

Response  
To

Request for Proposal  
For General Construction Job Order Contract

CAPITAL REGION

Contract No: DGS A-2019-0001-JOC-CAP-K-1

# PACKAGE I: TECHNICAL SUBMITTAL

Prepared  
By



MASTER BUILDERS

4 Barlo Circle

Dillsburg, PA 17019

PH: 717-432-3429 FAX: 717-432-7343

[www.lobarassoc.com](http://www.lobarassoc.com)

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For General Construction Job Order Contract

## **CAPITAL REGION**

Contract No: DGS A-2019-0001-JOC-CAP-K-1

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**PACKAGE I: TECHNICAL SUBMITTAL**

**Section 1: Company Profile (2-3.1)**

# APPENDIX C

## COMPANY PROFILE

### 1. General Information

Company Name: Lobar Associates, Inc.

Street Address: 4 Barlo Circle

PO Box / Rural Route: PO Box 432

City: Dillsburg

State: PA

Postal Code: 17019-0432

County: York

Telephone: 717-432-3429 Fax: 717-432-7343

Website: www.lobarassoc.com

Number of Years as a Contractor: 30 Years

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

☐ Yes ☒ Other

Street Address: 4 Barlo Circle

PO Box / Rural Route: PO Box 432

City: Dillsburg

State: PA

### 3. Number of Years the Company Office Administering the Contract Above Has Been Staffed and Operational: 30 Years

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

If yes, # of Years Experience with the Commonwealth: 29 Years



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

**If yes, # of Years Experience with Job Order Contracting:** 14+ Years

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

**7. 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

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

See Attached Self-Perform Sheet and Attached Certified Staff Sheet

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

We plan to subcontract to SB/SDE trades in a multitude of several trades including

but not limited to: demolition, excavation/site work/landscaping, concrete/paving, insulation,

roofing, finishes, drywall and studs, painting, cleaning and design and engineering services.

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

N/A

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## HOW IT ALL STARTED

The Lobar Companies had a modest start in 1967 when owners Lloyd and Barbara Eichelberger began offering general construction services for a few, skillfully handled projects. Believing in the principles offered by a family business (being trustworthy, hardworking and dedicated), Lobar built an early reputation as a cost-effective and reliable contractor.

In 1989, LOBAR ASSOCIATES, INC. was specifically created by its then parent company, Lobar Inc., to focus on design-build and fast track construction.

## TODAY

Over the past three decades, Lobar Associates, Inc. has evolved into a complete turnkey provider with our Master Builder program. We offer a diverse range of services - from preconstruction consulting to long-term maintenance agreements - because we believe in committing to our clients in addition to the projects at hand.

Lobar Associates, Inc. is proud that over 90% of our annual workload is based on referrals and repeat business.

## MEANING OF OUR PINNACLES

**Pinnacle:** (/noun/) the highest point of development or achievement

From the start, our job signs have always been a pinnacle. That shape signifies exactly what our mission is: To deliver the highest level of results throughout all phases of preconstruction and construction to achieve certain success for our clients. Expect It All - We Deliver.





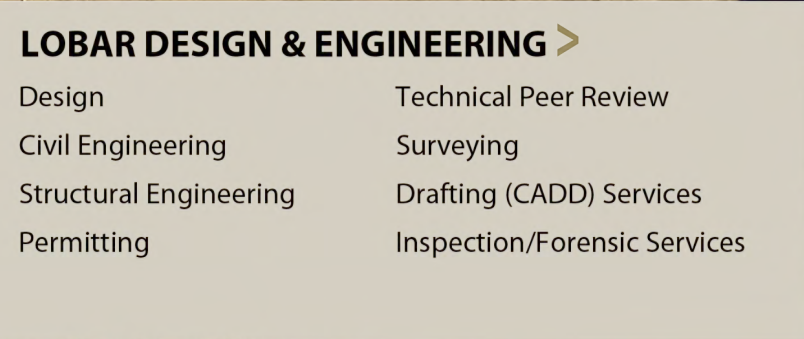


# LOBAR'S TEAM OF EXCEPTIONAL COMPANIES



## ◀ LOBAR ASSOCIATES

Design/Build	Higher Education
Government	Financial
Retail & Commercial	Multi-Family Residential
Health Care	Roofing
Industrial	Rapid Response Services
Places of Worship	



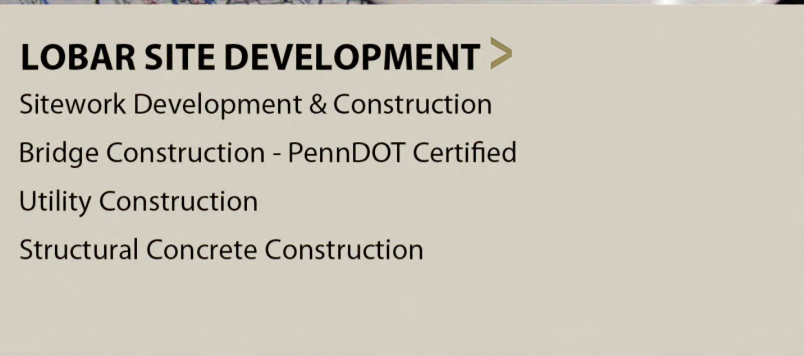
## LOBAR DESIGN & ENGINEERING >

Design	Technical Peer Review
Civil Engineering	Surveying
Structural Engineering	Drafting (CADD) Services
Permitting	Inspection/Forensic Services



## ◀ LOBAR CONSTRUCTION MANAGEMENT

- Agency Construction Management
- Construction Management at Risk
- Program Management
- Pre-Construction Services



## LOBAR SITE DEVELOPMENT >

- Sitework Development & Construction
- Bridge Construction - PennDOT Certified
- Utility Construction
- Structural Concrete Construction



## ◀ LOBAR PROPERTIES

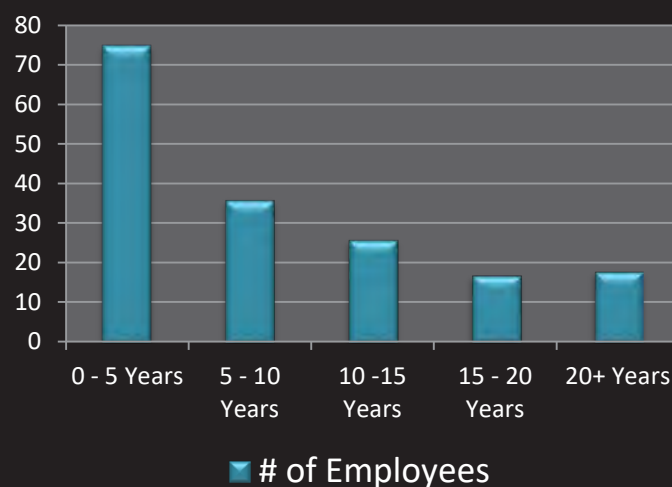
- Facility and Property Management
- 24/7 Emergency Services
- Snow Removal Program
- Site Cost Analysis & Acquisition / Land Development
- Leases or Lease-to-Own Options



# LOBAR BY THE #S



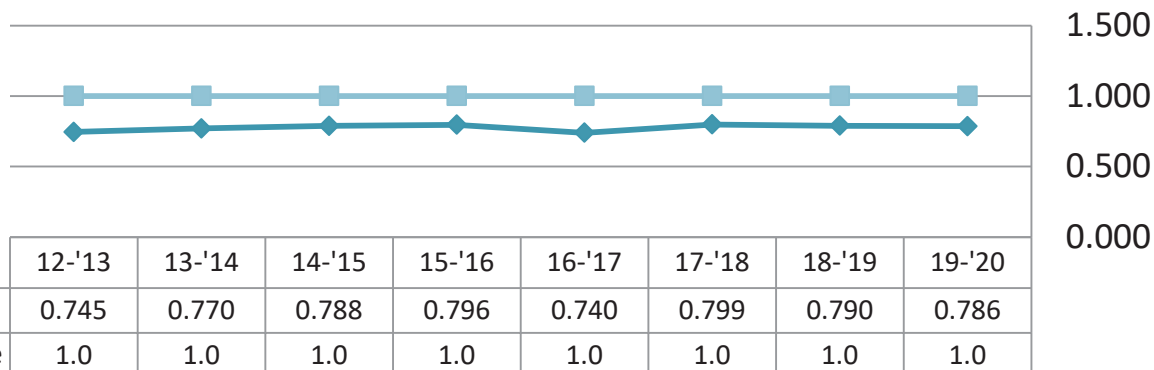
## YEARS @ LOBAR



20% of staff have been with Lobar for over 15 years



## EMR / SAFETY RATING (BELOW 1.0 IS GOOD!)





# Self Performance

LOBAR ASSOCIATES'  
TRAINED & CERTIFIED  
CRAFTSMEN PERFORM:

DEMOLITION

SITE WORK

CONCRETE

MASONRY REPAIRS

STEEL ERECTION

ROUGH CARPENTRY

FINISH CARPENTRY

METAL FRAMING

DRYWALL

MILLWORK

CABINETS/COUNTERTOPS

CAULKING

LIFE SAFETY/ADA COMPLIANCE

METAL BUILDINGS

DOORS & WINDOWS

MISCELLANEOUS SPECIALTY

INSULATION

ROOFING

SIDING

TILE

DATA & VOICE CABLING

## OUR PROFESSIONAL SERVICES

CIVIL ENGINEERING

STRUCTURAL ENGINEERING

MECHANICAL CONSULTING

SPACE PLANNING

INTERIOR DESIGN

CONSTRUCTION MANAGEMENT

SURVEYING & SITE LAYOUT

PROJECT SUPERVISION

QUALITY CONTROL

ALL EMPLOYEES ARE DRUG TESTED  
AND SECURITY SCREENED



Lobar Associates has one of the most well trained, certified and licensed workforces in Central Pennsylvania



<b>Health Care/ASHE</b>	<b>Staff</b>
Certified Healthcare Constructor (CHC)	1
Health Care Construction Certified (HCC)	12
ICRA (Infection Control Risk Assessment)	11
PCRA (Patient Care Risk Assessment) by UPMC	17
<b>Health &amp; Safety</b>	<b>Staff</b>
OSHA 10	54
OSHA 30	24
Drug & Alcohol Reasonable Suspicion	4
CPR/First Aid by a BCSP	59
PA Certified Safety Committee	11
Silica Safety Awareness	113
Fall Protection	108
Trench Safety	2
Confined Space by BCSP	9
Flagger	8
2 Hour Asbestos Awareness	2
HAZWOPER 40 (2 with supervisor certification)	8
Mold Prevention & Awareness	8
Mold Remediation Supervisor	6
<b>Management</b>	<b>Staff</b>
Construction Project Management (college course)	4
CQMC (Quality Control) from USACE	4
Cost Analysis	2
40 Hour EM 385-1-1 USACE Certified	5
<b>Equipment</b>	<b>Staff</b>
CDL (PennDOT)	20
Fork Lift (2 staff are certified trainers)	94
JLG 8 hr Aerial Lift and/or Telehandler Trained	52
Power Actuated Tool	2
<b>Specialty</b>	<b>Staff</b>
STAR Building Erector	3
HARSCO Scaffolding	2
ACI Certified Tilt Up Concrete Technician	1
ACI/PennDOT Concrete Testing Technician	7
PennDOT Certified Bituminous Technician	1
GENFLEX Roofing	6
FABRAL Roofing	2
Ceramic Tile Installation	6
AWS Welding	4
3M Fireproofing	1
SPECSEAL Firestopping Systems	7
Emergency Response	7
SWIP (Storm Water)	1
Industrial Electric II	1
HVAC Tech Certification – EPA Clean Air Section 608	1
<b>Technical</b>	<b>Staff</b>
Autodesk Products (incl. Revit)	3
Total Station	7
LEVITON Technician	1
BICSI Certified Installer	2

Plus, all of our employees are drug tested and security screened for you and your client's safety

**PACKAGE I: TECHNICAL SUBMITTAL**

**Section 2: Comparable Construction Experience (2-3.2)**



# APPENDIX D

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: Lobar Associates, Inc.

2) Agency/Client Name: DGS

3) Project Name: Capitol Building 2nd Floor Senate Water Remediation

4) Project Number: Master: DGS A-2016-0001-JOC-CEN-K-1  
JO#: CR-DGS-006-GC PO: 4300601969 5) Project Value: \$29,992.33

6) Project Address: PA State Capitol-Complex 7) County: Dauphin

500 Commonwealth Ave

Harrisburg, PA

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ 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 Includes the Following Elements:

☒ 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 Doug Hatcher Title \_\_\_\_\_

Telephone: 2 Email Address: \_\_\_\_\_

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)

Perform Restoration work on the 2nd floor of the Senate Side Main Capitol , notably in the conference room, chamber

and lounge. All mold test results were cleared - mold conditions no longer present - at completion of project.

