cost

* We Acknowledge Addendum #1 Dated 10/3/07



801 Wyoming Street • San Antonio, Texas 78203-1296
210/224-5463 • Fax 210/224-4506 • www.amerroofing.com

SCHEDULE OF UNIT PRICES

- A. Total hourly rate per man hour, for a fully qualified roof mechanic to include all expenses, insurance, overhead and profit, required to perform minor changes to the Work, as requested by the Owner during the Work. **\$63.00 per Man Hour**
- B. Repair of metal roof panel joints exceeding Base Bid Amount per panel joint. **\$110.00 per Man Joint**
- C. Removal and replacement of unserviceable gunnable sealant with new sealant per linear foot. **\$8.00 per LF**
- D. Removal and replacement of unserviceable tape sealant with new sealant tape per linear foot. **\$8.00 per LF**
- E. Install gunnable sealant and re-seam standing seams on metal roof per linear foot. **\$30.00 per LF**
- F. Remove unserviceable wood nailers and blocking and install new per board foot. **\$6.50 per BF**
- G. Clean, prepare, prime existing metal surface and install 6 inch wide Dow Corning 123 Silicone Seal System per linear foot. **\$20.00 per LF**
- H. Replace stainless steel pop-rivet per each. **\$10.00 each**
- I. Replace gasketed, oversize stainless steel screw per each. **\$13.00 each**
1. **UNIT PRICE #1** – Total hourly per man hour, for a fully qualified roof mechanic to include all expenses, insurance, overhead and profit, required to perform minor changes to the Work, as requested by the Owner during the Work.
\$63.00 per hour
2. **UNIT PRICE #10** – Replace damaged rigid insulation board.
\$10.00 per square foot

Section 030
CONTRACTOR'S QUALIFICATION STATEMENT

1. **Respondent Information:** Provide the following information regarding the Respondent.
(NOTE: Co-Respondents are two or more entities proposing as a team or joint venture with each signing the contract, if awarded. Sub-contractors are not Co-Respondents and should not be identified here. If this proposal includes Co-Respondents, provide the required information in this Item #1 for each Co-Respondent by copying and inserting an additional block(s) before Item #1.2. If Joint Venture or Partnership, attach Joint Venture or Partnership Agreement.)

Respondent Name: American Roofing & Metal Co., Inc.
(NOTE: Give exact legal name as it will appear on the contract, if awarded.)
Principal Address: 800 Wyoming Street
City: San Antonio State: Texas Zip Code: 78203
Telephone No. (210) 224-5463 Fax No: (210) 224-4506

List here, any other names under which Respondent has operated within the last 10 years. (add space as needed)
N/A

1.2 **Business Structure:** Check the box that indicates the business structure of the Respondent.
 Individual or Sole Proprietorship If checked, list Assumed Name, if any: _____
 Partnership _____
 Corporation If checked, check one: For-Profit Nonprofit
Also, check one: Domestic Foreign
 Other If checked, list business structure: _____

1.3 **Ownership:** Does Respondent anticipate any mergers, transfer of organization ownership, management reorganization, or departure of key personnel within the next twelve (12) months?
Yes No

1.4 Is Respondent authorized and/or licensed to do business in Texas?
Yes No If "Yes", list authorizations/licenses.
Charter #250995

1.5 Where is the Respondent's corporate headquarters located? San Antonio, Texas

1.6 **Local Operation:** Does the Respondent have an office located in San Antonio, Texas? Yes
Yes No If "Yes", respond to a. and b. below:
a. How long has the Respondent conducted business from its San Antonio office?
Years 103 Months _____
b. State the number of full-time employees at the San Antonio office. 125

1.7 **County Operation:** If the Respondent does not have a San Antonio office, does the Respondent have an office located in Bexar County, Texas?

Yes No If "Yes", respond to a. and b. below:

a. How long has the Respondent conducted business from its Bexar County office?

Years _____ Months _____

b. State the number of full-time employees at the Bexar County office. _____

1.8 **Organizational Chart:** Attach a one page copy of your business organizational chart for the portion of your business that will be involved with this project, complete with names and titles, identify as Attachment 1.8.

1.9 **Debarment/Suspension Information:** Has the Respondent or any of its principals been debarred or suspended from contracting with any public entity?

