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# APPENDIX A

## Proposal Signature Page

Revised April 28, 2016

## Proposal Signature

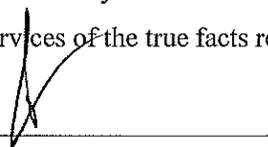
**Proposer's Representations and Authorizations.** Proposer by signing on the signature page and submitting its proposal understands, represents, acknowledges and certifies that:

- a. All of the Proposer's information and representations in the proposal are material and important, and the Issuing Office may rely upon the contents of the proposal in awarding the contract(s). The Commonwealth shall treat any misstatement, omission or misrepresentation as fraudulent concealment of the true facts relating to the Proposal submission, punishable pursuant to 18 Pa. C.S. § 4904.
- b. The Proposer has arrived at their Adjustment Factors in its proposal independently and without consultation, communication, or agreement with any other Proposer or potential Proposer.
- c. The Proposer has not disclosed their Adjustment Factors to any other firm or person who is a Proposer or potential Proposer for this RFP, and the Proposer shall not disclose any of these items on or before the proposal submission deadline specified in the Calendar of Events of this RFP.
- d. The Proposer has not attempted, nor will it attempt, to induce any firm or person to refrain from submitting a proposal on this contract, or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal or other form of complementary proposal.
- e. The Proposer makes its proposal in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.
- f. To the best knowledge of the person signing the proposal for the Proposer, the Proposer, its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last **four** years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding or proposing on any public contract, except as the Proposer has disclosed in its proposal.
- g. To the best of the knowledge of the person signing the proposal for the Proposer and except as the Proposer has otherwise disclosed in its proposal, the Proposer has no outstanding, delinquent obligations to the Commonwealth including, but not limited to, any state tax liability not being contested on appeal or other obligation of the Proposer that is owed to the Commonwealth.
- h. The Proposer is not currently under suspension or debarment by the Commonwealth, any other state or the federal government, and if the Proposer

cannot so certify, then it shall submit along with its proposal a written explanation of why it cannot make such certification.

- i. The Proposer has not made, under separate contract with the Issuing Office, any recommendations to the Issuing Office concerning the need for the services described in its proposal or the specifications for the services described in the proposal.
- j. Each Proposer, by submitting its proposal, authorizes Commonwealth agencies to release to the Commonwealth information concerning the Proposer's Pennsylvania taxes, unemployment compensation and workers' compensation liabilities.
- k. Proposer will maintain all commitments made in the Small Businesses and/or Small Diverse Businesses Participation Submittal at the time of proposal submittal unless a change in the commitment is approved by the BDISBO.
- l. Until the selected Proposer receives a fully executed and approved written contract from the Issuing Office, there is no legal and valid contract, in law or in equity, and the Proposer shall not begin to perform.
- m. Proposer acknowledges that they have read and understood all Bulletins issued on the Department's web site for this Job Order Contracting Services contract.

I am authorized to sign this proposal on behalf of the Proposer and I agree and state that Clark Contractors, Inc. (Name of Firm) understands and acknowledges that the above representations (a through m) are material and important, and will be relied upon by the Department of General Services in awarding the contract for which this proposal is submitted. I understand and my firm understands that any misstatement shall be treated as fraudulent concealment from the Department of General Services of the true facts relating to the submission of this proposal.

  
\_\_\_\_\_  
Signature

Clifton Clark  
\_\_\_\_\_  
Print Name Legibly

President  
\_\_\_\_\_  
Title

NONCOLLUSION AFFIDAVIT

DGS Project Number: A-2016-0001-JOC-WST-K2

State of Pennsylvania :

County of Bedford : s.s.

I state that I am the President (Title) of Clark Contractors, Inc. (Name of Firm) and that I am authorized to make this affidavit on behalf of my firm, and its owners, directors, and officers. I am the person responsible in my firm for the Adjustment Factors of this proposal.

I state that:

- 1. The Adjustment Factors of this proposal have been arrived at independently and without consultation, communication or agreement with any other contractor, proposer, or potential proposer.
2. The Adjustment Factors have not been disclosed to any other firm or person who is a proposer or potential proposer, and they will not be disclosed before the proposal submission date.
3. No attempt has been made or will be made to induce any firm or person to refrain from proposing on this contract, or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal or other form of complementary proposal.
4. The proposal of my firm is made in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.
5. Clark Contractors, Inc. (Name of Firm) its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last three years been convicted or found liable for any act prohibited by state or federal law in any jurisdiction, involving conspiracy or collusion with respect to proposing and/or bidding on any public contract, except as follows:

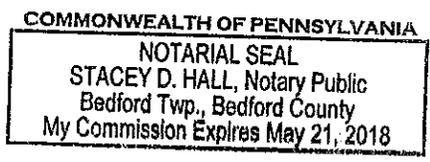
I state that Clark Contractors, Inc. (Name of Firm) understands and acknowledges that the above representations are material and important, and will be relied upon by the Department of General Services in awarding the contract(s) for which this proposal is submitted. I understand and my firm understands that any misstatement in this affidavit is and shall be treated as fraudulent concealment from the Department of General Services of the true facts relating to the submission of this proposal.

(Signature)
Clifton Clark
(Signatory's Printed Name)
President
(Signatory's Title)

SWORN TO AND SUBSCRIBED
BEFORE ME THIS 11th DAY OF
May, 2016.

Stacey D. Hall
Notary Public

My Commission Expires
May 21, 2018



## APPENDIX D COMPANY PROFILE

### 1. General Information

Company Name: Clark Contractors, Inc.

Street Address: 145 Clark Building Rd., Suite 7

PO Box / Rural Route: \_\_\_\_\_

City: Bedford

State: PA

Postal Code: 15522

County: Bedford

Telephone: (814) 623-9400 Fax: (814) 623-3391

Website: http://www.clarkcontractorinc.com

Number of Years as a Contractor: 65

### 2. Is the Company Office Administering the Contract within the Region Boundary?

Yes     Other

Street Address: 145 Clark Building Rd., Suite 7

PO Box / Rural Route: \_\_\_\_\_

City: Bedford

State: PA

### 3. Number of Years the Company Office Administering the Contract Above Has Been Staffed and Operational: 65 Years

4. Does the Company Have Experience Working with the Commonwealth:  Yes     No

If yes, # of Years Experience with the Commonwealth: 25

5. Does the Company Have Experience with Job Order Contracting:  Yes  No

If yes, # of Years Experience with Job Order Contracting: 10

6. Description of Services Completed by the Firm:

General Construction  HVAC  Electrical  Plumbing

7. Attach an Additional Sheet(s) Describing the Firm and Its Services. Is the Additional Information Attached?  Yes  No

8. Attach a Letter from the Proposer's Insurance Carrier, on the Insurance Company's Letterhead, Stating the Proposer's Experience Modification Rate (EMR) for the Past Three Calendar Years. Is the EMR Letter Attached?  Yes  No

9. Description of the Work the Proponent Intends to Self-Perform: (Attach an additional sheet as necessary)

Clark Contractors, Inc. intends to Self-Perform the following services: Excavation, Concrete

Metals, Woods & Plastics, Doors, Specialties and Plumbing.

10. Description of the Work the Proponent Intends to Subcontract: (Attach an additional sheet as necessary)

Clark Contractors, Inc. intends to Subcontract the following services: Thermal & Moisture,

Windows, Finishes, HVAC, Electrical and Communications.

11. Under what other or former names has your organization operated?

Paul & Richard Clark, Inc.