\_\_\_\_\_

\_\_\_\_\_



**FULLY EXECUTED - REPRINT**

Purchase Order No:

Original PO Effective Date: 10/10/2018

PO Issue Date: 10/10/2018

Valid From: 10/12/2018 To 06/30/2019

Your SAP Vendor #:

Supplier Name/Address:

LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Purchasing Agent

Please Deliver To:

Facilities Management

401 North Street, North Off Bldg, Rm 414

Harrisburg PA 17125 US

Please Bill To:

For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)

Click Programs and select E-Invoicing.

Or mail paper invoice to:

Commonwealth of Pennsylvania

PO Box 69180, Harrisburg, PA 17106

Purchase Order Description:

JOC-Main Capitol Emergency Water Leak

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Restoration Work	1.000	Each	10/12/2018	29,992.33	1	29,992.33
	>>> Rel. ord. against contract		Item 1				

**General Requirements for all Items:**

Header Text

Contact: Doug Hatcher

Job # CR-DGS-048-GC

Contractor to preform restoration work on the 2nd floor of the Senate Side Main Capitol

Gordian PO

Information:

Total Amount:

29,992.33

Currency: USD

Supplier's Signature

Printed Name

Lee E. Eichelberger

Title

President

Date

10/16/18



**FULLY EXECUTED - REPRINT**  
Purchase Order No:   
**Original PO Effective Date: 10/10/2018**  
**PO Issue Date: 10/10/2018**  
**Valid From: 10/12/2018 To 06/30/2019**

**Supplier Name:**  
LOBAR ASSOCIATES INC

No further information for this PO.

**Information:**

**Total Amount:**

**29,992.33**

Currency: USD

# APPENDIX D

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: Lobar Associates, Inc.

2) Agency/Client Name: DGS

3) Project Name: EPO Main Capitol Clean-up Fire Ext.

Master: DGS A-2016-0001-JOC-CEN-K-1

4) Project Number: JO#: CR-DGS-006-GC PO: 4300547637 5) Project Value: \$27,553.00

6) Project Address: PA State Capitol 7) County: Dauphin

N 3rd and State

Harrisburg, PA

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ 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 Includes the Following Elements:

☒ 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 Doug Hatcher Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

Provide emergency services and clean up at the Capitol Complex Senate wing due to a fire extinguisher discharge



Page 1 of 2

**FULLY EXECUTED**

Purchase Order No:

Original PO Effective Date: 05/15/2017

PO Issue Date: 05/15/2017

Valid From: 03/20/2017 To 06/30/2017

Your SAP Vendor #:

Please Deliver To:

Supplier Name/Address:

LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

PLEASE CONTACT REQUESTOR

NO ADDRESS FOUND PA 17025 US

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Please Bill To:

For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)

Click Programs and select E-Invoicing.

Or mail paper invoice to:

Commonwealth of Pennsylvania - PO Invoice

PO Box 69180, Harrisburg, PA 17106

Purchasing Agent

Purchase Order Description:

EPO Main Capitol Clean-up Fire Ext.

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Emergency Clean Up - Fire Extinguisher	1.000	Each	03/20/2017	27,552.92	1	27,552.92
	> > > Rel. ord. against contract		Item	1			

-----  
General Requirements for all Items:

Information:

Total Amount:

SEE LAST PAGE FOR TOTAL OF  
ALL ITEMS

Currency: USD

Supplier's Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_



Page 2 of 2

**FULLY EXECUTED**

Purchase Order No:

Original PO Effective Date: 05/15/2017

PO Issue Date: 05/15/2017

Valid From: 03/20/2017 To 06/30/2017

**Supplier Name:**

LOBAR ASSOCIATES INC

**Header Text**

Emergency Clean Up after an intruder made his way into the Capitol and unloaded a complete fire extinguisher in the building.

CR-DGS-013-GC

Contact: Doug Hatcher

No further information for this PO.

**Information:**

**Total Amount:**

27,552.92

**Currency: USD**

# APPENDIX D

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: Lobar Associates, Inc.

2) Agency/Client Name: DGS - OA

3) Project Name: Governor's Residence Ceiling Paint  
Master: DGS A-2016-0001-JOC-CEN-K-1

4) Project Number: JO#: CR-DGS-006-GC PO: 4300580910 5) Project Value: \$23,148.09

6) Project Address: 2035 North Front Street 7) County: Dauphin  
Harrisburg, PA

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ 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 Includes the Following Elements:

☒ 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 Doug Hatcher Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

Scrape, repair, skim coat, and paint the ceiling in the main Dining Room of the Governor's residence.

only TMD 4/17/18 - P918



**FULLY EXECUTED**  
Purchase Order No:  
Original PO Effective Date: 03/28/2018  
PO Issue Date: 04/12/2018  
Valid From: 04/02/2018 To 08/31/2018

Your SAP Vendor #:

Please Deliver To:  
OA - Lan Management  
Commonwealth Avenue - 410 North Office Building  
Harrisburg PA 17125 US

Supplier Name/Address:  
LOBAR ASSOCIATES INC  
P.O. Box 432  
DILLSBURG PA 17019-0432 US

Please Bill To:  
For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)  
Click Programs and select E-Invoicing.

Supplier Phone Number: 7174323429  
Supplier Fax Number: 717-432-7343

Or mail paper invoice to:  
Commonwealth of Pennsylvania  
PO Box 69180, Harrisburg, PA 17106

Purchasing Agent

Purchase Order Description:  
JOC-Gov. Residence Ceiling Paint

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	General Construction Service	1.000	Each	04/02/2018	23,148.09	1	23,148.09
>>> Rel. ord. against contract _____ Item 1							

General Requirements for all Items:

Information:	Total Amount: SEE LAST PAGE FOR TOTAL OF ALL ITEMS
	Currency: USD

Supplier's Signature _____	Title President _____
Printed Name <u>LEE E. ECHUBERGER</u>	Date 04/24/18 _____



**FULLY EXECUTED**  
Purchase Order No: [REDACTED]  
Original PO Effective Date: 03/28/2018  
PO Issue Date: 04/12/2018  
Valid From: 04/02/2018 To 08/31/2018

**Supplier Name:**  
LOBAR ASSOCIATES INC

**Header Text**

Contact: Doug Hatcher

Contractor to scrape, repair, skim coat, and paint the ceiling in the main Dining room of the Governor's residence.

Gordian PQ

Job # CR-DGS-031-GC

No further information for this PO.

**Information:****Total Amount:**

23,148.09

Currency: USD



# APPENDIX D

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: Lobar Associates, Inc.

2) Agency/Client Name: DGS

3) Project Name: Main Capitol Painting

Master: DGS A-2016-0001-JOC-CEN-K-1

4) Project Number: JO#: CR-DGS-006-GC PO: 4300528942 5) Project Value: \$33,939.00

6) Project Address: PA State Capitol 7) County: Dauphin

N 3rd and State

Harrisburg, PA

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ 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 Includes the Following Elements:

☒ 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 Doug Hatcher Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

Repair /replace canvas ceiling at 5th Floor, South Lobby and the CPC office as well as paint the Main Capitol Rotunda Area

Woman Owned Small Business utilized for painting subcontract



Cmm J P 918

**FULLY EXECUTED - CHANGE 2**

Purchase Order No:

Original PO Effective Date: 05/22/2017

PO Change Date: 12/12/2017

PO Issue Date: 12/14/2017

Valid From: 05/22/2017 To 03/31/2018

Your SAP Vendor #:

Please Deliver To:

Maintenance Management

401 North Street, North Offc BI-Rm 403

Harrisburg PA 17125 US

Supplier Name/Address:

LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

Please Bill To:

For the preferred Email Invoice option, visit  
www.budget.pa.gov

Click Programs and select E-Invoicing.

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Or mail paper invoice to:

Commonwealth of Pennsylvania

PO Box 69180, Harrisburg, PA 17106

Purchasing Agent

Purchase Order Description:

Main Capitol Painting

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Repair/replace & paint canvas ceiling	1.000	Each	05/22/2017	27,684.07	1	27,684.07
	>>> Rel. ord. against contract		Item	1			
2	Supplemental Area	1.000	Each	12/15/2017	6,255.79	1	6,255.79
	>>> Rel. ord. against contract		Item	1			
	*** New Item ***						

**General Requirements for all Items:**

Information:

Total Amount:

SEE LAST PAGE FOR TOTAL OF ALL ITEMS

Currency: USD

Supplier's Signature

Title

President

Printed Name

Lee E. Eichelberger

Date

01/19/18



**FULLY EXECUTED - CHANGE 2**  
Purchase Order No: **12/12/2017**  
Original PO Effective Date: **05/22/2017**  
PO Change Date: 12/12/2017  
PO Issue Date: **12/14/2017**  
Valid From: 05/22/2017 To 03/31/2018

**Supplier Name:**  
LOBAR ASSOCIATES INC

**Header Text**

Contact: Doug Hatcher

Job Order #: CR-DGS-006-GC

Gordian PO

Supplier to repair/replace canvas ceiling and paint in the Main Capitol Rotunda Area  
No further information for this PO.

**Information:****Total Amount:****33,939.86**

Currency: USD

# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

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

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **Agency/Client Name:** DGS

3) **Project Name:** Tech Park Security Improvements- ETSO/Waiver/Physical Security

4) **Project Number:** Master: DGS A-2016-0001-JOC-CEN-K-1  
JO#: CR-DGS-006-GC PO: 4300538724 5) **Project Value:** \$63,199.90

6) **Project Address:** CTC -  
T Technology Park  
Harrisburg, PA

7) **County:** Dauphin

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements:**

☒ 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 Jason Hebbe Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

N/A



**FULLY EXECUTED**  
Purchase Order No: **63199**  
Original PO Effective Date: **02/15/2017**  
PO Issue Date: **02/15/2017**  
Valid From: 02/17/2017 To 06/30/2017

Your SAP Vendor #:

Please Deliver To:  
OA - Attn Kathy Jensenius  
1 Technology Park, CTC  
Harrisburg PA 17110 US

Supplier Name/Address:  
LOBAR ASSOCIATES INC  
P.O. Box 432  
DILLSBURG PA 17019-0432 US

Please Bill To:  
For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)  
Click Programs and select E-Invoicing.

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Or mail paper invoice to:  
Commonwealth of Pennsylvania - PO Invoice  
PO Box 69180, Harrisburg, PA 17106

Purchase Order Description:  
ETSO/Waiver/Physical Security Joc

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Physical Security Joc	1.000	Each	02/17/2017	63,199.90	1	63,199.90
	>>> Rel. ord. against contract	Item	1				

General Requirements for all Items:

Information:

Total Amount:  
SEE LAST PAGE FOR TOTAL OF  
ALL ITEMS

Currency: USD

Supplier's Signature \_\_\_\_\_

Title Sr. Vice President

Printed Name Stephen E. Diller

Date 2/16/17



**FULLY EXECUTED**  
Purchase Order No: [REDACTED]  
Original PO Effective Date: 02/15/2017  
PO Issue Date: 02/15/2017  
Valid From: 02/17/2017 To 06/30/2017

**Supplier Name:**  
LOBAR ASSOCIATES INC

**Header Text**

Security Improvements at 1 Tech Park -

Identified as a Job Order Contracting (JOC) project for Security Improvements at CTC - 1 Tech Park.  
Contractor to perform the following:

Security improvements for CTC to include the installation of concrete crash barriers.

Job Order Number CR-OAS-002-GC

Receipt of Purchase Order serves as notice to proceed.

Purchase Order is written against State Contract [REDACTED]  
Purchase Order is written Against JOC Quotation #CR-OAS-002-GC.

Agency Contact: Jason Hebbe; [REDACTED]

Vendor Contact: wharing@lobarassoc.com  
717-432-3429

Agency Receivables: Brenda Beissel [REDACTED]

Ref Gordian PO# 4300538713

**Terms of Payment**

VENDOR INVOICE MUST REFERENCE PO NUMBER TO AVOID DELAYS IN PAYMENT. VENDOR INVOICE MUST MATCH PO LINE ITEMS IN ITEM DESCRIPTION, QUANTITIES, DATES, AND OVERALL AMOUNTS TO AVOID DELAYS IN PAYMENT. ALL INVOICES AGAINST THIS PO MUST BE SUBMITTED TO THE 'PLEASE BILL TO' ADDRESS ON PAGE ONE OF THIS PO TO AVOID DELAYS IN PAYMENT.