Yes No If "Yes", identify the public entity and the name and current phone number of a representative of the public entity familiar with the debarment or suspension, and state the reason for or circumstances surrounding the debarment or suspension, including but not limited to the period of time for such debarment or suspension.

1.10 **Surety Information:** Has the Respondent ever had a bond or surety canceled or forfeited?

Yes No If "Yes", state the name of the bonding company, date, amount of bond and reason for such cancellation or forfeiture.

1.11 **Bankruptcy Information:** Has the Respondent ever been declared bankrupt or filed for protection from creditors under state or federal proceedings?

Yes No If "Yes", state the date, court, jurisdiction, cause number, amount of liabilities and amount of assets.

1.12 **LITIGATION DISCLOSURE - Failure to fully and truthfully disclose the information required by this Litigation Disclosure may result in the disqualification of your bid/proposal from consideration or termination of the contract, once awarded.**

A. Have you or any member of your Firm or Team to be assigned to this engagement ever been indicted or convicted of a felony or misdemeanor greater than a Class C in the last five (5) years?

Yes No

B. Have you or any member of your Firm or Team been terminated (for cause or otherwise) from

any work being performed for the City of San Antonio or any other Federal, State or Local Government, or Private Entity? Yes No

C. Have you or any member of your Firm or Team been involved in any claim or litigation with the City of San Antonio or any other Federal, State or Local Government, or Private Entity during the last ten (10) years? Yes No

If you have answered "Yes" to any of the above questions, please indicate the name(s) of the person(s), the nature, and the status and/or outcome of the information, indictment, conviction, termination, claim or litigation, as applicable. Any such information should be provided on a separate page and submitted with your bid/proposal as Attachment 1.12.

2. EXPERIENCE

2.1 How many years has your current organization been doing business as a construction general contractor? 103 years.

2.2 How many years have you been doing construction-contracting work under previous business name(s)? 71 years.

2.3 Type of work provided by your firm directly or through subcontractors with your firm acting as prime (mark with an "X" all that apply):

| CSI Division | X | Division | X |
|-------------------------------|---|---------------------------|----------------------|
| 1 General Requirements | | Excavation | |
| 2 Existing site conditions | | Underground drain | |
| 3 Concrete | | Concrete flat work | |
| 4 Masonry | | Asphalt Road Work | |
| 5 Metals | | Sanitary Sewer | |
| 6 Wood, plastic, & composite | | Water system | |
| 7 Thermal & moisture protect | X | Gas Line | |
| 8 Openings(windows/doors) | | Underground Electric | |
| 9 Finishes | | Bridges | |
| 10 Specialties | | | |
| 11 Equipment | | List Others Below | X (All Listed Below) |
| 12 Furnishings | | Lumber, Roof & Deck | |
| 13 Special construction | | Insulation, Vapor | |
| 14 Conveying Equipment | | Retarders, Roof & Wall | |
| 22 Plumbing | | Panels, Wall Panels, | |
| 23 HVAC | | Siding, Membrane Roofing, | |
| 26 Electrical | | Sheet Metal Flashing | |
| 28 Electronic Safety/security | | & Trim, Sealants, | |
| 31 Earthwork | | Caulking & Seals, | |
| 32 Exterior Improvements | | Lightning Protection | |
| 33 Utilities | | | |

See Construction Specification Institute (CSI) Division Library for full explanation of Divisions.

2.4 STATEMENT ON PRESIDENT'S EXECUTIVE ORDERS

Has your firm previously performed work subject to the President's Executive Orders Numbers 11246 and 11375 or any preceding similar executive orders (Numbers 10925 and 11114)? Yes No

Contractors/Consultants/Vendors on work paid by federal funds will be required to comply with the president's executive order no. 11246, "Equal Employment Opportunity," as amended by executive order no. 11375, "amending executive order 11246 relating to equal employment opportunity," and as supplemented by regulations at 41 CFR part 60, Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department Of Labor.

2.5 **Equipment & Facilities:** List any special equipment or facilities available to do the required work accurately and expeditiously.