**CLARK** CONTRACTORS, INC.  
COMMERCIAL & INDUSTRIAL CONSTRUCTION



- Services
  - Excavation
  - Commercial Concrete
  - Industrial Concrete
  - Masonry
  - Metal Building
  - Woods & Plastics
  - Thermal & Moisture
  - Doors & Windows
  - Finishes
  - HVAC
  - Electrical
  - Construction Management
  - Specialties
  - Plumbing
  - Communications

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[QUESTIONS?](#)

## Company

Since 1951 Clark Contractors, Inc. has performed commercial and industrial work for a wide range of clients throughout the central/western PA and northern Maryland area. As a family-owned business for three generations, we have built our reputation on quality, job planning, organization, technical knowledge and hard work. These important factors have led to thousands of successfully completed projects. Our expertise extends to retail storefronts, banking and insurance buildings, healthcare clinics, warehouses, manufacturing facilities and more.

Contact us with the details of your upcoming project to learn more about how Clark Contractors can help.

## Our Team

Our construction management team is composed of some of the region's most experienced estimators, project managers, safety coordinators and job site supervisors. Together we work to orchestrate a smooth and stress-free project for each owner, from the initial bidding and planning phases to the timely completion of the work. We are experienced in construction management in the following fields: commercial buildings, industrial facilities and institutional projects.

Aside from project management and site work, we can also provide concrete, HVAC, wood, plastic, plumbing, electrical, masonry and other work. In short, we cover everything you need to see your project through to completion.

## The Keys to Success for Your Project

Some of our key components for successful construction management include owner integration, coordination meetings, quick turnaround of documentation and a relentless approach for customer satisfaction. With deep roots in the central PA area, we believe in treating our customers like the neighbors they are - by delivering excellent service every step of the way, we help area businesses grow and promote the overall economical growth of our region.

## Keeping You on Schedule and on Budget

It has always been our second nature to complete projects on schedule and on budget. Owners can rely upon us to provide the necessary tools and knowledge to make their projects stay within budget and stay on time. Technology has led to great breakthroughs for recent calibrations. Clark Contractors is committed to keeping up with technology by implementing new software and providing training to its employees to keep them current and beyond the average.



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## Commercial Excavation

### Excavation Services for Western PA

Clark Contractors' commercial excavating services can help you quickly break ground on your next commercial or industrial building. Our team is uniquely qualified to prepare sites for construction and can complete the job on schedule and on budget. We offer a variety of earthwork and commercial excavation services, including clearing brush, stripping and backfilling topsoil, preparing foundations for construction and more. All work is performed with the highest commitment to safety and environmental stewardship.

If you need commercial excavation services in Harrisburg, Altoona, Cumberland or anywhere else in central/western PA and northern Maryland, make Clark Contractors your first call. For over 60 years, we have been breaking ground on projects throughout the region, proudly serving clients in a wide variety of industries.

### View Our Project Gallery Online

At Clark Contractors, no commercial excavation job is too big or too small. Previous clients have included First United Bank and Trust, the Union Hotel in Everett, PA and JGL's Weber Lane Facility in Bedford. We can provide commercial excavation services for healthcare clinics, hotels, warehouses, manufacturing plants, and almost any other commercial or industrial building. Visit our project gallery page to see just a few of the recent excavations and builds we have been involved with.

### An Insightful Approach to Commercial Excavation

Clark Contractors brings a whole-project mentality to every commercial excavation we complete. Because we also offer complete project management and site construction services, we understand the needs of a commercial build better than other contractors who focus exclusively on excavations. For a large building or facility with special needs, completing a commercial excavation can be a delicate task — ensuring proper drainage and access to utilities requires advanced planning and a skilled team that knows the complete requirements of your project.

### A Family Business for Three Generations

Since 1951, Clark Contractors has been owned and operated by three generations of the Clark family. Providing timely, quality excavation services for Bedford, PA clients has been one of the cores of our business from the very beginning. To find out more about how we can help you, contact Clark Contractors today.



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## Commercial Concrete Services

Clark Contractors is a full-service concrete contractor serving Bedford, Harrisburg, Johnstown, Somerset and other locations in central and western PA. Let our experience and professionalism guide you through your next major commercial or industrial project. In the past, we have provided commercial concrete services on a number of major projects for clients such as the Union Hotel in Everett, First United Bank and Trust, and the Bedford County Airport.

We can provide assistance at all stages of the design and build process, from budgeting and sourcing materials to delicate finishing work. Contact Clark Contractors today for more information about our full selection of commercial concrete services.

## Anticipating Your Concrete Needs

With more than 60 years of experience, Clark Contractors knows commercial building construction and can help you budget accurately, purchase economically and build quickly when working with concrete. We can help you choose the right mix for your project and coordinate laying foundations and other components, including parking areas and walkways. We can also complete decorative treatments and other finishes to turn a drab concrete floor into an appealing open space for your customers. No matter what your needs are, Clark Contractors will work with you and use our experience and expertise to provide the best possible solution.

## Western PA's Concrete Experts

Concrete is the basis of almost any commercial building — if you're not working with a concrete contractor you can trust, your build can be severely compromised. Clark Contractors offers complete construction management solutions, masonry and metal work, plumbing, HVAC and more. Whether you need support throughout the entire building process, or just our commercial concrete services, count on our team to get the job done right.

### A Family Business for Three Generations

Clark Contractors is proud to be a local, family-owned and operated concrete contractor serving western PA. With roots dating back three generations, we know the value of loyalty and attempt to earn that loyalty from our customers with every job we complete.

Contact Clark Contractors today for more information about the full line of commercial concrete services we offer western PA businesses.



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## Industrial Concrete Services

### Industrial Concrete Services in Pittsburgh and Beyond

Concrete is the foundation of many industrial buildings. If you're looking for a contractor for an upcoming project that has a history of delivering on important jobs, make Clark Contractors your first call. We are a local and family-owned business serving clients in Pittsburgh, York and throughout western/central PA. Let our expertise with commercial construction projects guide you through the design and build processes — contact Clark Contractors today to learn more about how we can help you.

### Industrial Concrete Services From the Planning Stages On

Clark Contractors delivers expert support for commercial projects beginning at the pre-construction stage. Our project management experts can help you source materials and develop an accurate budget, assist with design and engineering, and begin the excavation process to prepare your site for building. During construction, our experienced team can ensure you stick to your budget and work progresses as anticipated.

### See Completed Projects in Our Gallery

Clark Contractors has been providing industrial concrete services in the Pittsburgh area and beyond for over 60 years. Our expertise extends to all commercial buildings, including warehouses, airport hangars, manufacturing facilities and more. To see some of our recent builds, visit our project gallery page.

### Call Today for All Your Industrial Concrete Needs

The best commercial facilities are built on a strong foundation. When you're ready to build, lay it right by calling Clark Contractors for all industrial concrete services. As a family business for three generations, we can be counted on to deliver exceptional value and world-class service for projects of any size.



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  - Communications

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## Masonry

### Commercial and Industrial Masonry Services

Clark Contractors Inc. has been performing commercial masonry for more than 60 years. In that time we've developed a reputation for the skill of our craftsmen and our ability to provide a fast turnaround, even on complex projects.

We understand that, as a business, rapid completion and accurate job costing are essential - that's why we go out of our way to ensure your budgets are respected and deadlines are met. It's this commitment to the success of our customers that has led us to become one of the leading commercial masonry contractors serving western and central Pennsylvania and northern Maryland.

### Our Team

Our team has experience in a variety of projects, including retaining walls, structural foundations, bearing walls, structural openings, fire partitions, curtains, walls, veneers, precast cultured stone and various specialties. From stucco and brickwork to concrete and granite, we can do it all - we have extensive experience working with a wide range of materials.