**No further information for this PO.**

**Information:****Total Amount:**

63,199.90

**Currency:** USD

# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

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

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **Agency/Client Name:** DGS

3) **Project Name:** Arsenal Building -3rd Floor Modernization

Master: DGS A-2016-0001-JOC-CEN-K-1

4) **Project Number:** JO#: CR-DGS-006-GC PO: 4300601173 5) **Project Value:** \$108,094.00

6) **Project Address:** Arsenal Building 7) **County:** Dauphin

18th & Herr Streets

Harrisburg, PA

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements:**

☒ 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 Jim Tomasello Title DGS

Telephone \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

N/A





**FULLY EXECUTED - CHANGE 2**  
**Purchase Order No:** \_\_\_\_\_  
**Original PO Effective Date:** 10/02/2018  
**PO Change Date:** 03/19/2019  
**PO Issue Date:** 03/20/2019  
**Valid From:** 10/05/2018 To 06/30/2019

**Your SAP Vendor #:**

**Please Deliver To:**  
**Construct 18&H**  
**18th & Herr Streets - Rm 300 Arsenal**  
**Harrisburg PA 17125 US**

**Supplier Name/Address:**  
**LOBAR ASSOCIATES INC**  
**P.O. Box 432**  
**DILLSBURG PA 17019-0432 US**

**Please Bill To:**  
For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)  
Click Programs and select E-Invoicing.

**Supplier Phone Number:** 7174323429  
**Supplier Fax Number:** 717-432-7343

Or mail paper invoice to:  
Commonwealth of Pennsylvania  
PO Box 69180, Harrisburg, PA 17106

**Purchasing Agent**

**Purchase Order Description:**  
**JOC-Arsenal 3rd Floor Modernization**

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Provide Design Service >>> Rel. ord. against contract	1.000	Each Item 1	10/05/2018	44,774.10	1	44,774.10
2	Provide Design Service >>> Rel. ord. against contract	1.000	Each Item 1	10/05/2018	4,974.90	1	4,974.90
3	3rd Floor Moderization - construction >>> Rel. ord. against contract	1.000	Each Item 1	02/28/2019	56,806.84	1	56,806.84

**Information:**

**Total Amount:**  
SEE LAST PAGE FOR TOTAL OF  
ALL ITEMS

Currency: USD

**Supplier's Signature:** \_\_\_\_\_  
**Printed Name:** Lee E. Eichleberger

**Title:** President  
**Date:** 4/9/19





**FULLY EXECUTED - CHANGE 2**  
Purchase Order No:  
Original PO Effective Date: 10/02/2018  
PO Change Date: 03/19/2019  
PO Issue Date: 03/20/2019  
Valid From: 10/05/2018 To 06/30/2019

**Supplier Name:**  
LOBAR ASSOCIATES INC

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
------	-----------------------	-----	-----	---------------	-----------	------------	-------

4	3rd Floor Modernization - construction	1.000	Each	03/22/2019	1,539.00	1	1,539.00
---	--	-------	------	------------	----------	---	----------

>>> Rel. ord. against contract Item 1

\*\*\* New Item \*\*\*

### General Requirements for all Items:

#### Header Text

3/14/2019 Added line 4 to cover supplemental quote #2

2/21/2019 Added line 3 to cover construction quote

10/05/2018 Reduced line 1 and added line 2 as per supplier request.

Contact: Doug Hatcher @

Job # CR-DGS-052-D

Contractor to provide plans for the 3rd floor modernization including design, plumbing, and electrical.

Gordian PO

No further information for this PO.

#### Information:

**Total Amount:**

**108,094.84**

Currency: USD

# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

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

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **Agency/Client Name:** DGS

3) **Project Name:** Capitol Complex - Area 10 Parking Lot Paving  
Master: DGS A-2016-0001-JOC-CEN-K-1

4) **Project Number:** JO#: CR-DGS-006-GC PO: 4300524392 5) **Project Value:** \$148,846.48

6) **Project Address:** Capitol Complex 7) **County:** Dauphin

Harrisburg, PA

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements:**

☒ 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 Doug Hatcher Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

N/A

**FULLY EXECUTED**

Purchase Order No:

Original PO Effective Date: 09/30/2016

PO Issue Date: 09/30/2016

Valid From: 10/06/2016 To 12/31/2016

Your SAP Vendor #:

Supplier Name/Address:  
LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Purchasing Agent

Please Deliver To:

Property Administration

401 North Street, North Offc Bl-Rm 403

Harrisburg PA 17125 US

Please Bill To:

For the preferred Email Invoice option, visit

[www.budget.pa.gov](http://www.budget.pa.gov)

Click Programs and select E-Invoicing.

Or mail paper invoice to:

Commonwealth of Pennsylvania - PO Invoice

PO Box 69180, Harrisburg, PA 17106

Purchase Order Description:

JOC-Area 10 Parking Lot-Lobar

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Repave Area 10 Parking Lot >>> Rel. ord. against contract Item	1.000	Each	09/30/2016	148,846.48	1	148,846.48

**General Requirements for all Items:**

## Header Text

Area 10 Parking Lot Paving Project

Job Order #CR-DGS-GC-002

Contact: Doug Hatcher

No further information for this PO.

## Information:

Total Amount:

148,846.48

Currency: USD

Supplier's Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_

# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

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

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **Agency/Client Name:** DGS - for PA State Police

3) **Project Name:** PA State Police Academy Target Storage Shed

4) **Project Number:** Master: DGS A-2016-0001-JOC-CEN-K-1  
JO#: CR-PSP-006-GC PO: 4300527516 5) **Project Value:** \$147,245.42

6) **Project Address:** PA State Police Academy 7) **County:** Dauphin

175 E HersheyPark Dr

Hershey, PA

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements:**

☒ 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 Larry Gallagher Title PSP Contact

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

N/A



**FULLY EXECUTED**  
**Purchase Order No:**  
**Original PO Effective Date: 11/03/2016**  
**PO Issue Date: 06/12/2017**  
**Valid From: 11/01/2016 To 01/31/2019**

**Your SAP Vendor #:**

**Please Deliver To:**

**Supplier Name/Address:**  
**LOBAR ASSOCIATES INC**  
**P.O. Box 432**  
**DILLSBURG PA 17019-0432 US**

**See Item Level for Delivery Addresses**

**Supplier Phone Number: 7174323429**  
**Supplier Fax Number: 717-432-7343**

**Please Bill To:**  
For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)  
Click Programs and select E-Invoicing.  
  
Or mail paper invoice to:  
Commonwealth of Pennsylvania - PO Invoice  
PO Box 69180, Harrisburg, PA 17106

**Purchasing Agent**

**Purchase Order Description:**  
**020 PSP JOC Acad. Target Storage Shed**

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Milwork >>> Rel. ord. against contract	1.000 Item	Each 1	11/07/2016	1,100.08	1	1,100.08
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b>							
2	Concrete >>> Rel. ord. against contract	1.000 Item	Each 1	11/07/2016	11,870.19	1	11,870.19

**Information:**

**Total Amount:**  
**SEE LAST PAGE FOR TOTAL OF ALL ITEMS**

**Currency: USD**

**Supplier's Signature** \_\_\_\_\_  
**Printed Name** \_\_\_\_\_

**Title** \_\_\_\_\_  
**Date** \_\_\_\_\_



**FULLY EXECUTED**  
Purchase Order No:  
**Original PO Effective Date: 11/03/2016**  
PO Issue Date: **06/12/2017**  
Valid From: 11/01/2016 To 01/31/2019

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
3	Demo Existing Bldg	1.000	Each	11/07/2016	13,649.71	1	13,649.71
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
4	Drs. & Hrdw.	1.000	Each	11/07/2016	3,111.25	1	3,111.25
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
5	Earthwork	1.000	Each	11/07/2016	4,283.00	1	4,283.00
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
6	Finish Milwork	1.000	Each	11/07/2016	2,663.06	1	2,663.06
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
7	General Conditions	1.000	Each	11/07/2016	3,463.72	1	3,463.72
	>>> Rel. ord. against contract	Item	1				

**Information:**

**Total Amount:**  
**SEE LAST PAGE FOR TOTAL OF**  
**ALL ITEMS**

**Currency: USD**



**FULLY EXECUTED**  
**Purchase Order No:**  
**Original PO Effective Date: 11/03/2016**  
**PO Issue Date: 06/12/2017**  
**Valid From: 11/01/2016 To 01/31/2019**

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
8	Masonry	1.000	Each	11/07/2016	48,845.26	1	48,845.26
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
9	Metal Roof System	1.000	Each	11/07/2016	25,163.51	1	25,163.51
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
10	OH Door	1.000	Each	11/07/2016	2,362.63	1	2,362.63
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
11	Paint	1.000	Each	11/07/2016	3,616.20	1	3,616.20
	>>> Rel. ord. against contract	Item	1				
<b>Please Deliver to:</b>  <b>PLEASE CONTACT REQUESTOR</b> <b>NO ADDRESS FOUND PA 17025 US</b> -----							
12	Roof Framing	1.000	Each	11/07/2016	15,896.93	1	15,896.93
<b>Information:</b>						<b>Total Amount:</b> <b>SEE LAST PAGE FOR TOTAL OF ALL ITEMS</b>	
						<b>Currency: USD</b>	



**FULLY EXECUTED**  
Purchase Order No:  
Original PO Effective Date: **11/03/2016**  
PO Issue Date: **06/12/2017**  
Valid From: 11/01/2016 To 01/31/2019

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
>>> Rel. ord. against contract Item							1
Please Deliver to:							
PLEASE CONTACT REQUESTOR NO ADDRESS FOUND PA 17025 US							
-----							
13	Sealant	1.000	Each	11/07/2016	1,071.22	1	1,071.22
>>> Rel. ord. against contract Item							1
Please Deliver to:							
PLEASE CONTACT REQUESTOR NO ADDRESS FOUND PA 17025 US							
-----							
14	Design Fee -CHANGE ORDER .02	1.000	Each	05/12/2017	7,735.00	1	7,735.00
>>> Rel. ord. against contract Item							1
Please Deliver to:							
PLEASE CONTACT REQUESTOR NO ADDRESS FOUND PA 17025 US							
-----							
15	Masonry - Change Order .01	1.000	Each	06/12/2017	980.99	1	980.99
>>> Rel. ord. against contract Item							1
Please Deliver to:							
PLEASE CONTACT REQUESTOR NO ADDRESS FOUND PA 17025 US							
-----							
16	Thermal & Moisture Prot Change Order .01	1.000	Each	06/12/2017	1,432.67	1	1,432.67
>>> Rel. ord. against contract Item							1

**Information:**

**Total Amount:**  
**SEE LAST PAGE FOR TOTAL OF  
ALL ITEMS**

**Currency: USD**





**FULLY EXECUTED**  
Purchase Order No:  
Original PO Effective Date: **11/03/2016**  
PO Issue Date: **06/12/2017**  
Valid From: 11/01/2016 To 01/31/2019

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
------	-----------------------	-----	-----	---------------	-----------	------------	-------

Please Deliver to:

**PLEASE CONTACT REQUESTOR**  
**NO ADDRESS FOUND PA 17025 US**

-----  
**General Requirements for all Items:**

**Header Text**

Change Order 01: Target Storage Shed Supplemental (CR-PSP-006-GC.01)

Change Order 02 : Additional Design service for the project (CR-PSP-006-GC.02)

Job Order Title: Academy Target Storage Shed

State Contract Number:

Asset Number 200007353-0

Proposal Contract Number: DGS-A-2016-0001-JOC-CEN-K-1

Job Order Number: CR-PSP-006-GC

Contractor: Lobar Associates, Inc.

PSP Contact: Larry Gallagher,

Please see attached Proposal Review Summary

Purchase Order is an estimated dollar amount from the Proposal Price. Pricing could fluctuate up or down depending on the end result of the project.

Gordian Group Purchase Order

Clark Cntrctr Inc Purchase Order

Lobar Assoc. Purchase Order

**Information:**

**Total Amount:**  
**SEE LAST PAGE FOR TOTAL OF**  
**ALL ITEMS**

**Currency: USD**



**FULLY EXECUTED**  
Purchase Order No:  
**Original PO Effective Date: 11/03/2016**  
PO Issue Date: **06/12/2017**  
Valid From: 11/01/2016 To 01/31/2019

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

**Terms of Payment**

VENDOR SHALL SUBMIT INVOICE(S) USING ONE OF THE TWO OPTIONS BELOW:

MAIL VIA US MAIL TO THE FOLLOWING ADDRESS:

Commonwealth of Pennsylvania – PO Invoice  
PO Box 69180  
Harrisburg, PA 17106

OR VENDOR CAN SCAN INVOICE INTO A PDF AND EMAIL IT TO:

69180@pa.gov

And a complimentary invoice can be forwarded to:

Pennsylvania State Police  
Bureau of Staff Services  
Attn: Erin Webster

PSP Ref: PO Target Storage Shed

**No further information for this PO.**

**Information:**

**Total Amount:**

**147,245.42**

**Currency: USD**

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

1) Proposer's Name: Lobar Associates, Inc

2) Agency/Client Name: DGS

3) Project Name: Dept of Agriculture Main Parking Lot Repair  
Master: DGS A-2016-0001-JOC-CEN-K-1

4) Project Number: JO#: CR-DGS-061-GC PO: 4300613642 5) Project Value: \$245,500.01

6) Project Address: Dept of Agriculture 7) County: Dauphin

2301 N Cameron St

Harrisburg, PA

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ 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 Includes the Following Elements

☒ 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 Doug Hatcher Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

#### 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)

N/A



**FULLY EXECUTED**  
**Purchase Order No:**  
**Original PO Effective Date: 02/06/2019**  
**PO Issue Date: 02/07/2019**  
**Valid From: 02/12/2019 To 06/30/2019**

**Your SAP Vendor #:**

**Please Deliver To:**  
**Maintenance Management**  
**401 North Street, North Offc BI-Rm 403**  
**Harrisburg PA 17125 US**

**Supplier Name/Address:**  
**LOBAR ASSOCIATES INC**  
**P.O. Box 432**  
**DILLSBURG PA 17019-0432 US**

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

**Please Bill To:**  
For the preferred Email Invoice option, visit  
[www.budget.pa.gov](http://www.budget.pa.gov)  
Click Programs and select E-Invoicing.