2.6 Complete attachment 2.6 entitled **RELEVANT EXPERIENCE LIST** (You may add lines to this form and provide explanations, as necessary)

2.7 **SITE SUPERINTENDENT:**

- 2.7.1 Name of the proposed site superintendent: Bill Krusinsky
- 2.7.2 Number of years of superintendent experience (including previous employment) 21 years
- 2.7.3 Number of years employed with this organization 17 years
- 2.7.4 Names of similar projects of this organization where employed as superintendent and name of owner (add space as necessary) List no more than 5 relevant projects.

The Shops at Park North, Middleman Construction Brooks Corner Retail,
Joeris Inc. Royal Oaks Addition, Thigpen Construction (see attachment)

2.8.1 **PROJECT MANAGER:**

- 2.8.2 Name of the proposed project manager Jim Forestello
- 2.8.3 Number of years of project management experience (including previous employment) 25 years
- 2.8.4 Number of years employed with this organization 13 years
- 2.8.5 Names of similar projects of this organization where employed as project manager and name of owner (add space as necessary) List no more than 5 relevant projects.

Same as above (see attachment)

2.9 **LETTERS OF REFERENCE** may be included as attachment 2.12. Letters of reference should be relevant to this project. Letters of reference are optional.

3. **FINANCIAL**

- 3.1 **Attachment 3.1: Financial Statement.** Attach a financial statement, preferably audited, including your organization's latest balance and income statement showing current assets, net fixed assets, other assets, current liabilities and other liabilities. Clearly indicate name and address of firm preparing financial statement, and date thereof. If the financial statement is

not for the identical organization named in the bid/proposal, explain the relationship and financial responsibility of the organization whose financial statement is provided (parent, subsidiary, etc.).

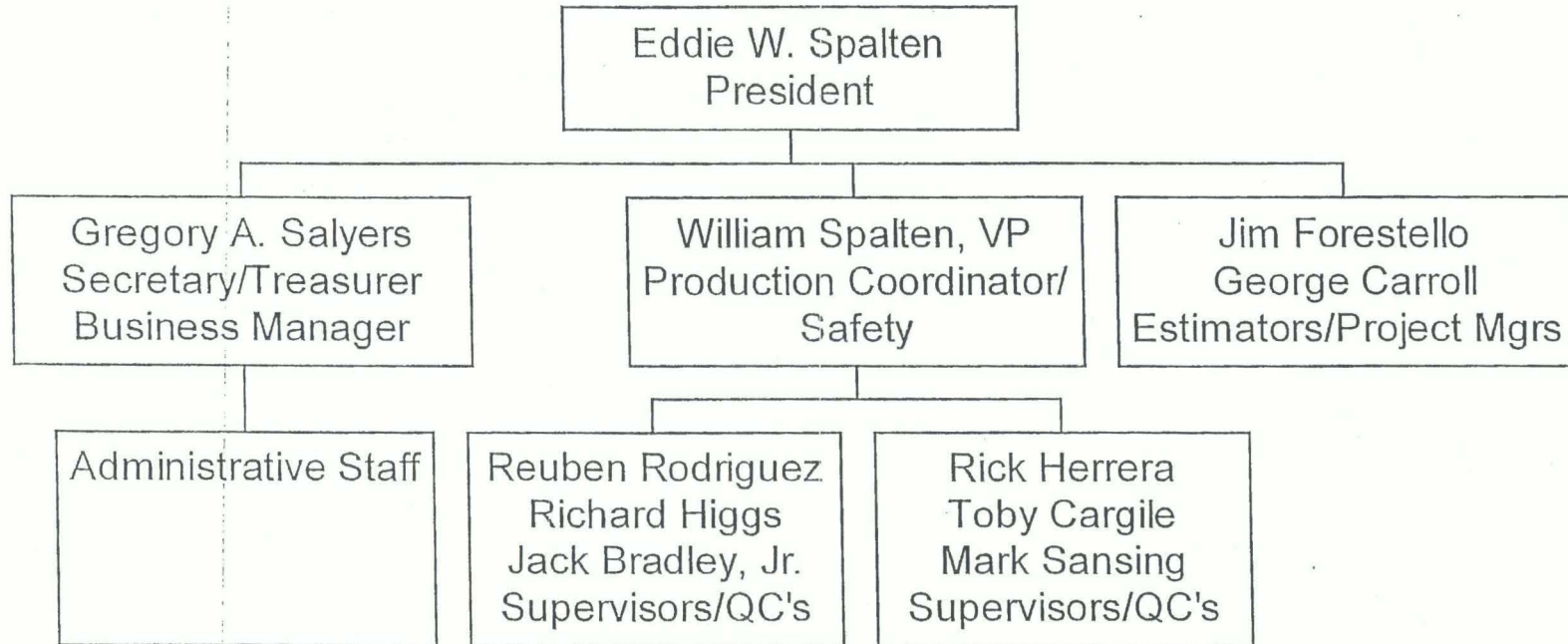
3.2 Please indicate the current limit of your BONDING CAPACITY:
\$10,000,000.00 single ~~\$30,000,000.00 aggregate~~ This limit indication reduces your risk of
forfeiting a bid bond. Properly informing the CITY of your current capacity for BONDED
work allows the determination of awards in cases where a CONTRACTOR has the low bids
for multiple projects and that total amount exceeds the capacity for bonding. If this section is
left blank, CONTRACTOR agrees to be fully responsible for all active bid submissions to the
limit of their respective bid bonds.

