



"Building a company with excellent people, relationships, and results"

31 March 2020

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Via email: jhallisey@whistler.ca
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RE: Recent RMOW Tenders and Future Projects

Dear James and Tammy,

I trust that you and your families are keeping well, and like everyone, that you are safe and doing what we all have to do to carry on with your personal and professional lives in a very difficult time.

I would like to take this opportunity to comment on the most recent tenders that have now concluded. As a general comment, in my opinion, the tenders were highly competitive, and given the framework they do represent good value for the RMOW. In particular please find below some input on those tenders:

VALLEY TRAIL TENDERS

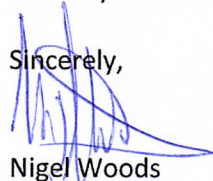
1. **Millar Creek, Function Trail** - I believe the tenders were very competitive, the low bid being \$1,518,875.00 as submitted by Capilano Highway Services, and the second bid at 1,541,613.00 submitted from Corona Excavations, a difference of \$22,738.00. The tender form clearly allows the RMOW to award the project to a company that is not necessarily the lowest price, but overall is in the best interest of the RMOW. I would urge that you seriously consider awarding the contract to the second bidder for the following reasons:
 - (a) Corona is a Whistler based company and has a proven track record and could blend this project well into their existing work program;
 - (b) Capilano Highway Services was low bidder on, and I assume will be awarded the Alta Vista infrastructure upgrades. This project is a highly challenging job, particularly for Capilano;

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- (c) Capilano was also low bidder, by a considerable margin, on upgrade work near the golf course, and I assume they will be awarded that tender;
 - (d) Simply put, I believe that Capilano will be hard pressed to successfully complete these two projects. Adding another fairly large unrelated project to their workload would be unwise and will result in extra costs, and potentially the quality of the product could be compromised.
2. **Highway 99, Tamarisk Trail** – Once again the tenders submitted were very competitive with three Whistler companies bidding within 1% of each other. It is my understanding that this project is subject to MRI funding and the prices submitted were well above budget and may be shelved or redesigned.
- I believe there is an opportunity to collaborate and receive input on the design; in particular to blend the trail construction with the much needed improvement to Alta Lake Road at the very dangerous corner of the roadway at the mid point of the project. Subject to funding and other priorities the revised project could then be put out to the three local bidders for re-pricing.
3. **Scotia Creek, Rainbow Park Trail** – It is my understanding that this project has been temporarily shelved due to today's circumstances, funding, and other priorities. At best, the tender, as presented, was far from perfect, and the contractors involved tried to do their best but it fell short. I believe, going forward, a redesign of the project should be considered, possibly looking at an RFP process from the qualified contractors who were initially involved in the tender process.
4. **Other Capital Projects** – I would encourage you to look at various projects that have possibly been put on the back burner but which may be very opportune to accomplish now. As we all know, both vehicle and pedestrian traffic are at an all time low during this pandemic, as is the strain on various parts of the municipal infrastructure. As these projects can have a very negative affect on the guest experience, and the associated higher costs involved to minimize the impact the timing couldn't be better.

So I say let's get these jobs done, save some money, and put local people to work. As you know, we would be more than happy to provide our input on various projects to ensure their success.

Thank you for your consideration and we look forward to working with you and your associates during this very difficult time.

Sincerely,


Nigel Woods
Chairman
Coastal Mountain Excavations Ltd.

cc: Mayor and Council, Resort Municipality of Whistler

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