Or mail paper invoice to:  
Commonwealth of Pennsylvania  
PO Box 69180, Harrisburg, PA 17106

**Purchasing Agent**

**Purchase Order Description:**  
**JOC-Ag Building Parking Lot**

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Repair & address drainage issues	1.000	Each	02/12/2019	245,500.01	1	245,500.01
>>> Rel. ord. against contract				Item	1		

**General Requirements for all Items:**

**Information:**

**Total Amount:**  
SEE LAST PAGE FOR TOTAL OF  
ALL ITEMS

Currency: USD

**Supplier's Signature**

**Printed Name**

Lee E. Eichelberger

**Title**

President

**Date**

2/11/19



**FULLY EXECUTED**  
**Purchase Order No:**  
**Original PO Effective Date: 02/06/2019**  
**PO Issue Date: 02/07/2019**  
**Valid From: 02/12/2019 To 06/30/2019**

**Supplier Name:**  
LOBAR ASSOCIATES INC

**Header Text**

Contact: Doug Hatcher

Job # CR-DGS-061-GC

Contractor to repair &amp; address the drainage issues in the Ag State Office Buildings main parking lot.

Gordian PO

No further information for this PO.

**Information:****Total Amount:****245,500.01****Currency: USD**

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

1) **Proposer's Name:** Lobar Associates, Inc

2) **Agency/Client Name:** DGS - PA State Police

3) **Project Name:** PA State Police Headquarters, Custom Fabricated Fence and Turnstile  
Master: DGS A-2016-0001-JOC-CEN-K-1

4) **Project Number:** JO#: CR-PSP-003-GC PO: 4300528574 5) **Project Value:** \$219,191.06

6) **Project Address:** PA State Police 7) **County:** Dauphin  
1800 Elmerton Ave  
Harrisburg, PA

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements**

☒ 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 Larry Gallagher Title PSP Contact

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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)

N/A



**FULLY EXECUTED**

Purchase Order No:

Original PO Effective Date: **11/09/2016**PO Issue Date: **11/10/2016**

Your SAP Vendor #:

Please Deliver To:

Supplier Name/Address:

LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

PLEASE CONTACT REQUESTOR

NO ADDRESS FOUND PA 17025 US

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Please Bill To:

For the preferred Email Invoice option, visit

www.budget.pa.gov

Click Programs and select E-Invoicing.

Or mail paper invoice to:

Commonwealth of Pennsylvania - PO Invoice

PO Box 69180, Harrisburg, PA 17106

Purchase Order Description:

020 PSP Lobar Custom Fabricated Fence

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Fence and Gate	1.000	Each	11/14/2016	219,191.06	1	219,191.06
	>>> Rel. ord. against contract	Item	1				

## Item Text

Please see attached proposal for exact details

## General Requirements for all Items:

Information:

Total Amount:

SEE LAST PAGE FOR TOTAL OF ALL ITEMS

Currency: USD

Supplier's Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_



**FULLY EXECUTED**  
Purchase Order No:  
**Original** PO Effective Date: **11/09/2016**  
PO Issue Date: **11/10/2016**

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

**Header Text**

Job Order Title: PSP Hdqtrs. Custom Fabricated Fence

State Contract Number:

Proposal Contract Number: DGS-A-2016-0001-JOC-CEN-K-1

Job Order Number: CR-PSP-003-GC

Contractor: Lobar Associates, Inc.

PSP Contact: Larry Gallagher,

Please see attached Proposal Review Summary

Purchase Order is an estimated dollar amount from the Proposal Price. Pricing could fluctuate up or down depending on the end result of the project.

Gordian Group Purchase Order:

Lobar Assoc. Purchase Order:

**Terms of Payment**

VENDOR SHALL SUBMIT INVOICE(S) USING ONE OF THE TWO OPTIONS BELOW:

MAIL VIA US MAIL TO THE FOLLOWING ADDRESS:

Commonwealth of Pennsylvania – PO Invoice

PO Box 69180

Harrisburg, PA 17106

OR VENDOR CAN SCAN INVOICE INTO A PDF AND EMAIL IT TO:

69180@pa.gov

And a complimentary invoice can be forwarded to:

Pennsylvania State Police

Bureau of Staff Services

Attn: Erin Webster

PSP Ref: PO PSP Headquarters Fabricated Fence & Turnstile

**No further information for this PO.**

**Information:****Total Amount:****219,191.06****Currency: USD**

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

1) **Proposer's Name:** Lobar Associates, Inc

2) **Agency/Client Name:** DGS - PA State Police

3) **Project Name:** Resurface Parking Lot at PSP Headquarters

Master: DGS A-2016-0001-JOC-CEN-K-1

4) **Project Number:** JO#: CR-PSP-002-GC PO: 4300525910 5) **Project Value:** \$231,549.62

6) **Project Address:** PSP Headquarters 7) **County:** Dauphin

1800 Elmerton Ave

Harrisburg, PA

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements**

☒ 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** Larry Gallagher **Title** PSP Contact

**Telephone:** \_\_\_\_\_ **Email Address:** \_\_\_\_\_

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)

N/A

**FULLY EXECUTED - REPRINT**

Purchase Order No:

Original PO Effective Date: **10/19/2016**PO Issue Date: **10/19/2016**

Your SAP Vendor #:

Supplier Name/Address:

LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Please Deliver To:

Pennsylvania State Police

1800 Elmerton Ave Bureau of Staff Services

Harrisburg PA 17110 US

Please Bill To:

For the preferred Email Invoice option, visit

[www.budget.pa.gov](http://www.budget.pa.gov)

Click Programs and select E-Invoicing.

Or mail paper invoice to:

Commonwealth of Pennsylvania - PO Invoice

PO Box 69180, Harrisburg, PA 17106

Purchase Order Description:

020 PSP JOC Resurf Prkg Lt-PSP Hdqtrs

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	Resurface Parking Lot @ PSP Headquarters	1.000	Each	10/20/2016	231,549.62	1	231,549.62
	>>> Rel. ord. against contract	Item	1				

## Item Text

Base Bid - Please see attached proposal for actual breakdown

## General Requirements for all Items:

Information:

Total Amount:

SEE LAST PAGE FOR TOTAL OF  
ALL ITEMS

Currency: USD

Supplier's Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Date \_\_\_\_\_



**FULLY EXECUTED - REPRINT**  
Purchase Order No:  
**Original** PO Effective Date: **10/19/2016**  
PO Issue Date: **10/19/2016**

**Supplier Name:**  
**LOBAR ASSOCIATES INC**

**Header Text**

Job Order Title: Resurface Parking Lot @ PSP Headquarters

State Contract Number:

Proposal Contract Number: DGS-A-2016-0001-JOC-CEN-K-1

Job Order Number: CR-PSP-002-GC

Contractor: Lobar Associates, Inc.

PSP Contact: Larry Gallagher,

Please see attached Proposal Review Summary

Purchase Order is an estimated dollar amount from the Proposal Price. Pricing could fluctuate up or down depending on the end result of the project.

Reference: Gordian Group Purchase Order

**Terms of Payment**

VENDOR SHALL SUBMIT INVOICE(S) USING ONE OF THE TWO OPTIONS BELOW:

MAIL VIA US MAIL TO THE FOLLOWING ADDRESS:

Commonwealth of Pennsylvania – PO Invoice

PO Box 69180

Harrisburg, PA 17106

OR VENDOR CAN SCAN INVOICE INTO A PDF AND EMAIL IT TO:

69180@pa.gov

And a complimentary invoice can be forwarded to:

Pennsylvania State Police

Bureau of Staff Services

Attn: Kelly Frederick

PSP Ref: PO Resurface Parking Lot @ PSP Headquarters

**No further information for this PO.**

**Information:****Total Amount:****231,549.62****Currency: USD**

# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

1) **Proposer's Name:** Lobar Associates, Inc

2) **Agency/Client Name:** DGS - PA State Police

3) **Project Name:** PA State Police Transportation Perimeter Fence

Master: DGS A-2016-0001-JOC-CEN-K-1

4) **Project Number:** JO#: CR-PSP-031-GC PO: 4300583817 5) **Project Value:** \$176,030.17

6) **Project Address:** PSP Transportation Division 7) **County:** Dauphin

1850 Arsenal Blvd

Harrisburg, PA

8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ 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 Includes the Following Elements

☒ 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 Robert Hoffman Title \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

#### 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)

N/A



**FULLY EXECUTED**

Purchase Order No:

Original PO Effective Date: **05/16/2018**PO Issue Date: **05/31/2018**

Valid From: 05/18/2018 To 06/30/2019

Your SAP Vendor #:

Please Deliver To:

PA State Police

1850 Arsenal Blvd Transportation Division

Harrisburg PA 17103 US

Supplier Name/Address:

LOBAR ASSOCIATES INC

P.O. Box 432

DILLSBURG PA 17019-0432 US

Please Bill To:

For the preferred Email Invoice option, visit

[www.budget.pa.gov](http://www.budget.pa.gov)

Click Programs and select E-Invoicing.

Supplier Phone Number: 7174323429

Supplier Fax Number: 717-432-7343

Or mail paper invoice to:

Commonwealth of Pennsylvania

PO Box 69180, Harrisburg, PA 17106

Purchasing Agent

Purchase Order Description:

**020-PSP-TRANSPORTATION PERIMETER FENCE**

This Purchase Order is issued pursuant to the referenced Contract and constitutes the Suppliers authority to deliver the item(s) referenced below at the prices stated below to the location(s) identified above in accordance with the Contract terms and conditions.

Suppliers must provide four mandatory elements on PO invoices: PO Number, Invoice Date, Invoice Number, and Invoice Gross Amount. Failure to comply will result in the return of the invoice. Additional optional information such as supplier name, address, remit to information and PO Line Item information will improve invoice processing.

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
1	DESIGN/PERMIT	1.000	Each	05/18/2018	5,980.00	1	5,980.00
	>>> Rel. ord. against contract		Item	1			
2	NEW FENCING	1.000	Each	05/18/2018	145,806.88	1	145,806.88
	>>> Rel. ord. against contract		Item	1			
3	STONE	1.000	Each	05/18/2018	4,942.92	1	4,942.92
	>>> Rel. ord. against contract		Item	1			

Information:

Total Amount:

SEE LAST PAGE FOR TOTAL OF ALL ITEMS

Currency: USD

Supplier's Signature

Printed Name Lee E. Eichelberger

Title President

Date 06/18/2018

**FULLY EXECUTED**

Purchase Order No:

Original PO Effective Date: 05/16/2018

PO Issue Date: 05/31/2018

Valid From: 05/18/2018 To 06/30/2019

**Supplier Name:**

LOBAR ASSOCIATES INC

Item	Material/Service Desc	Qty	UOM	Delivery Date	Net Price	Price Unit	Total
4	TREE REMOVAL/CLEAN UP	1.000	Each	05/18/2018	19,300.37	1	19,300.37
	>>> Rel. ord. against contract	Item	1				

**General Requirements for all Items:****Header Text**

TRANSPORTATION PERIMETER FENCE

DGS A-2016-0001-JOC-CEN-K-1

CR-PSP-031-GC

LOBAR ASSOCIATES, INC

ROBERT HOFFMAN

PLEASE SEE ATTACHED PROPOSAL REVIEW SUMMARY

PURCHASE ORDER IS AN ESTIMATED DOLLAR AMOUNT OF THE PROPOSAL PRICE. PRICING COULD FLUCTUATE UP OR DOWN DEPENDING ON THE END RESULT OF THE PROJECT.

LOBAR

IB ABEL

GORDIAN

**Terms of Payment**

IMPORTANT VENDOR INFORMATION: VENDOR INVOICE MUST REFERENCE PO REFERENCE NUMBER TO AVOID DELAYS IN PAYMENT. VENDOR INVOICE MUST MATCH PO LINE ITEMS IN ITEM DESCRIPTION, QUANTITIES, RATES, AND OVERALL AMOUNTS TO AVOID DELAYS IN PAYMENT. ALL INVOICES AGAINST THIS PO MUST BE SUBMITTED DIRECTLY TO THE "PLEASE BILL TO ADDRESS ON PAGE ONE" OF THIS PO TO AVOID DELAYS IN PAYMENT.