3.3 How much work is your firm currently contracted to provide? I.E. current total amount of
work in dollars from all sources.

\$ over 8 million

ATTACHMENT 1.8 – ORGANIZATIONAL STRUCTURE

AMERICAN ROOFING & METAL CO., INC.



MAJOR EQUIPMENT OWNED BY AMERICAN ROOFING & METAL CO.,
INC.

| | |
|--------------------------------------|----|
| Stryral: high reach forklifts | 10 |
| Manlift | 1 |
| Bobcat | 1 |
| Gooseneck bobcat trailer | 1 |
| Boom lifts | 2 |
| Gravel conveyors (belt types) | 3 |
| Roof top power hoists | 5 |
| Truck Cranes | 2 |
| Roofing kettles (power pumping type) | 28 |
| Elastomeric Kettle | 1 |
| Power roof gravel sweepers | 6 |
| Power roof cutters | 12 |
| Gravel dispensing machines | 10 |
| Hot luggers | 20 |
| Dump trucks | 2 |
| Dump trailers | 12 |
| 16' Utility Trailers | 12 |
| Enclosed utility storage trailers | 3 |
| Enclosed 22' car hauler | 1 |
| 40' Gooseneck flatbed | 1 |
| 32' Gooseneck flatbed | 2 |
| 24' Goosenecks | 2 |
| One ton trucks | 3 |
| Pickup trucks | 55 |
| Two ton trucks | 12 |

EQUIPMENT ASSIGNED TO SINGLE-PLY DEPARTMENT

| | |
|--|----|
| One ton extended cab truck | 2 |
| One ton crew cab truck | 3 |
| Tandem axle trailer with 15 kw generators | 3 |
| Single axle trailers with 12 kw generators | 2 |
| Leister verimote welders hot air | 6 |
| F750 Flat bed | 1 |
| Leister hand guns | 20 |
| Double better spreaders | 6 |
| 4 wheel roof carts | 20 |
| Insulation dollies | 3 |
| 25 gallon patch kettles | 2 |
| Pain spray rigs | 3 |
| Screw guns | 40 |
| Hammer drills | 12 |
| Skill saws | 6 |
| Elastomeric Kettle | 1 |

*Note - Complete sheet metal fabrication shop located at 800 Wyoming Street, San Antonio, Texas 78203 (Main Office located across street from Alamo Dome -801 Wyoming @ Cherry).

Attachment 2.6 RELEVANT EXPERIENCE LIST

Name of Respondent: AMERICAN ROOFING & METAL CO., INC.