Because of our long history and deep knowledge of commercial builds, we can meet the specific masonry needs of your business, whether you're a bank, healthcare facility, retail storefront or manufacturing facility. Contact our offices today to discuss the details of your project with one of our skilled estimators or project management specialists.

### The Build Process

At Clark Contractors we endeavor to make the build process as simple and straightforward as possible. You can contact us specifically for masonry work or for a top-to-bottom construction - and our team will provide trained employees, experienced layout and in-depth knowledge of all relevant products, tools and installation techniques. We will ensure all masonry work is completed up to code and that any necessary testing/certification is done.

To further streamline the process, Clark Contractors also offers complete construction management services that deliver expert support from excavation to finishing. Simplify the build and the billing processes by letting our experience work for you. Contact Clark Contractors today for more information.



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## Metals and Metal Building

### Steel Building Construction Contracting

Clark Contractors, a family business for more than 60 years, offers expert metal building design and construction services throughout western/central PA and northern Maryland. Call us for all your steel building construction needs in Pittsburgh, State College, Hagerstown and beyond. Our team of experts can help you with all aspects of the construction process, ensuring your build stays on budget and sticks to a strict schedule. Contact our office today to discuss your needs, and find out how we can help you.

### Why Build With Steel?

Steel can be preferable to traditional construction materials for a number of industrial and commercial applications. Some of the advantages of metal construction include:

- **Cost:** Steel is much cheaper than wood and brick, making it a cost-effective choice for large industrial spaces or any other commercial construction where economy is desired. Steel building components are also easy to repair or replace, which means a building's lifespan can be extended almost indefinitely.
- **Speed:** Steel buildings employ modular components to expedite construction and reduce building costs. Because the individual components of a modular steel building arrive at the job site with the bulk of the construction work done, a build can be completed in as little as a few weeks.
- **Efficiency:** Steel is a surprisingly green choice for building commercial spaces. Steel building components are made primarily of recycled materials and can be outfitted with cool roofs and high efficiency insulation, keeping your monthly utility costs low.
- **Expansion:** Another benefit of building with steel is the simplicity of expanding your facilities. Unlike traditional buildings, modular metal constructions can be added to easily. As your business grows and requires more floor space, rather than going through the expense and hassle of moving, you can simply expand your existing facility.

### Who Uses Metal Construction Buildings?

Many businesses in western PA use steel construction buildings as their primary or secondary facility. You'll find modular metal building components in warehouses and distribution centers, storage facilities, manufacturing plants and more. For more information about whether or not metal is a good choice for your upcoming project, contact Clark Contractors today.



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## Woods and Plastics

Clark Contractors, Inc. performs carpentry with its own forces and with applicable associated subcontractors if needed. Relying on a combined experience of 60 plus years, we can assess the specific needs of your project and determine the best course of action for a cost-effective, quick and accurate build.

Based in Bedford, PA, we are available to provide wood and plastic services to commercial clients throughout central/western Pennsylvania and northern Maryland. To find out more about what we can do for you, contact us today.

### The Clark Contractors Team

Our team has tackled all types of carpentry projects, including complete wood frame buildings ranging from one to four stories, renovations, roofing projects, interior woodwork, architectural millwork, rough framing and post and beam. We can work specifically on the individual components of your build or provide overall project management services that will streamline the process from start to finish. Whatever you need us for, you can be sure we will approach the job with the same commitment to quality and outstanding customer service we've been known for since 1951.

### Working Hard to Provide Our Clients With Premium Wood and Plastic Services

Over the years one of the main keys to our success has been our team of experienced carpenters, who are fully trained on a variety of skilled carpentry techniques and share our commitment to a fine finished product. We also have retained ownership of our own millwork facility, allowing us to quickly produce custom orders of cabinetry, moldings and other wood finishing elements. For everything we do, we rely on our vast knowledge of past carpentry projects to give us a unique ability to move quickly, safely and with the precision to complete your project without flaws. For more information about our wood and plastic services, contact us today.



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## Thermal Moisture Protection

Roofing, installation and exterior barriers are essential for most commercial facilities, not only to keep out the elements, but also to reduce monthly utility costs. Investing in high quality heat and moisture protection can ensure the comfort of your staff and your customers, improve the efficiency and accuracy of your workflow and increase the service life of your essential equipment.

To get all these benefits, however, you need the support of a team who is highly experienced and properly trained in commercial roofing and insulation. That's where Clark Contractors, Inc. can help.

### The Clark Contractors, Inc. Difference

Clark Contractors performs roofing, insulation and exterior barrier projects with experienced subcontractors. Relying on a combined experience of 60 plus years, our team can properly assess your needs and recommend both the best product for the job and the subcontractor to get it done efficiently for less. Over the years, we have tackled many different types of projects, including complete re-roofs, new roof installations, fascia, and gutters - this experience allows us to coordinate better with our subcontractors and expedite the build process during this crucial stage.

### Skilled Contractors Who Know Roofing

Some of the key components to our success include our vast network of experienced and certified roofing subcontractors, each of whom shares our commitment to a fine finished product. Over the years we have developed many strong relationships with some of the best subcontractors in the area and can ensure you select the right team for your specific roofing and other thermal/moisture protection products.

Both our subcontractor partners and our in-house roofing experts share a vast knowledge of EPDM roofing, modified systems, ballast systems, shingles, TPO, sprayed membrane air barriers and foundation waterproofing systems. This gives us a unique advantage in the fact that we can move quickly, safely and with precision to complete your project without flaws.

### Contact Our Office for More Information

As a family business, we proudly serve clients throughout the western/central Pennsylvania and northern Maryland regions. For more information about our commercial thermal and moisture protection services, contact us today.



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## Doors and Windows

Doors and windows are an important part of any commercial construction project - when in the planning stages for a new industrial building, don't overlook the benefits of choosing a contractor with experience in door and window installation.

Properly integrating your business needs into the selection and installation of your doors and windows can ensure the finished project delivers the best value for your money. It also ensures your workflow is streamlined while keeping your staff and customers comfortable.

### The Clark Contractors, Inc. Advantage

Clark Contractors provides carpentry with its own forces and applicable associated subcontractors if needed. Relying on a combined experience of 60 plus years, our team can tackle any carpentry project, including complete wood frame buildings one to four stories, renovations, window replacement projects, interior woodwork and rough framing. We can help you set up a system that will deliver consistent value on a month-to-month basis, keeping your utility costs low without sacrificing comfort and functionality.

### Our Expert Carpentry Team Does It Right the First Time

Some of our key components to success have been our experienced carpenters, training techniques for new carpenters, ownership of our own millwork facility, commitment to a fine finish product and retention of skilled carpentry techniques. Relying on our vast knowledge of our past carpentry projects give us a unique advantage when installing doors, windows and other components - we can move quickly, safely and with precision to complete your project without flaws.

### Call Today to Discuss Your Project

Whether you need our team to install doors or windows on an in-progress build, or you would like our project management experts to coordinate your new construction from the beginning, contact Clark Contractors today!



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## Finishes

### Commercial Building Finishes

Clark Contractors, Inc. can complete a wide range of finishes with associated experienced subcontractors if needed. Relying on a combined experience of more than 60 years, our team has successfully tackled projects of all kinds, including complete wood frame buildings ranging from one to four stories, renovations, interior woodwork, architectural millwork, fire restorations and interior fit outs. Contact our team today with the details of your project and find out how we can help you!