**\*\*PLEASE PROVIDE A COMPLIMENTARY INVOICE TO: ROBERT HOFFMAN****No further information for this PO.****Information:****Total Amount:**

176,030.17

Currency: USD

**PACKAGE I: TECHNICAL SUBMITTAL**

**Section 3: Key Personnel (2-3.3)**

# APPENDIX G

## KEY PERSONNEL

### PROJECT MANAGER

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

1) Proposer's Name: Lobar Associates, Inc

2) Project Manager's Name: Mike Lyons

3) # of Years with the Firm: 24+ Years

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: 35 Years

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 Craig Wolford Title Gordian Group DGS JOC Administrator

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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 Doug Hatcher Title DGS

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**MICHAEL LYONS**  
**SENIOR PROJECT MANAGER/ ESTIMATOR**

**SNAPSHOT:**

- 24 YEARS WITH LOBAR
- 35 YEARS GENERAL CONSTRUCTION
- 5+ YEARS EXPERIENCE WITH THE COMMONWEALTH



**Relevant DGS and/or JOC Projects (2016-Present):**

Governor's Residence Restroom Renovation  
Arsenal Building Restrooms  
DGS Arsenal Family Room  
PLCB Capital Street Steps Repair/Replacement  
FTIG Concrete Crushing  
PFBC Stackhouse  
Ephrata Cloister Stone Channel Repairs  
Granite Repairs @ Cooling Tower  
DMVA Building 11-63 Roof  
East Wing Capital Rotunda Scaffolding and Painting  
L&I Building 4th Floor Abatement  
North Office Building Asbestos Abatement  
DMVA Building 3, 8 & James Room Renovations  
Forster Street Steps  
PennDOT FM 7205 Rockview DL - Real Upgrades  
Arsenal 2nd Floor Restrooms  
NOB Phase II Demo  
FITG, Bldg. T-01 Roof  
East Wing Garage Cleaning  
Repoint/Reset Capitol Steps

Arsenal Building 3rd Floor Modernization  
Capitol Building 2nd Floor Senate Water Remediation  
DGS Arsenal 3rd Floor Remodel  
Sinkhole Repairs-Commonwealth & North Drive  
DOC Training Academy Ary Hall Flooring Repairs  
DGS Arsenal 2nd Floor Remodel  
Capitol Rotunda Painting East Wing  
PHMC Anthracite Parking Lot Repairs  
L&I 4th Floor Door Install  
Arsenal Building 2nd & 3rd Floor Demo  
DGS Hydraulic Dock Levelers  
NOB Elevator Shaft Repairs Emergency  
Capitol Complex Area 10 Parking Lot Paving  
NOB Elevators 1, 2 & 3  
PA Fish & Boat Dryvit Repairs  
North Office Building 1st floor Bathroom Demo  
Standby Emergency Power Generator  
Capitol Steps Re-Caulk Upper Portion  
Forum Water Main Break  
Arsenal Caulk & Repoint North Side of Building

**Memberships, Accreditations & Certifications**

- 30-Hour OSHA Certified
- Fall Protection Equipment Certified
- HAZ-MAT Certified
- PA Certified- Vehicular Rescue
- Mold Awareness Certified
- Safety Committee President 2002-Present
- Safety Officer 2010-Present

- Forklift Certified
- Confined Space Certified
- Aerial Lift Certified
- CPR & First Aid Certified
- Scaffold Certified
- Silica Awareness

**Employment History:**

- 2001-Present Sr. Project Manager, Lobar Associates, Inc.
- 1995-2001 Superintendent, Lobar Associates, Inc.
- 1992-1995 Foreman for Gettysburg Construction
- 1984-1992 Construction Mechanic for Gettysburg Construction



# APPENDIX G

## KEY PERSONNEL

### PROJECT MANAGER

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

1) **Proposer's Name:** Lobar Associates, Inc

2) **Project Manager's Name:** Dave Althouse

3) **# of Years with the Firm:** 14 Years

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:** 24 Years

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** Craig Wolford **Title** Gordian Group DGS JOC Administrator

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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** Doug Hatcher **Title** DGS

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_



**DAVE ALTHOUSE**  
**PROJECT MANAGER**

**SNAPSHOT:**

- 14 YEARS WITH LOBAR
- RESIDES IN REGION 5+ YEARS (DAUPHIN COUNTY)
- 24 YEARS GENERAL CONSTRUCTION
- 5+ YEARS EXPERIENCE WITH THE COMMONWEALTH



**Relevant DGS and/or JOC Projects (2016-Present):**

Harrisburg Military Post Waste Water Line Repairs  
PA State Police North Lot Paving Repairs  
DGS Arsenal Family Room  
Senate NOB Room 104 Ceiling Repairs  
Fort Indiantown Gap - Building 12-97 Exterior Upgrades  
DMVA Bird Netting  
Harrisburg Capitol Bldg. Mold Remediation  
Arsenal 2nd Floor Restrooms  
East Wing Capital Rotunda Scaffolding and Painting  
22nd & Forster Street Lobby  
Emergency Water Damage - AG Office  
Capitol Building 2nd Floor Senate Water Remediation  
DGS Hydraulic Dock Levelers  
NOB Phase II Demo

North Office Building 1st floor Phase II Abatement  
North Office Building 1st floor Bathroom Demo  
Arsenal Building 3rd Floor Modernization  
Arsenal Building 2nd & 3rd Floor Demo  
Main Capitol 157 Ceiling Repairs  
L&I Building 12th Floor Abatement  
NOB Elevator Shaft Repairs Emergency  
Repoint/Reset Capitol Steps  
East Wing Garage Cleaning  
Capitol Steps Re-Caulk Upper Portion  
FITG, Bldg. T-01 Roof

**Education:**

- JATC (Joint Apprenticeship and Training Committee - 4 years)
- Graduate Central Dauphin East High School

**Licenses/Certifications:**

- 10-Hour OSHA Certification
- CPR & First Aid Certification
- Fork Lift Certified
- Fall Protection Certified
- PA Safety Committee Certified
- HARSCO Scaffolding Certified
- JLG Telehandler Certified
- ASHE Health Care Construction Certified

**Employment History:**

2005-Present	Lobar Associates, Inc., Dillsburg, PA - Superintendent
1995-2005	Novingers, Inc., Middletown, PA - Carpenter



# APPENDIX H

## KEY PERSONNEL

### GENERAL FIELD SUPERINTENDENT

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **General Field Superintendent's Name:** Eric Hitchcock

3) **# of Years with the Firm:** 15 Years

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:** 24 Years

7) **# of Years Experience with the Commonwealth:** 5+ Years

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** Craig Wolford **Title** Gordian Group DGS JOC Administrator

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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** Jim Tomasello **Title** DGS

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**ERIC HITCHCOCK**  
**PROJECT SUPERINTENDENT**

**SNAPSHOT:**

- 21 YEARS WITH LOBAR
- RESIDES IN REGION 5+ YEARS (DAUPHIN COUNTY)
- 24 YEARS GENERAL CONSTRUCTION
- 5+ YEARS EXPERIENCE WITH THE COMMONWEALTH



**Relevant DGS and/or JOC Projects (2016-Present):**

DGS JOC:

EAATS Simulator Canopy  
0 DGS Arsenal Family Room Warranty  
Arsenal 2nd Floor Restrooms  
East Wing Capital Rotunda Scaffolding and Painting  
PSP Wyoming Emergency Repairs  
PennDOT District 8 TCM Renovations  
DMVA Bldg 8-63 Renovation  
Capitol Basement Mold Emergency  
Arsenal Building 3rd Floor Modernization  
Arsenal Building 2nd & 3rd Floor Demo  
Repoint/Reset Capitol Steps

OTHER JOC PROJECTS:

MATOC Replace & Upgrade Mechanical Systems 750  
MATOC Repair & Upgrade Building 104  
MATOC Renovate Interior & Repalce Roof  
Lower Dauphin M.S. Drywall Repairs  
South Eastern SD Press Box  
Dover SD M.S. Painting  
MATOC Building 2001 - Construct Broadcast Booth  
York County 3rd Floor Conf. Room Emergency Exit Door  
York County Court Room Expansion  
York County Veteran's Affairs Basement Renovations  
York City Hall Bullet Resistant Glass  
MATOC Building 720 Construct Installation Storage Building  
Central Dauphin East High School Restroom Renovations  
North Side Elementary School Secure Entry Vestibule  
CAIU Technology Space  
PSU Middletown Phase I EAB Pipe Repair  
LCSWMA WTE Offices  
York County Graham Center  
CAIU Wall Extension & Ceiling Tile Replacement  
CAIU Interior Vestibule

**Licenses/Certifications:**

- ICRA
- 10-Hour OSHA Certification
- Fork Lift Certified
- PCRA Badges (Pinnacle)

**Employment History:**

1998-Present	Lobar Associates, Inc., Dillsburg, PA - Superintendent
1996-1998	Strawbridge Drywall - Drywaller
1995-1996	R & R Plaster and Drywall, Harrisburg, PA - Drywaller



MASTER BUILDERS

# APPENDIX H

## KEY PERSONNEL

### GENERAL FIELD SUPERINTENDENT

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **General Field Superintendent's Name:** Dan Strayer

3) **# of Years with the Firm:** 2 Years

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:** 12 Years

7) **# of Years Experience with the Commonwealth:** 5+ Years

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** Craig Welford **Title** Gordian Group DGS JOC Administrator

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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** Fred Hechler, FMP **Title** PA DOT Facilities Manager

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**DAN STRAYER**  
**PROJECT SUPERINTENDENT**

**SNAPSHOT:**

- 11 YEARS WITH LOBAR
- RESIDES IN REGION 2+ YEARS (DAUPHIN COUNTY)
- 12 YEARS GENERAL CONSTRUCTION
- 5+ YEARS EXPERIENCE WITH THE COMMONWEALTH



**Relevant DGS and/or JOC Projects (2016 to Present):**

DGS L&I Elevator  
MIRC Roof Replacement  
MATOC Building 54 Bay 2 and 5  
PSP North Entrance Vestibule  
EAATS Simulator Canopy  
Joseph Priestley House  
PSP Academy Pasture Modifications  
DMVA Building 14-26 Overhead Door  
South Mountain Secure Treatment Unit Kitchen Foundation  
Lebanon Fairweather Lodge  
CAIU Winding Hill Wall Protection  
Emergency Truss Repair PaDot FM 7231  
Granite Repairs @ Cooling Tower  
PFBC Stackhouse  
PennDOT FM 7205 Rockview DL - Real Upgrades  
DMVA Building 19-101 Roof  
DMVA South Mountain RC Roof Replacement  
YFC #2 Roof Repairs

**Education:**

- Graduate Red Land High School

**Licenses/Certifications:**

- Physical Cards - DOT
- CPR & First Aid Certification
- Fall Protection Certified

**Employment History:**

2008-Present	Lobar Associates, Inc., Dillsburg, PA - Superintendent
2007-2008	Walter Freeburn - Carpenter



MASTER BUILDERS

# APPENDIX H

## KEY PERSONNEL

### GENERAL FIELD SUPERINTENDENT

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

1) **Proposer's Name:** Lobar Associates, Inc.

2) **General Field Superintendent's Name:** Russ Marburger

3) **# of Years with the Firm:** 38 Years

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:** 38 Years

7) **# of Years Experience with the Commonwealth:** 25 + Years

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** \_\_\_\_\_ **Title** \_\_\_\_\_

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

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** Brian Yost **Title** DMVA

Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**RUSSELL A. MARBURGER**  
**PROJECT SUPERINTENDENT**

**SNAPSHOT:**

- **34 YEARS WITH LOBAR**
- **38 YEARS GENERAL CONSTRUCTION**
- **5+ YEARS EXPERIENCE WITH THE COMMONWEALTH**



**Relevant DGS and/or JOC Projects:**

Mechanicsburg HS Natatorium  
PLCB Capital Street Steps Repair/Replacement  
PSP Humidity in Pool Area  
Standby Emergency Power Generator  
Extend Loading Dock - BJJS-2016-04 NCSTU Danville  
York County Welcome Center Sidewalk Replacement  
CPAVTS Repair Drain Line & Replace Paving at Weld Shop  
Railroad Museum of PA  
Various Department of General Services Concrete Projects  
PennDot Cumberland Highway Bridge, Franklin Co.  
PennDot Indian Rock Dam Rd. Bridge, York Co.  
PennDot Fairview Road Bridge, Adams Co.  
PennDot Meadow View Rd Bridge, York Co.  
New Carlisle Stryker Brigade Readiness Center & Maintenance Shop, Carlisle  
Weis Markets Addition and Renovation, Frederick, MD  
PennDot Rocherty Rd Lebanon County Bridge Replacement  
PennDot Krebs Run Bridge Replacement  
PennDot East Berlin Rd. Bridge Replacement  
PennDot Gem Licking Creek Bridge Replacement  
Commonwealth of Pennsylvania Mail Processing & Legislative Services Center, Harrisburg, PA  
Pennsylvania Turnpike Test Track Facility , Harrisburg, PA

**Education:**

- 1980 Graduate of Cedar Cliff High School
- Rockhurst University – Various Project Management Certificates
- Various World Of Concrete Seminars
- Supervisory/Coordination And Communication Skills Seminars

**Licenses & Certifications:**

- OSHA 10 Certification
- ACI & PennDot Concrete Testing Certification
- ACI Certified Tilt-Up Concrete Technician
- Fork Lift Certified
- Fall Protection Certified
- CPR & First Aid Certification

**Employment History:**

2017-Present	LOBAR ASSOCIATES, Dillsburg - Superintendent
1999-2016	LOBAR SITE DEVELOPMENT, Dillsburg, PA - Superintendent
1985-1999	LOBAR ASSOCIATES, Dillsburg, PA– Foreman and Superintendent
1981-1985	Lobar Inc, Carpenter and Foreman





### 2-3.3 KEY PERSONNEL - #4 STAFFING PLAN

We have the manpower, equipment and office staff capable of providing you with the excellent service that has made LOBAR ASSOCIATES a leader in performing General Construction Job Order Contracts. LOBAR ASSOCIATES, INC. has approximately 180 full-time employees, affording us the flexibility to handle any fluctuations in the volume of work assigned through DGS's JOC Program (*see Available Workforce breakdown below*).