| Date of Project | Name of Project | Type of Design Arch. Or Eng.) | Project Type | Original Contract Amount (in Dollars) | Final Contract Amount (in dollars) | Number Change Orders/ Amendments | Location of Project (City/State) | Owner Name | Owner Contact Name | Owner Contact Phone # |
|-----------------|---|-------------------------------|--------------|---------------------------------------|------------------------------------|----------------------------------|----------------------------------|--------------------------------|--------------------|-----------------------|
| 12/2003 | Red River Army Depot Bldgs 594, 581 & 591 | Arch | DBB | \$1,209,392 | \$1,209,392 | 0 | Texarkana, TX | U.S. Army | Dan Thomas | 903-832-5784 |
| 5/2004 | Ft. Leonard Wood Multiple Bldgs | Arch | DBB | \$980,915 | \$980,915 | 0 | Ft. Leonard Wood, MO | U.S. Army | Jim Brandt | 573-596-0946 |
| 10/2002 | Kelly Field Annex #826 | Arch | DBB | \$439,355 | \$439,355 | 0 | San Antonio, TX | U.S. Air Force | John Turner | 210-671-1777 |
| 9/2004 | Interstate Business Park #5 | Arch | DBB | \$340,866 | \$339,540 | 1 | San Antonio, TX | Rio Pas Investments | Greg Mann | 210-349-7711 |
| 3/2006 | Tri-County Business Park, Bldgs A & B | Arch | DBB | \$488,860 | \$501,372 | 1 | San Antonio, TX | Verde Tri-County, LP | Ross Loeffler | 210-826-9888 |
| 2/2001 | Simpson Race Products | Arch | DBB | \$173,334 | \$173,334 | 0 | New Braunfels, TX | Simpson Race Products | Loren Cordes | 830-625-1274 |
| 9/2000 | New Braunfels Market Place | Arch | DBB | \$510,343 | \$510,343 | 0 | New Braunfels, TX | New Braunfels Market Place, LP | Isabel Torres | 830-620-6806 |
| 3/2004 | Lanark Buildings A & B | Arch | DBB | \$521,113 | \$521,113 | 0 | San Antonio, TX | Lanark Ventures, LP | David Adelman | 210-824-9080 |
| | | | | | | | | | | |

List no more than 10 projects.

*Project Types are: Design-Bid Build (DBB), Design-Build(DB), Construction Manager at-risk GMP (CM@risk.GMP), Construction Manager at-risk Lump Sum (CM@risk.LS)



801 WYOMING ST. • SAN ANTONIO, TX 78203-1296
210/224-5463 • FAX 210/224-4506 • www.amerroofing.com

2.7.4 Bill Krusinsky

Red River Army Depot, Buildings #594, 581 and 591
Contract: \$1,209,392.00
Owner Contact: Dan Thomas (903) 832-5784 phone
Completed: 12/19/2003

Fort Leonard Wood, MO, Buildings #9100, 2208, 2212, 2352, 599, 3200, 639 and 5265
Contract: \$980,915.00
Owner Contact: Jim Brandt (573) 596-0946 phone
Completed: 5/10/2004

Kelly Field Annex, Building #826
Contract: \$439,355.00
Owner Contact: John Turner (210) 671-1777 phone
Completed: 10/31/02

2.8.5 Jim Forestello

Interstate Business Park #5
Contract: \$340,866.00
Owner Contact: Greg Mann (210) 349-7711 phone
Completed: 9/24/04

Tri-County Business Park, Buildings A & B
Contract: \$500,856.00
Owner Contact: Ross Loeffler (210) 826-9888 phone
Completed: 3/12/2006

Simpson Race Products
Contract: \$173,334.00
Owner Contact: Loren Cordes (830) 625-1274 phone
Completed: 2/10/2001

New Braunfels Market Place
Contract: \$510,343.00
Owner Contact: Isabel Torres (830) 620-6806 phone
Completed: 9/31/2000

Attachment 3.1

AMERICAN ROOFING & METAL CO., INC.

FINANCIAL STATEMENTS

December 31, 2006

(With Accountants' Review Report Thereon)

Jungman, Elley, Williams & Johnson

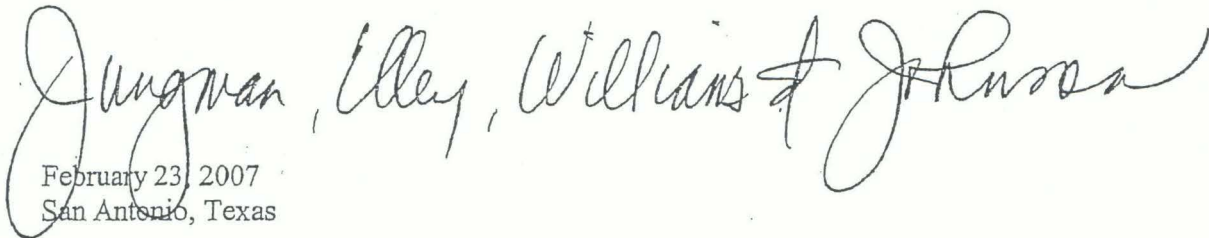
A PROFESSIONAL CORPORATION
CERTIFIED PUBLIC ACCOUNTANTS
8419 Callaghan, San Antonio, Texas 78230-4946
Phone (210) 340-8711 FAX (210) 525-0058

To the Board of Directors
American Roofing & Metal Co., Inc.
San Antonio, Texas

We have reviewed the accompanying balance sheet of American Roofing & Metal Co., Inc., (an S-Corporation) as of December 31, 2006, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of American Roofing & Metal Co., Inc.