### Get the Job Done Right the First Time

Our commitment to success includes hiring experienced carpenters and providing extensive training in order to quickly bring new staff members up to the high standards we demand and our clients expect. We also own our own millwork facility, which allows us to quickly turn around custom moldings, cabinetry, doors and other finishing components. For every job we take on, our team is committed to a fine finished product through the use of skilled carpentry techniques.

### Finish Your Facility With Clark Contractors

Whether you need a team to handle all aspects of the construction process or simply the finishing work, Clark Contractors has the experience to get the job done quickly and cost-effectively. Relying on our vast knowledge of our past carpentry projects, we can move quickly, safely and with precision to complete your project without flaws.

### A Family-Owned, Proud Local Business

Since 1951 Clark Contractors has been providing comprehensive commercial construction services to clients ranging from banks and healthcare facilities to warehousing and other industrial spaces. Based in Bedford, PA, we serve an area that includes western and central Pennsylvania and northern Maryland.

Whatever the specific needs of your business, we aim to meet them with service that treats you with the respect of a good neighbor. That means sticking to our budget and completing the job on time.

If your business is relocating or retrofitting an existing facility, or you're constructing new space from the ground up, contact Clark Contractors today for everything from finishing services to complete project management.



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[QUESTIONS?](#)

## Heating Ventilation and Air Conditioning

As a full-service commercial construction contractor, Clark Contractors can take care of all your building's HVAC needs. Whether you're looking to retrofit an older facility or install a complete system in a new construction, we can provide everything you need from a single vendor. A family business based in Bedford, PA, we serve clients throughout central/western Pennsylvania and northern Maryland.

Clark Contractors performs HVAC construction with applicable associated experienced subcontractors. Relying on over 60 years of construction experience, our team has tackled many types of HVAC projects, including new installations of roof top air handling units, boilers, water heaters, geothermal systems, ductwork, automatic temperature controls and associated venting and piping. We excel at meeting the HVAC needs of a wide range of clients, from healthcare facilities to hotels and other hospitality industry operators.

### Commercial HVAC Made Easy

One of the key components to our success has been the quality and professionalism of the subcontractors we deal with. With a large network of trusted partners, we can easily find the best company to fit your project. We can also coordinate the build process to avoid delays and ensure your HVAC system components get installed to the high standards we demand - and our clients expect.

### Over 60 Years of HVAC Experience

HVAC requirements for commercial constructions can be extremely complex, whether you're building a manufacturing facility with precise temperature control needs or a retail storefront where economical customer comfort is essential. Efficiently meeting the needs of your business requires sophisticated engineering and a team who knows how to properly install commercial-level HVAC systems.

At Clark Contractors we rely on our vast knowledge of our past projects to give us a unique advantage in every HVAC project we take on. Our team of HVAC experts can move quickly, safely and with precision. We'll complete your project without flaws, while minimizing lead times and ensuring your completed facility is as powerful and efficient as possible. To find out more about our full list of services, contact us today.



- Services
  - Excavation
  - Commercial Concrete
  - Industrial Concrete
  - Masonry
  - Metal Building
  - Woods & Plastics
  - Thermal & Moisture
  - Doors & Windows
  - Finishes
  - HVAC
  - **Electrical**
  - Construction Management
  - Specialties
  - Plumbing
  - Communications

[VIEW OUR PORTFOLIO](#)

[QUESTIONS?](#)

## Electrical

### Commercial Electrical Installations

Commercial electrical work can be time-consuming and expensive, particularly when a building has not been properly prepared to accommodate the needs of your business. As specialists in all aspects of the build process, Clark Contractors, Inc. can ensure the final electrical work on your new facility is completed in a timely, cost-effective manner.

### 60+ Years of Electrical Expertise

Clark Contractors performs electrical construction with applicable associated experienced subcontractors. Relying on a combined experience of 60 plus years, our team has tackled a variety of electrical projects, including new installations of electrical gear systems, generators, complete re-lamping of facilities, underground service installation, parking lot lighting, energy management and communications.

We have previously overseen builds of healthcare, manufacturing and warehouse spaces, and we understand the unique power needs of these and other specialized facilities. Whether you're building a new facility from scratch or retrofitting an existing space, let our expertise help you every step of the way.

### Trust Your Next Electrical Installation to Clark Contractors

Some of our key components to success include the use of experienced certified subcontractors, training techniques, searching and finding the best applicable companies to fit the product. Relying on our vast knowledge of our past projects gives us a unique advantage in the fact that we can move quickly, safely and with precision to complete a major project without flaws.

Clark Contractors proudly serves businesses and other commercial clients throughout western and central Pennsylvania and northern Maryland. To find out more about how we can help you with a wide range of commercial electrical work, contact our team today.



- Services
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  - Plumbing
  - Communications

[VIEW OUR PORTFOLIO](#)

[QUESTIONS?](#)

## Construction Management

Since 1951 Clark Contractors, Inc. has performed commercial and industrial work. Through three generations we have built our reputation on quality, job planning, organization, technical knowledge and hard work. These important factors have led to thousands of successfully completed projects.

Our construction management team which is composed of estimators, project managers, safety coordinators and job site supervisors work together to orchestrate a smooth and stress free project for each owner. We are experienced in construction management in the following fields: Commercial buildings, Industrial Facilities and Institutional Projects. Some of our key components for successful construction management include, owner integration, coordination meetings, quick turnaround of documentation and a relentless approach for customer satisfaction.

It has always been our second nature to complete projects on schedule and on budget. Owners can rely upon us to provide the necessary tools and knowledge to make their projects stay within budget and stay on time. Technology has led to great breakthroughs for project calibrations. Clark is committed to keeping up with technology by implementing new software and providing training to its employees to keep them current and beyond the average.



#### ▫ Services

- Excavation
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[VIEW OUR PORTFOLIO](#)

[QUESTIONS?](#)

## Specialties

Clark Contractors self performs and subcontracts specialties including: Visual Display Boards, Compartments and Cubicles, Louvers and Vents, Grilles and Screens, Service Walls, Wall and Corner Guards, Access Flooring, Pest Control, Fireplaces and Stoves, Manufactured Exterior Specialties, Flagpoles, Identification Devices, Pedestrian Control Devices, Lockers, Fire Protection Specialties, Protection Covers, Postal Specialties, Partitions, Storage Shelving, Exterior Protection, Telephone Specialties, Toilet, Bath, Laundry Specialties, and Scales.

Relying on a combined experience of 60 plus years, our team has tackled a variety of specialty projects, including new installations and remodels.

We have previously overseen builds of healthcare, manufacturing and warehouse spaces, and we understand the unique specialty needs of these and other specialized facilities. Whether you're building a new facility from scratch or retrofitting an existing space, let our expertise help you every step of the way.

Some of our key components to success include the use of experienced certified subcontractors, training techniques, searching and finding the best applicable companies to fit the product. Relying on our vast knowledge of our past projects gives us a unique advantage in the fact that we can move quickly, safely and with precision to complete a major project without flaws.

Clark Contractors proudly serves businesses and other commercial clients throughout western and central Pennsylvania and northern Maryland. To find out more about how we can help you with a wide range of commercial specialty work, contact our team today.



#### ▫ Services

- Excavation
- Commercial Concrete
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- Plumbing
- Communications

[VIEW OUR PORTFOLIO](#)

[QUESTIONS?](#)

## Plumbing

As a full-service commercial construction contractor, Clark Contractors can take care of all your building's Plumbing needs. Whether you're looking to retrofit an older facility or install a complete system in a new construction, we can provide everything you need from a single vendor. A family business based in Bedford, PA, we serve clients throughout central/western Pennsylvania and northern Maryland.