Many of our personnel have over 5 years of experience working on Job Order Contract projects and/or with the Commonwealth in addition to the submitted Key Personnel for this region.

- Please note that Lobar has submitted unique teams of PM's and Superintendents to 4 Region RFPs for a total of **8 Project Managers and 12 Superintendents** identified as an available pool for the entire DGS JOC Procurement System.
- In addition, we have multiple specialty superintendents that we will utilize for DGS JOC projects - including but not limited to paving, roofing, window replacements or concrete related projects - in order to achieve the highest quality of service available to the various Using Agencies.

#### Available Workforce:

Associates' Field Staff: 138

*(Note: Our Superintendents and Foreman can also perform construction tasks in addition to site management duties, if needed)*

Project Manager: 8

Superintendent: 34

Foreman: 21

Construction Mechanics: 83

Associates' Office Staff: 33

Estimating: 10

Engineering: 5

Accounting: 5

Project Administration: 8

Other (Non-billable): 6

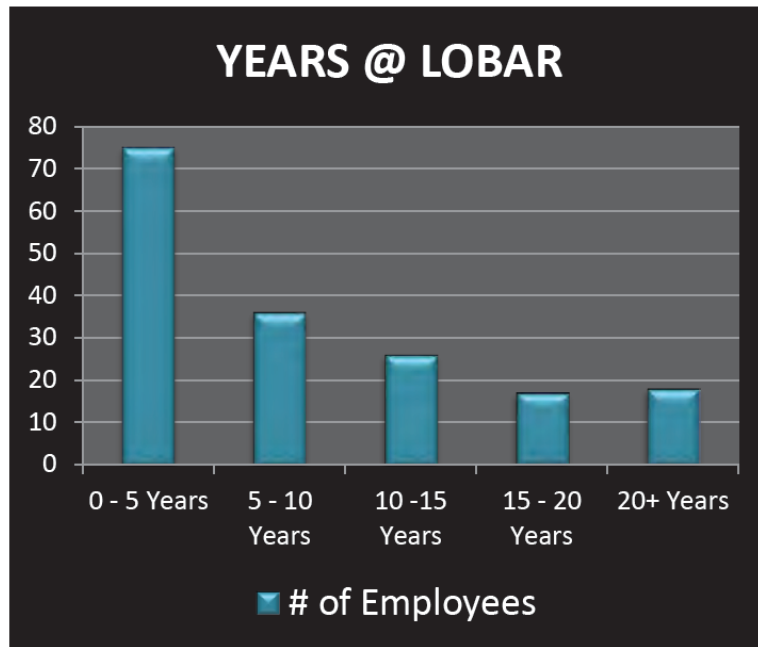
Properties Staff: 3 (Field and Office)

Technologies Staff: 3 (Field and Office)



Lobar Associates is currently running about 35 projects ranging in size from \$10,000 to \$10 million.

We maintain a constant flow of work so that we do not mass hire/lay-off our personnel. This is one of the reasons we have such loyalty and low employee turnover rates (see chart below). To achieve this constant flow of work, we carefully review and select only those projects that we can support properly.



20% of staff have been with Lobar for over 15 years

The DGS JOC Procurement System fits perfectly into our workload schedule as it has for the past 30 months, and we continue to have the staff to support it for the full duration of the contract period.

**PACKAGE I: TECHNICAL SUBMITTAL**

**Section 4: General Understanding of the JOC  
Procurement System (2-3.4)**

## **2-3.4 UNDERSTANDING OF THIS JOC PROCUREMENT SYSTEM**

Lobar Associates is currently successfully performing the DGS JOC contract for the South Central Region, North Central Region and the North Eastern Region. We offer the Department of General Services, and all its Using Agencies, one of the most experienced JOC General Contractors available to the Commonwealth of Pennsylvania.

We have been involved with this specific JOC Procurement System for over 12 years and with multiple different Using Agencies such as DGS/CoStars, PA Turnpike Commission, Keystone Purchasing Network (KPN) and TE Connectivity (Tyco Electronics). Lobar Associates, and our staff, have an in-depth and broad reaching knowledge of the processes and procedures required to administer and service a successful JOC program.

We know what to do – and we do it well.

### **(1) JOC PROCUREMENT PROCESS OVERVIEW**

We live by The Gordian Group's motto: "Buy Smart. Build Better."

The JOC Procurement System addresses the main challenges DGS faces daily: Procurement, Estimating, Budget Limitations, Change Order Cost, Lengthy Processes, Supplier Diversity, Project Delays and overall Transparency.

The JOC Procurement system is an excellent solution to meet these challenges, specifically for the smaller projects (under \$400,000) that DGS encounters throughout the year. Lobar Associates has seen first-hand how well the JOC system works – both for completion speed and cost effectiveness.

This Job Order Contract is an indefinite quantity contract for design and construction work and related services pursuant to which Lobar Associates will perform an ongoing series of individual projects at different locations throughout our designated Region(s). The Contract Documents include a Construction Task Catalog® containing construction tasks with preset Unit Prices. These unit prices are based on local labor (which adhere to the PA Prevailing Wage Act), material and equipment prices and are for the direct cost of construction.

We have bid seven Adjustment Factors to be applied to the Unit Prices based on varying conditions for General Construction. These factors become part of our contract and must be used in determining Scope of Work and Job Order proposals.

Upon Award, as JOC Projects are identified, the various Prime Contractors, as needed, will jointly scope the work with the Using Agency and the JOC Consultant. Depending on the Job Order a Retained Professional may or may not be required.



With a finalized Detailed Scope of Work, the JOC Consultant will issue Lobar Associates a Request for Job Order Proposal. We then prepare a Job Order Proposal for the Project including:

- Job Order Price Proposal
  - Includes specific tasks and quantities for the project that are identified utilizing the Task Catalog
  - Prices for the tasks are adjusted per our adjustment factors
  - Thus the overall project price is calculated
- Drawings and sketches
- Subcontractors/Suppliers List (including those designated as SB/SDB)
- Construction schedule
- Contract Bond
- Other documentation

We understand that the value of the Job Order Price Proposal shall be calculated by summing the total of the calculation for each Pre-priced Task (Unit Price x quantity x Adjustment Factor) plus the value of all Non Pre-priced Tasks.

We also understand that once the Job Order Proposal is found to be complete and reasonable, a Job Order *may* be issued, but that is it not guaranteed, by the Using Agency.

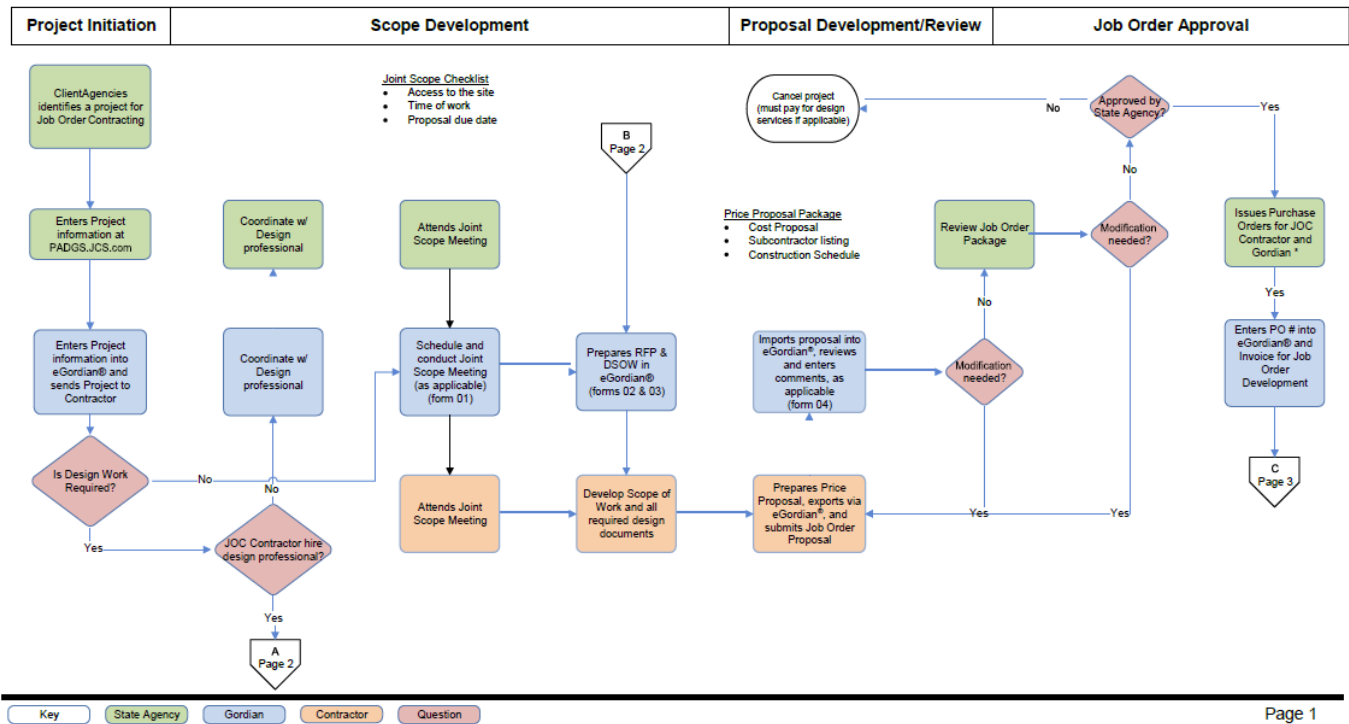
If issued, the Job Order has the detailed scope of work, job completion time, and the price. The price is a lump sum, fixed price for the completion of the detailed scope of work. Any extra work, credits, and deletions will be contained in a Supplemental Job Order.

The base term of the DGS Job Order Contract is for two (2) years. There are three option terms of one (1) year each thereafter.

## **(2) USING AGENCY PROCEDURE TO ORDER WORK**

We are big promoters of doing things efficiently, so the best way to document our knowledge of the initial processes to create of Job Order Request it to refer to the flowchart diagrams provided in Appendix Q: Administrative Procedures for the Job Order Contract:





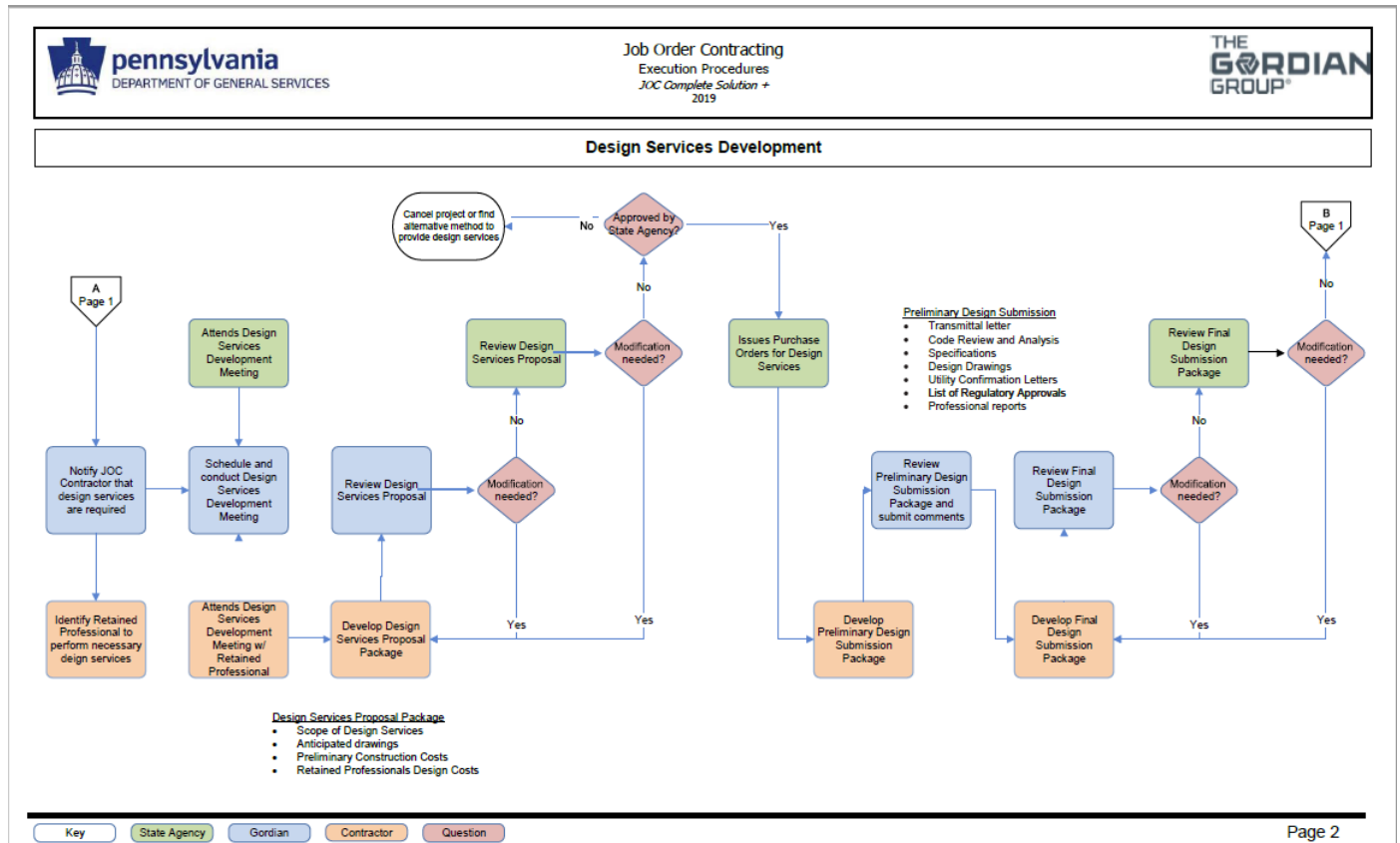
First, the Using Agency will initiate a Job Order through the eGordian management<sup>®</sup> software. The JOC Consultant will contact the Using Agency to discuss the parameters of the Work. Then the JOC Consultant will contact us to schedule a Joint Scope Meeting – usually within 3-5 days of the initial notice.

If we are required to hire a Design Professional, a Request for Design Cost Proposal will be issued to us first. We will engage the services of a Certified Small Business Design Professional and submit the Design Cost Proposal on or before the due date. Upon approval of the Design Cost Proposal, the Using Agency will issue a Design Job Order us requiring the Design Professional to prepare both the Preliminary and Final Design Submissions.

If no design is required, the JOC Consultant will prepare a draft Detailed Scope of Work. Lobar Associates reviews the Detailed Scope of Work and requests any required changes or modifications.

Upon approval of the Final Design Submission or Detailed Scope of Work, the JOC Consultant / Using Agency will issue a Request for Job Order Proposal to Lobar Associates, and as applicable, the other JOC Contractor(s) that will require us to prepare a Job Order Proposal.

### (3) LOBAR'S PREPARATION OF THE DESIGN AND JOB ORDER PRICE PROPOSAL



When a Design Professional is required, a Request for Design Cost Proposal will be issued to Lobar Associates. We will engage the services of a Certified Small Business Design Professional and submit the Design Cost Proposal on or before the due date.

Lobar Associates will submit the following items with the Design Cost Proposal:

- Certificate and qualifications of the proposed Certified Small Business Design Professional
- Design cost to prepare the Preliminary and Final Design submitted on the Design Professional's letterhead
- Probable Construction Cost Range

Upon approval of the Design Cost Proposal, Lobar Associates provides the Design Professional's Liability Insurance in accordance with the General Conditions and then the Using Agency will issue a Design Job Order to prepare the Preliminary Design as follows:

- Transmittal letter with Preliminary Design Submission checklist, duly checked and filled-in as appropriate
- Code Review and Analysis
- Specification book that lists the Technical Specifications that apply to the Project and identify which prime JOC Contractor(s) the specification applies.
  - If an additional specification(s) is required that is not included in the Technical Specifications, the Design Professional shall provide a full specification for that portion(s) of the Work. Unless otherwise approved by the JOC Consultant, the additional specification(s) shall be in the same format as the Technical Specifications included with the Design Build Job Order Contract.



- Design Drawings, including the Cover Sheet
- Confirmation Letters from each utility company (Electric, Telephone, etc., as applicable) indicating the required service is available.
- List of Regulatory Approvals
- Structural Engineers Reports, as needed
- Investigatory Reports, Land Survey, Field/Laboratory Tests, Feasibility Assessments, Report on Hazardous Material Survey, as applicable, with cover letter describing the Design Professional's proposed solutions
- Other additional items to be required for the project

Upon submission approval of the Preliminary Design Submission, a Request for Final Design Submission will be issued to Lobar. The Design Professional shall prepare the Final Design Submission as follows:

- Transmittal letter with Final Design Documents Submission checklist, duly checked and filled-in as appropriate
- Code Review and Analysis, if changed
- Construction Drawings, including the Cover Sheet
- Report Summarizing the Status of all Utilities required for the Project
- List of Regulatory Approvals/Permits –
- Status Report indicating the status of the submission/review/approval process for all required approvals, with copies of all approvals/permits obtained to date
- Final Engineering Calculations for HVAC, civil, structural and electrical computations, if requested.
- Construction Schedule Bar Chart, with number of calendar days of construction and number of days of temporary heat, if any, recommended for the Project. This will serve as the Job Order Completion Time.
- Scope of work for the Quality Assurance Inspection, Special Inspections and Testing Services, as required during the construction stage of the project
- Written explanation of any revisions requested but not made
- Additional items requested by the JOC Consultant or Using Agency representatives

Final Design Submission documents as listed above shall be delivered to the JOC Consultant and Using Agency.

Upon approval of the Final Design Submission, the JOC Consultant / Using Agency will issue a Request for Job Order Proposal to the Lobar Associates, and as applicable, the other JOC Contractor(s) along with the PA Prevailing Wage Predetermination. Lobar Associates will then prepare a Job Order Proposal.

The Job Order Proposal shall include, at a minimum:

- Job Order Price Proposal
- Required drawings or sketches
- List of anticipated Subcontractors from eGordian<sup>®</sup> and their SB/SDB Status
- Construction schedule
- Employment Verification Act Form (E-Verify Form)
- Contract Bond in the Amount of the Job Order Price
- Certificate of Insurance
- Other requested documents.
- 



Lobar Associates acknowledges that the Job Order Price shall be the value of the approved Job Order Price Proposal. The value of the Job Order Price Proposal shall be calculated by summing the total of the calculations for each Pre-priced Tasks plus the value of all Non Pre-priced Tasks.

Lobar Associates prepares each Job Order Price Proposal as follows:

**Pre-priced Task:** Unit Price x Quantity x Adjustment Factor  
for which a unit price is set forth in, the Construction Task Catalog®.

**Non Pre-priced Task:** If we perform the work with our own staff, we will submit three independent quotes for all material to be installed and shall, to the extent possible, use Pre-priced Tasks for labor and equipment from the Construction Task Catalog®. If we will subcontract the work, we will also submit three independent quotes from subcontractors and choose the lowest responsible price.

In regards to **Reimbursable Tasks**, Lobar Associates is responsible for obtain all required documentation of any and all paid fees and acknowledges that they are paid without mark-up.

Lobar Associates will submit the Job Order Proposal by the date indicated on the Request for Job Order Proposal. Depending on the complexity and urgency of the Job Order, our submissions should average between seven (7) and fourteen (14) days. On complex Job Orders, we will request allowance to be made to provide adequate time for preparation and submittal of the necessary documents.

In regards to emergency and time sensitive situations, we acknowledge that we may be directed to begin work immediately with the paperwork to follow.

We agree that by submitting a Job Order Proposal, we are to accomplish the Detailed Scope of Work in accordance with the Request for Job Order Proposal at the price submitted.

#### **(4) Selecting and Awarding Subcontracts**

All of the subcontractors we solicit for JOC Proposals have been pre-qualified. Lobar Associates has an excellent relationship with the best sub-contractors in the Region. We also actively solicit SB/SDB subcontractors and will select the best-suited subcontractor for the requirements identified in the Detailed Scope of Work.

Our pre-qualification process is based upon the following:

- Relevant experience
- Size of company
- Similar project success
- Financial soundness (important in today's marketplace)
- Current/future workload
- Workforce stability
- Past project success ratio
- SB/SDB Status



Careful review of our pre-qualification requirements helped us select our pre-construction consultants as well as the bidding subcontractors.

For example, by using actual subcontractors as consultants during the design phase, you receive the following benefits:

- Accurate Cost Estimates prepared by the people who do the work and compete for work on a daily basis
- Good “Common Sense” value engineering supplied by the people who do the work
- Accurate Schedule Predictions, again by the companies who actually do the work

Upon potential award, Lobar Associates will prepare and submit a Request for Approval of Materials and/or Subcontractors (“Approval Form”) as required by the General Conditions of the JOC Contract and this Administrative Procedure.

- For each subcontractor to Lobar (whether we identified them in the Proposal or not), we will attach a copy of the subcontract, signed by both Lobar and the Subcontractor, and which complies with the requirements of the Subcontractor Article of the JOC Contract General Conditions.
- We will also submit a copy of every subcontract with a Small Business / Small Diverse Business to DGS’s Bureau of Small Business Opportunities (BDISBO).
- For purchase orders, we will submit one original certification (on our letterhead, with language identical to that set forth in the sample letter included as part of the Administrative Procedure) certifying our compliance with the terms set forth in the letter.
- We will also submit a copy of each executed purchase order that is issued to a Small Business / Small Diverse Business Supplier and Small Business / Small Diverse Business Manufacturer showing the dollar value of the purchase order. All purchase orders for Small Business / Small Diverse Business non-stocking suppliers shall include the fee or commission charged by the Small Business / Small Diverse Business non-stocking supplier for assistance in the procurement in materials and supplies.

Then, prior to the commencement of work by any Subcontractor, Lobar Associates will submit two copies of the subcontract, in accordance with the Subcontractor Article of the JOC General Conditions, to the Construction Manager.

In cases of “equals” or “substitutions,” Lobar will check the appropriate block on the Approval Form along with a “Letter of Certification” identical to the sample provided in this Administrative Procedure.

## **(5) SMALL BUSINESS / SMALL DIVERSE BUSINESS COMMITMENTS**

*[removed as noted in Addendum #1]*

## **(6) KEYS TO SUCCESS**

- ☒ Company Size: We have the manpower, in the field and office, to manage any volume of work that will be produced with the DGS General Construction JOC program.
- ☒ JOC Experience: Lobar Associates has over 10 years of Job Order Contracting experience, all using a Gordian Group solution.



- ☑ DGS Experience: Lobar Associates has over 30 years of experience working with DGS.
- ☑ Staff Experience: Many of our staff have worked on a JOC and/or DGS project, with several Project Managers, Superintendents and Administrators that specialize in the process.
- ☑ SB/SDB Experience: It takes time to build up a strong SB/SDB base, and we have been cultivating ours for over a decade.

We are very much aware, that for this program to succeed for both DGS and Lobar Associates, we must provide Superior Construction Services. By performing great work – on time and with excellent quality – every single project is the only way we will generate new work. Lobar Associates has done this – time and time again. You can count on us.

## **(7) OTHER RELEVANT INFORMATION**

Lobar Associates also has a track record with assisting DGS remediate issues in other Regions with other JOC projects. Here are two examples:

- A. Lobar Associates was requested to take over the project at the PSP (Pennsylvania State Police) Barracks in Wyoming, PA (ER-PSP-018-GC.01). Due to the inadequate response from the initial contractor to effectively get the project underway, Lobar met the appropriate individuals on site to facilitate the scope of the project and make the necessary arrangements to get the project started as soon as possible. Lobar managed all aspects of the project from start to finish, including asbestos abatement and closely coordinated everything with SGT. John Richards who is responsible for the facility and the staff within the building. The scope of the project was extensive throughout the facility and involved work being performed on all floors, sometimes simultaneously. To add further complications, asbestos abatement was being performed while the building was occupied, making it even more important that exact procedures were performed and documented correctly. The project was a success and more importantly, the client was satisfied with the end result.

Contacts:

- Facility contact – Sgt. John Richards
- State contact – Larry Gallagher

- B. Lobar Associates was contacted by the DMVA, Chief Bowlin to provide our services at the Apache Village, NCTC, EP Infrastructure project (CR-DMVA-024-GC) due to poor quality and untimely performance of another JOC contractor. Lobar provided engineering, layout and construction of site work and concrete sidewalks as well as interior cleaning and painting due to the previous contractor not providing adequate protection of existing surfaces and furnishings. Bobby Bowlin

### **Attached:**

1. Real World Case Study of JOC Success
2. List of DGS JOC projects we have performed on current contract



# frequently asked questions

## #3: I've heard KPN JOC costs more than competitive bidding. Is that true?

We recently worked on a project that highlights the competitiveness of the KPN JOC program.