A review consists principally of inquiries of Company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.


February 23, 2007
San Antonio, Texas

AMERICAN ROOFING & METAL CO., INC.

BALANCE SHEET
December 31, 2006

ASSETS

CURRENT ASSETS

| | |
|---|------------------|
| Cash | \$ 545,912 |
| Accounts Receivable - Trade (Less allowance for doubtful accounts of \$52,000) | 4,721,889 |
| Accounts Receivable - Retainage | 1,027,919 |
| Accounts Receivable - Employees | 1,948 |
| Costs and Estimated Earnings in Excess of Billings on Uncompleted Contracts | 1,697,233 |
| Inventory | <u>643,658</u> |
| Total Current Assets | <u>8,638,559</u> |

PROPERTY AND EQUIPMENT

| | |
|-----------------------------------|--------------------|
| Furniture, Fixtures and Equipment | 3,942,598 |
| Less: Accumulated Depreciation | <u>(3,213,710)</u> |
| Net Property and Equipment | <u>728,888</u> |

OTHER ASSETS

| | |
|----------------------|------------|
| Deposits | <u>500</u> |
| Total Other Deposits | <u>500</u> |

TOTAL ASSETS \$ 9,367,947

See Accompanying Notes and Accountants' Review Report.

AMERICAN ROOFING & METAL CO., INC.

BALANCE SHEET

December 31, 2006

LIABILITIES AND STOCKHOLDERS' EQUITY

CURRENT LIABILITIES

| | |
|--|------------------|
| Accounts Payable - Trade | \$ 1,715,454 |
| Bank Line of Credit | 1,500,000 |
| Billings in Excess of Costs and Estimated Earnings on Uncompleted Contracts | 1,071,558 |
| Accrued Liabilities | 1,251,320 |
| Note Payable - Related Company | <u>25,225</u> |
| Total Current Liabilities | <u>5,563,557</u> |

STOCKHOLDERS' EQUITY

| | |
|---|------------------|
| Common Stock - \$.10 par value; voting; 1,000,000 shares authorized; 20,000 shares issued and outstanding | 2,000 |
| Additional Paid-In Capital | 693,663 |
| Retained Earnings | <u>3,108,727</u> |
| Total Stockholders' Equity | <u>3,804,390</u> |

TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY \$ 9,367,947

See Accompanying Notes and Accountants' Review Report.

AMERICAN ROOFING & METAL CO., INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2006

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Business Activity

The Company derives substantially all of its revenue from the installation and repair of commercial and residential roofs and from the fabrication of various products from sheet metal in Texas and surrounding states.

Accounts Receivable

Approximately 29% of contract receivables were from two customers as of December 31, 2006

Revenue and Cost Recognition

The Company recognizes revenues from construction contracts on the percentage-of-completion method, measured by the percentage of cost incurred to date to estimated total cost for each contract. This method is used because management considers total cost to be the best available measure of progress on the contracts.

Contract costs include all direct material, labor, subcontract, and related payroll taxes, insurance, and equipment expense. Indirect overhead is considered for analysis of construction in progress only. Changes in job performance, job conditions, and estimated profitability, including those arising from contract penalty provisions and final contract settlements, may result in revisions to costs and income and are recognized in the period in which the revisions are determined. Contract losses, if any, are recognized fully when they are determined.

The asset, "Costs and estimated earnings in excess of billings on uncompleted contracts," represents revenues recognized in excess of amounts billed. The liability, "Billings in excess of costs and estimated earnings on uncompleted contracts," represents billings in excess of revenues recognized.

Depreciation

Depreciation is provided principally on the straight-line and accelerated methods over the estimated useful lives of the assets, which are generally from three to seven years. Depreciation expense for the period totaled \$506,766

See Accountants' Review Report.