Clark Contractors self performs and relies on applicable associated experienced subcontractors we needed. Relying on over 60 years of construction experience, our team has tackled many types of plumbing projects, including new installations of water & sewer, pumps, water heaters, gas lines, air lines, and associated venting and piping. We excel at meeting the plumbing needs of a wide range of clients, from healthcare facilities to hotels and other hospitality industry operators.

### Commercial Plumbing Made Easy

One of the key components to our success has been the quality and professionalism of our crews and the subcontractors we deal with. With certified on staff plumbers and large network of trusted partners, we can be the best company to fit your project. We can also coordinate the build process to avoid delays and ensure your plumbing system components get installed to the high standards we demand - and our clients expect.

### Over 60 Years of Plumbing Experience

Plumbing requirements for commercial constructions can be extremely complex, whether your'e building a manufacturing facility with precise temperature control needs or a retail storefront where economical customer comfort is essential. Efficiently meeting the needs of your business requires sophisticated engineering and a team who knows how to properly install commercial-level plumbing systems.

At Clark Contractors we rely on our vast knowledge of our past projects to give us a unique advantage in every plumbing project we take on. Our team of plumbing experts can move quickly, safely and with precision. We'll complete your project without flaws, while minimizing lead times and ensuring your completed facility is as powerful and efficient as possible. To find out more about our full list of services, contact us today.



- Services
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  - Industrial Concrete
  - Masonry
  - Metal Building
  - Woods & Plastics
  - Thermal & Moisture
  - Doors & Windows
  - Finishes
  - HVAC
  - Electrical
  - Construction Management
  - Specialties
  - Plumbing
  - Communications

[VIEW OUR PORTFOLIO](#)

[QUESTIONS?](#)

## Commercial Communications Installations

Commercial communication work can be time-consuming and expensive, particularly when a building has not been properly prepared to accommodate the needs of your business. As specialists in all aspects of the build process, Clark Contractors, Inc. can ensure the final communication work on your new facility is completed in a timely, cost-effective manner.

### 60+ Years of Electrical Expertise

Clark Contractors performs communication construction with applicable associated experienced subcontractors. Relying on a combined experience of 60 plus years, our team has tackled a variety of communication projects, including new installations of communication gear systems, IT, complete security system, fire alarms, and energy management.

We have previously overseen builds of healthcare, manufacturing and warehouse spaces, and we understand the unique communication needs of these and other specialized facilities. Whether you're building a new facility from scratch or retrofitting an existing space, let our expertise help you every step of the way.

### Trust Your Next Communications Installation to Clark Contractors

Some of our key components to success include the use of experienced certified subcontractors, training techniques, searching and finding the best applicable companies to fit the product. Relying on our vast knowledge of our past projects gives us a unique advantage in the fact that we can move quickly, safely and with precision to complete a major project without flaws.

Clark Contractors proudly serves businesses and other commercial clients throughout western and central Pennsylvania and northern Maryland. To find out more about how we can help you with a wide range of commercial communication work, contact our team today



REED, WERTZ & ROADMAN, INC.

Regional Office of  
KEYSTONE INSURERS  
GROUP

April 22, 2016

Clark Contractors Inc.  
145 Clark Bldg Rd, Suite 7  
Bedford, PA 15522

REFERENCE: Clark Contractors, Inc.  
Workers Compensation – Experience Rating

To Whom It May Concern:

The following represents the Experience Modification Rating for the current and past 2 years as requested:

Effective date	Experience Mod Rating Factor
04/22/15	.899
04/22/14	.743
04/22/13	.689

Regards,

REED, WERTZ & ROADMAN, INC.

Donna Pennel  
Commercial Lines Customer Service Representative

**APPENDIX E**  
**COMPARABLE CONSTRUCTION EXPERIENCE**  
**PROJECTS EQUAL TO OR LESS THAN \$50,000**

*Submit a Separate Form B for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Indiana University of Pennsylvania

3) Project Name: Zink Hall Upgrades

4) Project Number: NA 5) Project Value: \$22,551.00

6) Project Address: 1011 South Drive 7) County: Indiana  
Indiana, PA 15705

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Richard Manslow P.E. Title Project Manager

Telephone: 724-357-4894 Email Address: rmanslow@iup.edu

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Indiana University of Pennsylvania  
Zink Hall Deans Office (HVAC)

During the remodeling of the Dean Office installation of new HVAC System. Demo of the existing HVAC System and ductwork. Installed new ceiling HVAC System and rerouted ductwork to supply the office. Install of vents, etc.

**APPENDIX E**  
**COMPARABLE CONSTRUCTION EXPERIENCE**  
**PROJECTS EQUAL TO OR LESS THAN \$50,000**

*Submit a Separate Form B for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: United States Postal Service

3) Project Name: HVAC Upgrades Greentree Office

4) Project Number: NA 5) Project Value: \$24,532.00

6) Project Address: 7700 Trumbull Drive 7) County: Allegheny  
Pittsburgh, PA 15901

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Postmaster Title NA

Telephone: 412-279-6955 Email Address: NA

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: United States Postal Service  
HVAC Upgrades Greentree (HVAC)

Removed the existing roof top HVAC unit and replaced with new. Installed new control wiring and controls. Flashed in new rooftop unit.

**APPENDIX E**  
**COMPARABLE CONSTRUCTION EXPERIENCE**  
**PROJECTS EQUAL TO OR LESS THAN \$50,000**

*Submit a Separate Form B for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Omni Bedford Springs Resorts

3) Project Name: Cooler Upgrades

4) Project Number: NA 5) Project Value: 15,432.00

6) Project Address : 2138 Business 220 7) County: Bedford  
Bedford, PA 15522

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Stephen Monticone Title Facility Administrator

Telephone: 435-659-6148 Email Address: stephen.monticone@omnihotels.com

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Omni Bedford Springs Resort  
Cooler Upgrades (HVAC)

Excavated and installed drainage and a new 6" thick concrete slab. Placed walk-in cooler and condenser unit. Modified the existing building siding and gutter for the cooler installation.

**APPENDIX E**  
**COMPARABLE CONSTRUCTION EXPERIENCE**  
**PROJECTS EQUAL TO OR LESS THAN \$50,000**

*Submit a Separate Form B for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Walmart Distribution Center

3) Project Name: HVAC Units in Server Room

4) Project Number: NA 5) Project Value: \$3,363.00

6) Project Address: 181 Walmart Drive 7) County: Bedford  
Bedford, PA 15522

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Type:** (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Eric Howard Title Facility Administrator

Telephone: 814-624-5250 Email Address: mathew.howard@walmart.com

15) **Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve:** (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Walmart Distribution Center  
HVAC units in the Server Room

Installed new controls and wiring to 2 existing HVAC units in the Server Room.

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$50,000 AND \$150,000

Submit a Separate Form C for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Indiana University of Pennsylvania

3) Project Name: Eberly Hall Dean's Suite HVAC

4) Project Number: NA 5) Project Value: \$78,961.18

6) Project Address: 650 South 13th Street 7) County: Indiana

Indiana, PA 15705

8) Achieved or Anticipated Final Acceptance after January 1, 2011  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Richard Manslow P.E. Title Project Manager

Telephone: 724-357-4894 Email Address: rmanslow@iup.edu

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope ow Work:**

Project: Indiana University of Pennsylvania  
Eberly Hall Dean's Suite HVAC

During the renovations to Eberly Hall Dean's Suite demo and installation of a new HVAC system. Work included demo of the existing HVAC unit and ductwork and dispose of. Fabricated and ran new sheet metal ductwork, installed new dampers and ceiling diffusers and balanced new system.

