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September 5, 2025

Ms. Tistrya Houghtling, Supervisor, and the New Lebanon Town Board
14755 Route 22, PO Box 328
New Lebanon, NY 12125
sent via e-mail to: supervisor@townofnewlebanon.com &
townclerk@townofnewlebanon.com

Subject: Playground Improvements Shatford Memorial Park
September 4, 2025 Bids Received
Construction Bid Review & Recommendation

Dear Supervisor and New Lebanon Town Board:

Pursuant to my role in the Playground Improvements project and your request, this letter is my recommendation to you regarding the bids received for the above project on September 4, 2025. Enclosed with this letter is a Details/Evaluation of Bids Received, or Bid Summary and related information for the Bids received. It may be best to review that material prior to reading this letter. A total of five (5) bids were received.

The apparent low bidder is ARS Landscaping Corp. The details of their bid follows:

Total Base Bid:	\$360,750.00
Total of Add Alternates 1 – 5:	\$4,750.00
Add Alternate 6:	-\$37,534.87 (yes, the poured-in-place fall safety surface was bid as less expensive than the tile fall safety surface)
Total of Base Bid and all Alternates:	\$327,965.13

For your information, the next lowest bidder (Gallo Construction Corp.) bid the following:

Total Base Bid:	\$452,800.00
Total of Add Alternates 1 – 5:	\$30,500.00
Add Alternate 6:	\$1.00
Total of Base Bid and all Alternates:	\$483,301.00

As you can see, the apparent low bidder is significantly lower than the others. Of note; Grasshopper Gardens, Inc had the next lowest Total Base Bid (\$439,050.00).

The apparent low bidder is a well established firm. As that firm/Contractor is unfamiliar to me and likely the Town, I have reached out to the President of the Firm, Mr. Ryan Martinez, to discuss the bid presented, their qualifications, familiarity with NYS Labor Wage Rates and the like. An important piece for me to note here is that three (3) of the Contractors that presented bids noted very large dollar amounts for Add Alternate #6. The intent, in the bid document, was for the bidding firm to note the “difference in complete construction cost” in using a poured-in-place fall safety surface as a substitution for the tile fall safety surface. I reached out to those three (3) contractors for clarification and they indeed entered a total dollar amount, not a difference. You will see that reflected in the enclosed Bid Summary.

Specifically, ARS Landscaping Corp. was asked the following:

- Clarification on the pricing of Add Alternate #6,
- Their confidence in the Bid presented as the project cannot suffer extras,
- Do they have experience with NYS Wage Labor Rates and providing the necessary information to the NYSDOL,
- Do they have experience in playgrounds.

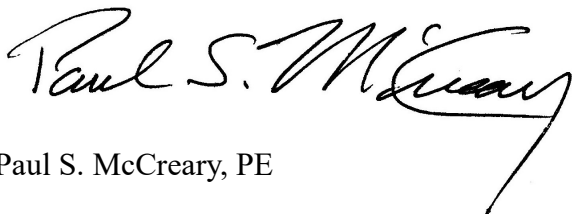
While I am satisfied with their response to the above, I have requested they submit the information identified in item 3 (Qualifications of Bidders) of the Instructions to Bidders for further review. They will make this available as soon as is possible.

Recommendation

Overall, the bids received were competitive and considered mostly favorable related to the available budget/funding. The apparent low bidder, ARS Landscaping Corp. has presented a bid that will allow the entire base bid and add alternates to be completed. As such, and should the information that will be submitted by said Contractor “pan out”, I recommend award of the Project to ARS Landscaping Corp for the Base work along with all the Add Alternates.

Please feel free to reach out to me with any questions or concerns you have. I will pass along the additional information as it becomes available to me. Fingers crossed the information provided does not cause me to revise this recommendation.

Sincerely,



Paul S. McCreary, PE

Enclosures

Details/Evaluation of Bids Received

cc: file