AMERICAN ROOFING & METAL CO., INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2006

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES --Continued

Cash Flows

For purposes of the statement of cash flows, the Company considers all investment instruments purchased with a maturity of three months or less to be cash equivalents.

Inventory

Inventory of sheet metal and roofing materials is stated at the lower of cost (first-in, first-out method) or market.

S-Corporation - Income Tax Status

On July 1, 1992, the Company, with the consent of its shareholder, elected under the Internal Revenue Code to be an S-Corporation. In lieu of corporation income taxes, the shareholders of an S-Corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in the financial statements.

Property and Equipment

Following are the major classes of property and equipment:

| | |
|------------------------|---------------------|
| Leasehold Improvements | \$ 39,710 |
| Office Equipment | 154,993 |
| Shop Equipment | 1,130,201 |
| Auto & Truck | <u>2,617,694</u> |
| Total | <u>\$ 3,942,598</u> |

Accounting Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

See Accountants' Review Report.

AMERICAN ROOFING & METAL CO., INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2006

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Concentration of Credit Risk

The Company maintains cash balances at several financial institutions located in Texas. Accounts are insured by the Federal Deposit Insurance Corporation up to \$100,000. The Company maintains deposits in excess of the insured amount.

NOTE 2 - UNCOMPLETED CONTRACTS

Costs, estimated earnings, and billings on uncompleted contracts are summarized as follows:

| | |
|---|-------------------|
| Costs incurred on uncompleted contracts | \$ 15,253,222 |
| Estimated Earnings | <u>2,461,169</u> |
| | 17,714,391 |
| Billings to Date | <u>17,088,716</u> |
| | <u>\$ 625,675</u> |

Included in the accompanying balance sheet under the following captions:

| | |
|---|-------------------|
| Costs and estimated earnings in excess of billings on uncompleted contracts | \$ 1,697,233 |
| Billings in excess of costs and estimated earnings on uncompleted contracts | <u>1,071,558</u> |
| | <u>\$ 625,675</u> |

Additionally, the Company expects to realize future revenues from a backlog of contracts totaling approximately \$3,000,000 for which contractual agreements exist, yet work has not begun.

NOTE 3 - PROFIT SHARING PLAN

The Company has a profit sharing plan covering all full-time employees who have six months of service and are age twenty and one-half or older. The expense under this plan was \$277,603 for the year ended December 31, 2006.

AMERICAN ROOFING & METAL CO., INC.

NOTES TO FINANCIAL STATEMENTS

December 31, 2006

NOTE 4 - RELATED PARTY TRANSACTIONS

The Company leases certain real estate and equipment from related parties. Rent expense for the year ended December 31, 2006 was \$381,599.

The Company made material purchases from a related company which totaled \$3,411,143, and received management fees from a related corporation (1904 Corporation) in the amount of \$275,000.

NOTE 5 - NOTE PAYABLE - RELATED COMPANY

The Note Payable - Related Company (1904 Corporation) dated December 31, 2006, in the amount of \$25,225, bears interest at the rate of 4.73%, and is subject to mature on December 30, 2007.

NOTE 6 - NOTE PAYABLE - BANK

The Company has available to it a \$2,500,000 line of credit at prime less .5%, subject to mature on May 20, 2007. The line of credit is unsecured with a personal guarantee of Edward W. Spalten.

See Accountants' Review Report.

035 PLAN/SCHEDULE

We have three dedicated single-ply roofing crews in San Antonio, Texas that we can schedule for this project. We also have an additional two single-ply crews in our Dallas office if additional personnel is required. We are very experienced in managing reroofing projects all over the world. Our personnel have extensive experience in completing complex projects requiring accelerated schedules and coordination with owners when the facility must stay in operation. See Attachment 1.8 for our organizational structure.

A meeting with the Alamo Dome staff will be held to prioritize the areas of construction and to evaluate the event schedule for the Alamo Dome. We will then set a construction/reroofing schedule that will be coordinated with Alamo Dome staff in order to limit the disruption of planned events. We will conduct progress meetings weekly with the Alamo Dome staff.

We currently employ enough skilled personnel to complete the project without having to advertise or hire new employees.