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE PROJECTS BETWEEN \$50,000 AND \$150,000

*Submit a Separate Form C for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: USPFO of Pennsylvania Department of Defence

3) Project Name: HVAC & Domestic HW Water Heaters

4) Project Number: W912KC-10-D-0011 0021 5) Project Value: \$128,950.00

6) Project Address : 300 Tanker Road 7) County: Allegheny

Coraopolis, PA 15108

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Type:** (NOTE: Project type should match the trade of the Contract being proposed)  
 General Construction  HVAC  Electrical  Plumbing

13:) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Francis McNulty Title M. SGT.

Telephone: 412-776-7685 Email Address: francis.x.mcnylty2.mil@mail.mil

15) **Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve:** (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: USPFO of Pennsylvania Department of Defense  
Replace HVAC Units (HVAC)

Remove and replace the HVAC units located in building 105 and 120. Install a new HVAC System in H302 Crew Chief Area with domestic hot water heater in building 304. Units in building 105 consist of a forced air natural gas fired up flow furnace with a A coil and an exterior condensing unit. Building 120 consist of two, forced air, natural gas fired, up flow furnace with A coil and an exterior condensing unit.

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE PROJECTS BETWEEN \$50,000 AND \$150,000

*Submit a Separate Form C for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Indiana University of Pennsylvania

3) Project Name: Steamline Upgrades

4) Project Number: NA 5) Project Value: \$69,226.00

6) Project Address : 650 S. 13th Street 7) County: Indiana  
Indiana, PA 15705

8) Achieved or Anticipated Final Acceptance after January 1, 2011  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)  
 General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?  
 Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Richard Manslow P.E. Title Project Manager

Telephone: 724-357-4894 Email Address: rmanslow@iup.edu

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Indiana University of Pennsylvania  
Steamlines Upgrade (HVAC)

Replacement of existing steam lines and pits all work in the existing streets. These lines supply several building at the University.

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$50,000 AND \$150,000

Submit a Separate Form C for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Indiana University of Pennsylvania

3) Project Name: Eicher Hall HVAC Upgrades

4) Project Number: NA 5) Project Value: \$63,145.00

6) Project Address : 650 S. 13th Street 7) County: Indiana

Indiana, PA 15705

8) Achieved or Anticipated Final Acceptance after January 1, 2011  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13:) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Richard Manslow P.E. Title Project Manager

Telephone: 724-357-4894 Email Address: rmanslow@iup.edu

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Indiana University of Pennsylvania  
Eicher Hall (HVAC)

Renovated the existing HVAC System during the remodeling of existing room. Demo of existing HVAC Unit and installed new unit heater, including ductwork, controls and diffusers and all related materials.

# APPENDIX G

## COMPARABLE CONSTRUCTION EXPERIENCE PROJECTS BETWEEN \$150,000 AND \$300,000

*Submit a Separate Form D for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Indiana University of Pennsylvania

3) Project Name: Eicher Hall Cooling Tower

4) Project Number: JOC-KPN 2014 JOCC 05 5) Project Value: \$160,089.00

6) Project Address: 650 S. 13th Street 7) County: Indiana

Indiana, PA 15705

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Type:** (*NOTE: Project type should match the trade of the Contract being proposed*)

General Construction  HVAC  Electrical  Plumbing

13) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Richard Manslow P.E. Title Project Manager

Telephone: 724-357-4894 Email Address: rmanslow@iup.edu

15) **Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve:** (*Attach Additional Information As Necessary*)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Indiana University of Pennsylvania  
Eicher Hall Cooling Tower Replacement (HVAC)

Demo of the existing cooling tower and replacement with new cooling tower and all associated equipment for Eicher Hall.

# APPENDIX G

## COMPARABLE CONSTRUCTION EXPERIENCE PROJECTS BETWEEN \$150,000 AND \$300,000

*Submit a Separate Form D for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Indiana University of Pennsylvania

3) Project Name: Weyandt Hall Lab Renovations

4) Project Number: CoStars JOC 011341 5) Project Value: \$167,630.00

6) Project Address: 650 S. 13th Street 7) County: Indiana

Indiana, PA 15705

8) Achieved or Anticipated Final Acceptance after January 1, 2011  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Richard Manslow P.E. Title Project Manager

Telephone: 724-357-4894 Email Address: rmanslow@iup.edu

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Indiana University of Pennsylvania  
Weyandt Hall Lab Renovations (HVAC)

Complete new HVAC System during the renovations to Weyandt Hall. Demo and removed existing HVAC system ductwork and dispose of. Install new HVAC Unit with new ductwork, and all new related accessories.

# APPENDIX G

## COMPARABLE CONSTRUCTION EXPERIENCE PROJECTS BETWEEN \$150,000 AND \$300,000

*Submit a Separate Form D for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: PA Department of General Services

3) Project Name: Facility Chiller Replacement

4) Project Number: DGS A970-213 5) Project Value: \$234,614.00

6) Project Address: Southwestern Veterans Center 7) County: Allegheny

7060 Highland Drive

Pittsburgh, PA 15206

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Tom Steimer Title Construction Supervisor

Telephone: 412-302-9489 Email Address: tsteimer@pa.gov

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Department of General Service  
Chiller Replacement Southwest Veterans Center (HVAC)

Removed and disposed of the existing Chiller. Purchase and installed new Chiller Unit with all related piping and hookups.

# APPENDIX G

## COMPARABLE CONSTRUCTION EXPERIENCE PROJECTS BETWEEN \$150,000 AND \$300,000

*Submit a Separate Form D for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) Agency/Client Name: Bedford County Development Association

3) Project Name: Remodel for Steltek/BR Plastics

4) Project Number: NA 5) Project Value: \$269,475.00

6) Project Address: 1 Corporate Drive 7) County: Bedford  
Bedford, PA 15522

8) **Achieved or Anticipated Final Acceptance after January 1, 2011**  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Type: (NOTE: Project type should match the trade of the Contract being proposed)

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Bette Slayton Title President

Telephone: 814-623-4816 Email Address: slayton@bcda.org

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

**DGS A-2016-0001-JOC-WST-K-2**

**Project Scope of Work:**

Project: Bedford County Development Association  
Steltek/BR Plastics Interior Renovations (HVAC)

Installed new HVAC System during the renovations being completed for the Steltek and BR Plastics office fit-out.  
Installed new HVAC System with all related ductwork, accessories to accommodate the new offices.

# APPENDIX H

## KEY PERSONNEL

### PROJECT MANAGER

Submit a Separate Form E for Each Project Manager Proposed. Maximum of (2) Project Managers Will be Evaluated

1) Proposer's Name: Clark Contractors, Inc.

2) Project Manager's Name : Clair Corle

3) # of Years with the Firm: 19

4) Does the Project Manager Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade(s) Checked Above: 30

7) Is the Project Manager being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8) ATTACH RESUME       Yes

9) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Terry Pearsall Title Divison Chief

Telephone: 610-633-6033 Email Address: tpearsall@pa.gov

10) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Ray Wygonik Title Director of Engineering & Construction

Telephone: 724-422-4343 Email Address: Raymond.Wygonik@iup.edu

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**EDUCATION**

1981            BOSTON UNIVERSITY  
                 BUSINESS  
                 BOSTON, MA

1980            CHESTNUT RIDGE AREA HIGH SCHOOL  
                 FISHERTOWN, PA

**EXPERIENCE**

2001 --        IQC / JOC PA DEPT OF TRANSPORTATION  
                 CONTRACT MANAGER

2001 --        COMMERCIAL BUILDINGS ESTIMATOR  
                 CLARK CONTRACTORS, INC  
                 BEDFORD, PA

1997 --        PROJECT SUPERINTENDENT  
2001            CLARK CONTRACTORS, INC  
                 BEDFORD, PA

1981 --        PRESIDENT  
1997            CAC CONSTRUCTION  
                 BEDFORD, PA

**NOTABLE PROJECTS**

2005-        PENN DOT FACILITIES (MULTIPLE)  
2010            ESTIMATOR / PROJECT MANAGER -- \$5,000,000.00 PLUS

2009        EASTERN INDUSTRIES  
                 ESTIMATOR / PROJECT MANAGER -- \$1,595,765.00

2008        BEDFORD PRESBYTERIAN CHURCH  
                 ESTIMATOR / PROJECT MANAGER -- \$575,976.00

# APPENDIX H

## KEY PERSONNEL

### PROJECT MANAGER

Submit a Separate Form E for Each Project Manager Proposed. Maximum of (2) Project Managers Will be Evaluated

1) Proposer's Name: Clark Contractors, Inc.