A project manager, two job superintendents and two field foremen; one single-ply and one for sheet metal, will be assigned to the project. We will meet with the Alamo Dome staff to develop a work schedule to minimize the construction impact on the facility and on scheduled events.

This project will require full time supervision and coordination between the Alamo Dome staff, our subcontractors and field personnel to deliver a safe work environment for the public and field personnel.

Because our main office location is one block east of the Alamo Dome, we can reduce the construction lay down area and workers parking area by half, thus giving the Alamo Dome staff more parking/storage area for planned events during the reroofing process.

We have worked with Darryl Baethge, Department Facility Coordinator for the Alamo Dome, extensively on membrane repairs on the Dome facility for the past year.

No construction problems or issues for this project are foreseen. In the event that issues surface, we will meet with the Alamo Dome staff and the project architect to remedy the problem. We feel the weekly progress meetings that we have proposed will minimize/eliminate any potential problems that would affect the construction schedule.

The project architect has included several unit costs in the bid to cover potential change orders. We feel the \$90,000.00 set aside in the "contingency allowance" is more than will be required to cover minor changes by the owner.

SCHEDULE OF VALUES

| | |
|------------------------|-----------------------|
| Submittals | \$ 1,500.00 |
| Mock-ups | \$ 2,700.00 |
| Mobilization | \$ 13,000.00 |
| Set up/Load | \$ 25,200.00 |
| Roofing Materials: | |
| Upper Roof | \$ 246,200.00 |
| Lower Roofs | \$ 161,800.00 |
| Sheet Metal Materials: | |
| Upper Roof | \$ 16,450.00 |
| Lower Roofs | \$ 5,960.00 |
| Roofing Labor: | |
| Upper Roofs | \$ 168,200.00 |
| Lower Roofs | \$ 112,300.00 |
| Sheet Metal Labor: | |
| Upper Roof | \$ 109,300.00 |
| Lower Roofs | \$ 72,000.00 |
| Material Freight | \$ 6,000.00 |
| Bonds | \$ 10,000.00 |
| Contingency Allowance | \$ 90,000.00 |
| 20-Year Warranty Fee | \$ 15,900.00 |
| Dump Fees | \$ 15,500.00 |
| Crane Cost | \$ 15,000.00 |
| Supervisory Cost | \$ 34,219.00 |
| Demobilization | \$ 9,637.00 |
| | <u>\$1,130,866.00</u> |

CITY OF SAN ANTONIO - EVALUATION COMMITTEE

Alamodome Roof Replacement Project CSP-#45-00004-1

| Total Possible Points | | Average Evaluator's Score | | | 25 | 5 | 30 | 5 | 5 | 5 | 5 | 20 | 100 | |
|-----------------------|------------------------------------|--|---------------|----------|----------------------|----------------------------|-------------------|-----------------|------------------|-------------------|----------------------------------|-----------|-------------|------|
| | | 30 | 20 | 50 | | | | | | | | | | |
| # | Vendor | Background, Experience, Qualifications | Proposed Plan | SUBTOTAL | Weighted Price Score | Price within Budget Points | Total Price Score | Economic Impact | SBEDA Experience | SBEDA Utilization | Emerging Diversity Business Plan | Total EDD | Total Score | Rank |
| 1 | A.D. Willis Company, Inc. | 15.33 | 12.17 | 27.50 | 25.00 | 5.00 | 30.00 | 1.00 | 0.00 | 0.00 | 0.00 | 1.00 | 58.50 | 3 |
| 2 | American Roofing & Metal Co., Inc. | 24.50 | 16.50 | 41.00 | 19.38 | 5.00 | 24.38 | 5.00 | 3.00 | 0.00 | 2.00 | 10.00 | 75.38 | 1 |
| 3 | Beldon Roofing Company | 21.67 | 17.17 | 38.83 | 20.05 | 5.00 | 25.05 | 5.00 | 0.00 | 0.00 | 1.00 | 6.00 | 69.88 | 2 |
| 4 | | | | | | | | | | | | | | |
| 5 | | | | | | | | | | | | | | |
| 6 | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |

Reviewer:

* Special Notes: Evaluation team consisted of members from CIMS Department, Convention Sports and Entertainment Facilities, & Project Design Consultant.

NOTE: This form is a local government record and shall be retained in accordance with the provisions of the Local Government Code, Section 201.