2) Project Manager's Name : Brandon Onstead

3) # of Years with the Firm: 7

4) Does the Project Manager Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade(s) Checked Above: 7

7) Is the Project Manager being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8) ATTACH RESUME       Yes

9) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Thomas Steimer Title Construction Inspection Manager  
Telephone: (412) 828-0516 Email Address: tsteimer@pa.gov

10) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name John Sklarsky Title Construction Inspector Supervisor  
Telephone: (814) 696-5120 Email Address: jsklarsky@pa.gov

EDUCATION

2009 Pennsylvania College of Technology  
BS Building Construction Management  
Williamsport, PA

2006 Chestnut Ridge High School  
Fishertown, PA

EXPERIENCE

2011-Present Clark Contractors, Inc.  
Project Manager  
Quality Control

2008-2011 Clark Contractors, Inc.  
Internship

NOTABLE PROJECTS

2014-2015 Department of General Services  
Everett Readiness Center Rehabilitation  
\$564,800.00

2015 Department of General Services  
Southeast Veterans Center-Mold Remediation  
\$370,000.00

2013-2014 Department of General Services  
Pittsburgh Crane  
\$1,400,000.00

2014 Department of General Services  
Warren State Hospital Life Safety  
\$281,975.00

2013 Department of General Services  
Pittson Armory  
\$224,944.00

**APPENDIX I**  
**KEY PERSONNEL**  
**GENERAL FIELD SUPERINTENDENT**

*Submit a Separate Form F for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) General Field Superintendent's Name : John Ed Baker

3) # of Years with the Firm: 34

4) Does the General Field Superintendent Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade Checked Above: 34

7) # of Years Experience with the Commonwealth: 10+

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

9) **ATTACH RESUME**       Yes

10) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Chris David Title Facility Administrator

Telephone: (724) 875-4895 Email Address: CDavid@paturnpike.com

11) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name James Bittner Title Project Manager

Telephone: (814) 285-1135 Email Address: bittner.james@gatewaytravelplaza.com

EDUCATION

1971 Northern Bedford School

WORK EXPERIENCE

2001 – Present Clark Contractors, Inc.  
Commercial Construction Superintendent

1982 – 2001 Clark Contractors, Inc.  
Carpenter

1971 – 1982 Self Employed Dairy Farmer

NOTABLE PROJECTS

2010 PA Turnpike Everett Fares/Warehouse  
Construction Superintendent  
\$3,744,500.00

2009 Gateway Traveler's Oasis  
Construction Superintendent  
\$949,701.00

2008 Geisel Funeral Home  
Construction Superintendent  
\$1,321,072.00

2007 Hometown Bank  
Construction Superintendent  
\$622,466.00

**APPENDIX I**  
**KEY PERSONNEL**  
**GENERAL FIELD SUPERINTENDENT**

*Submit a Separate Form F for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) General Field Superintendent's Name : Barry Bottenfield

3) # of Years with the Firm: 26

4) Does the General Field Superintendent Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade Checked Above: 26

7) # of Years Experience with the Commonwealth: 10+

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

9) ATTACH RESUME       Yes

10) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Chris David      Title Facility Administrator

Telephone: (724) 875-4895      Email Address: CDavid@paturndpike.com

11) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Thomas George      Title Facility Administrator

Telephone: (717) 682-4190      Email Address: tgeorge@paturndpike.com

**EDUCATION**

1972 Northern Bedford High School  
College Prep.

**WORK HISTORY**

1990 - Present Project Supervisor  
Clark Contractors, Inc.  
Bedford, PA

1987 - 1989 Maintenance Department  
UPMC Bedford Memorial Hospital  
Everett, PA

1983 - 1987 Carpenter/Supervisor  
Paul & Richard Clark, Inc.  
Bedford, PA

1972 - 1982 Carpenter  
Robel Construction  
Johnstown, PA

**NOTABLE PROJECTS**

2015 Western Maryland Health System CCPI Suite  
Project Supervisor  
\$261,480.00

2013 Blue Triangle  
Project Supervisor  
\$713,664.00

2012 Walmart Distribution Concrete  
Project Supervisor  
\$196,791.00

2005 UPMC Bedford Memorial Hospital-Physical Therapy Renovations  
Project Supervisor  
\$182,000.00

2001 Procure Health & Fitness-Bedford New Building  
Project Supervisor  
\$450,000.00

2001 Procure Sports-Plex - New Building Bedford  
Project Supervisor  
\$918,000.00

**APPENDIX I**  
**KEY PERSONNEL**  
**GENERAL FIELD SUPERINTENDENT**

*Submit a Separate Form F for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated*

1) Proposer's Name: Clark Contractors, Inc.

2) General Field Superintendent's Name : Jason Foor

3) # of Years with the Firm: 8

4) Does the General Field Superintendent Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade Checked Above: 8

7) # of Years Experience with the Commonwealth: 8

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

9) ATTACH RESUME       Yes

10) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Ryan Hurley Title Project Manager (ALCM)

Telephone: (412) 475-7874 Email Address: rhurey@al-cm.com

11) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Mike Houser Title Project Manager

Telephone: (724) 875-4899 Email Address: mhouser@paturnpike.com

EDUCATION

1995 Northern Bedford High School  
College Prep.

WORK HISTORY

2008 - Present Construction Foreman  
Clark Contractors, Inc.  
Bedford, PA

2007 - 2008 Construction Foreman  
BC Stone Inc.  
Eberett, PA

1995 - 2006 Carpenter  
Rhodes Construction  
Loysburg, PA

NOTABLE PROJECTS

2013 - 2015 PA Turnpike Commission-Somerset Maintenance Facility  
Coordinated with owner representative and subcontractors.  
\$25,000,000.00

2010 VA James E. VanZandt Medical Center-Expand Rehab  
Coordinated project with owner and subcontractors, followed all hospital regulations  
Construction Foreman R.C. Clark Contractors, Inc.  
\$3,587,000.00

2010 VA James E. VanZandt Medical Center-GEMS Washbay  
Coordinated project with owner and subcontractors, followed hospital regulations  
Construction Foreman R.C. Clark Contractors, Inc.  
\$509,831.00

2010 First United Bank and Trust-New Branch Office Keyser WV  
Coordinated project with owner and subcontractors  
Construction Foreman Clark Contractors, Inc.  
\$1,435,526.00



**145 Clark Building Road • Suite 7 • Bedford, PA 15522**  
**Phone: 814.623.9400 • Fax: 814.623.3391**

**Narrative of the Proposer's Staffing Plan In the Event Additional Staff is Required**

Based on the projections that are put forth in the RFP our current staff meets or exceeds the amount of work which we are proposing for. In the event the program expectations expand we would. A.) Procure new project managers through the PA College of Technology BCM Program. B.) Evaluate and promote craftsman to superintendents. C.) Hire more craftsman's from our large pool of candidates that we keep in our revolving data base.



**145 Clark Building Road • Suite 7 • Bedford, PA 15522**  
**Phone: 814.623.9400 • Fax: 814.623.3391**

#### **Understanding the JOC Procurement System**

1. An overview of this JOC procurement system.

Clark Contractors, Inc. has been continually using the JOC Procurement System with PA State and Federal Agencies for the past 10 plus years. Through our experience we understand all aspects of the JOC Procurement System.

2. The procedure the Using Agency will use to order work.

Previously when DGS used the JOC contract in the early 2000's we were an approved JOC Contractor and we are also a current DGS Contractor that performs multiply projects per year for DGS. We are very familiar with the DGS process that will be used.

3. The Proposer's process for preparing designs and accurate Job Order Price Proposals.

We prepare designs in house with a licensed P.E. Our accuracy for preparing Job Order Proposals is obtained through 6 highly skilled and previously trained JOC Estimators with over 250 plus JOC proposals submitted to date.

4. The Proposer's plan regarding the proposed methods for determining the costs of subcontracts, as well as proposed methods for selecting and awarding subcontracts, which shall include Small Businesses and Small Diverse Businesses.

We determine the cost of subcontracting based off of multiple subcontracting pricing. We select and award subcontracts based on pricing, experience, safety and diversified business characteristics. Part of this selection will be to meet or exceed the Small Business and Small Diverse Business goals.

5. The Proposer's plan that sets forth in detail how the Proposer will meet or exceed it Small Business and Small Diverse Business annual percentage commitments throughout the duration of the initial term and any renewals of the contract, including a list of current and potential SB/SDB business partners.

Clark Contractors, Inc. intends to meet or exceed the annual percentage commitment through our database of established SB/SDB from past projects. We will also continue to solicit these firms using the DGS database, the PAUCP database and all approved resources by DGS. We will also achieve our goal by using all tiers of construction.

6. Keys to success.

Clark Contractors, Inc. has three factors that have driven us and are the keys to our success. 1.) Accuracy of JOC proposal on first round. 2.) Our willingness to work with the agency on time schedule. 3.) Implementation and the quality of our work.

7. Any other information deem relevant and important.

Clark Contractors Inc. has been awarded approximately 25 JOC Contracts in the past decade and has exceeded over \$5 million dollars in contracts. We have had all of our contract options renewed without question.

**APPENDIX K**  
**COSTARS PROGRAM ELECTION TO PARTICIPATE**

**If awarded a Contract, our firm agrees to sell the awarded items/services at the same prices and/or discounts, and in accordance with the contractual terms and conditions, to registered COSTARS Members who elect to participate in the contract. Our firm also agrees to pay the applicable Administrative Fee (\$1500 or \$500 for a Department of General Services Certified Small Business) at the beginning of each contract year and upon each contract renewal date.**

**Our firm also agrees to pay Gordian a 1% Contractor License Fee (License Fee) payable within five (5) days from the date the JOC Contractor receives payment from a COSTARS Member.**

**If you are asserting that your firm is a Department of General Services Certified Small Business, provide an active Department of General Services Small Business Certification.**

Clark Contractors, Inc.  
\_\_\_\_\_  
Corporate or Legal Entity Name

 5/4/16  
\_\_\_\_\_  
Signature/Date

Clifton Clark / President  
\_\_\_\_\_  
Printed Name/Title

**End of Part 5**

## Appendix J

### COST SUBMISSION FORM

The Proposer shall set forth Adjustment Factors in legible figures in the respective space provided. Failure to submit all Adjustment Factors will result in the Proposal being deemed non-responsive. The JOC Contractor shall perform the Tasks required by each individual Job Order using the following Adjustment Factors:

	Adjustment Factor Name	Adjustment Factor Bid	X Multiplier	= Total
1.	Adjustment Factor for Normal Working Hours	<u>1</u> . <u>3</u> <u>3</u>	X 0.50	= <u>0</u> . <u>6</u> <u>7</u>
2.	Adjustment Factor for Other Than Normal Working Hours	<u>1</u> . <u>3</u> <u>3</u>	X 0.20	= <u>0</u> . <u>2</u> <u>7</u>
3.	Adjustment Factor for Non Pre-priced Tasks	<u>1</u> . <u>1</u> <u>2</u>	X 0.10	= <u>0</u> . <u>1</u> <u>1</u>
4.	Adjustment Factor for Design Work	<u>1</u> . <u>0</u> <u>5</u>	X 0.20	= <u>0</u> . <u>2</u> <u>1</u>
5.	Add all the Total amounts in the right column.  <b>The Sum of these Total amounts on line 5 is the Final Proposed Price for Cost Submittal scoring purposes only.</b>			= <u>1</u> . <u>2</u> <u>6</u>

***Notes To the Proposer:***

1. Specify lines 1 through 5 to two (2) decimal places. Use conventional rounding methodology (i.e., if the number in the 3<sup>rd</sup> decimal place is 0-4, the number in the 2<sup>nd</sup> decimal remains unchanged; if the number in the 3<sup>rd</sup> decimal place is 5-9, the number in the 2<sup>nd</sup> decimal is rounded upward).
2. *The Other Than Normal Working Hours Adjustment Factors should be greater than or equal to the Normal Working Hours Adjustment Factors.*
3. *The Non Pre-priced and Design Work Adjustment Factors must be greater than or equal to 1.0000.*

4. The weighted multipliers above are for the purpose of calculating a Final Proposed Price only. No assurances are made by the Commonwealth that work will be ordered under the Contract in a distribution consistent with the weighted percentages above. The Final Proposed Price is only used for the purpose of determining the lowest proposed price and calculating all Cost Submittal scores.
5. When submitting Job Order Price Proposals related to specific Job Orders, the Bidder shall utilize one or more of the Adjustment Factors applicable to the Work being performed.

**Liquidated Damages**

1. At the sole discretion of the Using Agency, liquidated damages will be assessed, if at all, on a Job Order-by-Job-Order basis. If no Extensions of Time are granted, for each calendar day that the Detailed Scope of Work for a Job Order shall remain incomplete after the Job Order Completion Time, the amount per calendar day specified in following table, Schedule of Liquidated Damages, will be deducted from any money due the JOC Contractor, not as a penalty but as liquidated damages; provided however that due account shall be taken of any adjustment of the Job Order Completion Time as provided for elsewhere in this Contract.

<b>Job Order Price</b>	<b>Liquidated Damages</b>
\$0 to \$10,000	\$100/Day
\$10,001 to \$50,000	\$250/Day
Over \$50,000	\$500/Day



**Job Order Contracting  
Western Region - HVAC**

6/10/2016

**Summary**

**Clark  
Contractors**

Pro Rated Cost Score	500.000
X multiplier	0.50
<b>Final Cost Score</b>	<b>250.000</b>

Pro Rated SDBSB Score	500.000
X multiplier	0.20
<b>Final DB Score</b>	<b>100.000</b>

Pro Rated Tech Score	500.000
X multiplier	0.30
<b>Final Tech Score</b>	<b>150.000</b>

**Final Proposal Score**

**500.00**

<b>Overall Rank</b>	<b>1</b>
Cost Score Rank	<b>1</b>
Pts. Lost on Cost	0.000
SDBSB Score Rank	<b>1</b>
Pts. Lost on DB	0.000
Tech Score Rank	<b>1</b>
Pts. Lost on Tech	0.000