The client is Lancaster County Solid Waste Management Authority. We were called in to a Joint Scope meeting regarding an upcoming project regarding renovations to their Harrisburg Pike location. Lobar prepared the price proposal utilizing the KPN JOC program.

Simultaneously, the client solicited proposals from other contractors. They wanted to compare the KPN JOC program pricing to other contractors' competitive pricing.

Below are the public bid results. Lobar Associates and the KPN JOC program-generated pricing turned out to be the lowest in each category we priced: General Construction, HVAC and Plumbing.

Company	Bid Type	Service	Total Base Bid
Lobar Associates Construction	KPN	General Construction	\$278,617.38
Uhrig Construction, Inc.	LCSWMA	General Construction	\$323,000.00
ECI Construction	LCSWMA	General Construction	\$330,200.00
Kinsley Construction	LCSWMA	General Construction	\$331,900.00

Company	Bid Type	Service	Total Base Bid
Lobar Associates Construction	KPN	HVAC	\$70,049.12
Shannon A. Smith	LCSWMA	HVAC	\$123,261.00

Company	Bid Type	Service	Total Base Bid
Lobar Associates Construction	KPN	Plumbing	\$20,323.23
Shannon A. Smith	LCSWMA	Plumbing	\$32,780.00

Lobar + Gordian + KPN works.

## 7) Additional Information

Lobar Associates has completed over 300 projects since the 2016 start of the DGS JOC program

<b>Lobar Job #</b>	<b>Description</b>
16-1860-	Governor's Residence Restroom Renovation
16-1861-	Capitol Complex Area 10 Parking Lot Paving
16-1862-	PA Fish & Boat Overhead Doors
16-1863-	PSP Driver Academy Soil Erosion Remediation
16-1864-	Annex Complex Building 55 Roof Replacement
16-1865-	Sign Shop Demo 4 Buildings
16-1866-	Smithfield Prison Roof
16-1867-	PSP Headquarters Resurface Parking Lot
16-1868-	PA Fish & Boat Dryvit Repairs
16-1869-	Capitol Rotunda Painting East Wing
16-1870-	SCI Camp Hill Roof Replacement
16-1871-	DMVA Design/Boring of Sink Hole Area
16-1872-	PSP Target Storage Shed
16-1873-	Railroad Museum of PA Concrete Floor Design
16-1874-	PSP Academy Target System
16-1875-	PSP HQ Fence & Turnstile
16-1876-	Smithfield SCI Repair Water Pump & Motor
16-1878-	Carpenter Shop Roof (Emergency)
16-1879-	World War II Memorial
16-1880-	DGS Carpenter Shop Roof Repairs
16-1882-	Camp Hill Bldg 5, 6 & M Block
17-1700-	PSP DHQ Conference Room Remodel
17-1701-	Forum Water Main Break
17-1702-	Annex Clogged Sewer Main
17-1703-	Harrisburg Military Post Waste Water Line Repairs
17-1704-	PA Military Museum Design
17-1705-	Lloydsville Youth Bathroom/Shower Reno
17-1706-	Capitol Emergency Cleanup
17-1707-	Camp Hill Emergency Roof (Boiler Plant)
17-1708-	Tech Park Security Barriers
17-1709-	Peterson Hall Roof Replacement
17-1710-	PennDOT Salt Shed Emergency
17-1711-	DHS Clarks Summit State Hospital Ward 5
17-1712-	PSP North Entrance Vestibule
17-1713-	PA State Police North Lot Paving Repairs

17-1714-	Benner Springs Fish Hatchery Paving Repairs
17-1715-	PSP Pole Building
17-1716-	Clarks Summit Dietary Roof Replacement
17-1717-	NWOB Capital Street Steps Repair
17-1718-	PA Railroad Museum Concrete Floor
17-1719-	seal parking/ line painting
17-1720-	Estimating - JOC - DGS
17-1721-	Clark Summit Stair Enclosure - Engineering Fees
17-1722-	Clark Summit Rec Hall Roof Engineering Fees
17-1723-	L&I Building 4th fl. abatement
17-1724-	Camp Hill Prison Boiler Plant Roof
17-1725-	PSP Construct Chase Wall
17-1726-	Camp Hill Prison F Block Roof
17-1727-	PSP Humidity in Pool Area
17-1728-	PA State Police Auditorium
17-1729-	Standby Emergency Power Generator
17-1730-	DOC Training Academy Ary Hall Flooring Repairs
17-1731-	Camp Hill Prison Main Gate Sally Port
17-1732-	Camp Hill Prison Infirmary Roof
17-1733-	Camp Hill Prison G Block Roof
17-1734-	Camp Hill Prison H Block Roof
17-1735-	Camp Hill Prison K Block Roof
17-1736-	Camp Hill Prison L Block
17-1737-	Camp Hill Prison N Block Roof
17-1738-	Camp Hill Prison M Block
17-1739-	Extent Loading Dock - BJJS-2016-04 NCSTU Danville
17-1740-	PFBC Coyer Lake Culvert
17-1741-	EAATS Simulator Canopy
17-1742-	York County Welcome Center Sidewalk Replacement
17-1743-	PEMA Walking Path to PSECU
17-1744-	Huntingdon SCI Smokestack Demo
17-1745-	South Mountain Kitchen Design
17-1746-	Clark Summit Security Upgrades
17-1747-	Camp Hill Freezer Concrete Replacement
17-1748-	Smithfield Roof Buildings 4,5,6
17-1749-	Rockview SCI
17-1750-	Arsenal Building Restrooms Design
17-1751-	SCI Muncy Road Resurfacing
17-1752-	Joseph Priestley House



17-1753-	PA Military Monument Rebuild Design
17-1754-	PFBC Opossum Lake Fencing
17-1755-	Lancaster County Stockpile Fence
17-1756-	Sinkhole Repairs-Commonwealth & North Drive
17-1757-	PFBC Central Office Fencing
17-1758-	PFBC Central Office Wash Bay Design
17-1759-	Tioga Roof Re-Seam
17-1760-	Columbia County Maintenance Roof Replacement
17-1761-	PSP Academy Pasture Modifications
17-1762-	FM 7158 PA DOT Boiler Replacement/Chimney Demo
17-1763-	DGS Arsenal Family Room Design
17-1764-	Capitol EW Atrium Painting
17-1765-	North Office Building Asbestos Abatement
17-1766-	High Arch Repair Design
17-1767-	DMVA Building 3, 8 & James Room Renovations
17-1768-	PennDOT Server Restroom Design
17-1769-	PHMC Railroad Museum Leak Mitigation, Waterproofing & Repair
17-1770-	PHMC Landis Valley Yellow Barn Roof
17-1771-	Ephrata Cloister Stone Channel Repairs
17-1772-	Senate NOB Room 104 Ceiling Repairs
17-1773-	Norristown State Hospital
17-1774-	Lands Valley Steam Engine Barn Exterior Renovations
17-1775-	DMVA FIG Roof's Building 8-66 to 8-70
17-1776-	Scranton Stockpile Rubber Roof Design
17-1777-	White Haven Roof Design
17-1778-	L&I 2nd Floor Office Fitout
17-1779-	L&I 4th Floor Door Install
17-1780-	DMVA Building 11-63 Roof
17-1781-	DMVA FIG Fence Installation
17-1782-	DMVA EAATS Floor Replacement
17-1783-	Fort Indiantown Gap Building 10-83 Roof Replacement
17-1784-	Fort Indiantown Gap - Building 12-97 Exterior Upgrades
17-1785-	PEMA Crosswalk
17-1786-	DMVA FIG Muir Airfield Paving
17-1787-	DMVA Building 14-26 Overhead Door
17-1788-	FTIG Concrete Crushing
17-1790-	DMVA Bird Netting
17-1791-	DMVA FIG Guide Rail Replacement
17-1792-	DMVA Tower Window Replacement

17-1793-	DMVA FIG Muir Taxiway Repairs
17-1794-	DMVA FIG Building 8-65 Roof/HVAC
17-1795-	PennDOT District 8 Engineering
17-1800-	Main Capitol Canvas & Painting
17-1801-	Ephrata Cloister Siding Repairs
17-1802-	PennDOT Herrville Salt Shed High Arch Repairs
17-1803-	Pleasant Gap Fish Hatchery Environmental Evaluation
17-1804-	Forster Street Steps Design
17-1805-	South Mountain Secue Treatment Unit Kitchen Foundation
17-1806-	Record Center Catwalk Design
17-1807-	Landis Valley Museum Water Infiltration Design
17-1808-	Camp Hill Prison - Maintenance Building
17-1809-	PLCB Boas Street Planter Boxes Design
17-1810-	Norristown State Hospital CM August
17-1811-	Norristown State Hospital Construction Management September
17-1812-	Norristown State Hospital Construction Management October
17-1813-	Norristown State Hospital Construction Management November
17-1814-	Norristown State Hospital Construction Management December
17-1815-	Norristown State Hospital Engineering
17-1816-	DMVA -036 Blue Mountain Signage
17-1817-	Camp Hill Prison Rec Hall
17-1818-	Camp Hill Prison - Building 24
17-1819-	PSP Academy Roof
18-1600-	FM 7253 Lehigh District 5-3 Security/Surveillance
18-1601-	FM 7251 Fulton Co. - Repair Fulton Wash Bay - Design
18-1602-	Arsenal Exterior Facade Repairs
18-1603-	PennDOT RSR #37 Emergency Roof Repairs
18-1604-	PHMC Anthracite Parking Lot Repairs
18-1605-	PHMC Ephrata Cloister Sidewalks
18-1606-	PHMC Railroad Museum Carpentry Upgrades
18-1607-	Capitol Complex Harrisburg PA
18-1608-	PennDOT FM7230 Fulton County Plumbing Upgrades
18-1609-	PFBC Harris Pond Spillway Fencing
18-1610-	Arsenal 2nd Floor Restrooms
18-1611-	East Wing Capitol Rotunda Scaffolding and Painting
18-1612-	22nd & Forster Street Lobby Design
18-1700-	Emergency Truss Repair PaDot FM 7231
18-1701-	Emergency Water Damage - AG Office
18-1702-	PennDOT Real ID Design

18-1703-	Camp Hill Prison Trailer Demolition
18-1704-	Annex Sewer Main Clog
18-1705-	Governor's Residence Ceiling Painting
18-1706-	Granite Repairs @ Cooling Tower
18-1707-	FM7175 PADOT Server Farm Restroom
18-1708-	Norristown State Hospital Construction Mgmt January 2018
18-1709-	Rachel Carson Office Building Roof
18-1710-	22nd & Forster Street Pond Video Inspection
18-1711-	DMVA PA Veterans Memorial Restoration
18-1712-	PA Railroad Rolling Stock Hall
18-1713-	PSP Troop F Montoursville Steps
18-1714-	DMVA Apache Village Sidewalks
18-1715-	Auburn Dam Roof Repairs
18-1716-	PFBC HR Stack House Design
18-1717-	PFBC Pleasant Gap Raze Building
18-1718-	PSP DHQ Front Lob Rehab
18-1719-	PFBC Stackhouse
18-1720-	Norristown State Hospital Construction Mgmt February 2018
18-1721-	Norristown State Hospital Construction Mgmt March 2018
18-1722-	PSP Wyoming Emergency Repairs
18-1723-	PennDOT Lebanon County Maintenance Facility
18-1724-	Scranton Roof Replacement
18-1725-	White Haven Roof/Sheathing Replacement
18-1726-	PSP BESO Stall Design
18-1727-	DMVA Bldg. 8-73Painting
18-1728-	North Drive Paving
18-1729-	DMVA Building 8-64
18-1730-	Loysville Williams Cottage Restrooms
18-1731-	PennDOT District 8 TCM Renovations
18-1732-	FM7182 - Herr Street Storage Building, Repair Metal Roof
18-1733-	FM7183 Herr Street Sign Crew Repair to Metal Roofing
18-1734-	PSP Transportation Fence
18-1735-	DMVA Bldg. 8-63 Renovation
18-1736-	DMVA Crane Retrofit State College
18-1737-	SCI Frackville Paving
18-1738-	FM 7241 PADOT District 8-8 Lebanon Emergency Brick Repairs
18-1739-	Camp Hill Prison Building \$66 Demo
18-1740-	DMVA Area 26 Shutters
18-1741-	PennDOT FM 7205 Rockview DL - Real Upgrades

18-1742-	Norristown State Hospital CM April, May, June 2018
18-1743-	PFBC Huntsdale Pipe Replacement
18-1744-	State Capitol Emergency Water Damage on Wall
18-1745-	NER SCI Rockview Paving Restoration
18-1746-	Capitol Building 2nd Floor Senate Water Remediation
18-1747-	DMVA State College
18-1748-	PennDOT Emergency Broken Roof Truss
18-1749-	DMVA EAATS Flooring Bldg. 19-109 & Bldg. 19-117
18-1750-	DGS Hydraulic Dock Levelers
18-1751-	DMVA Area 5, Concrete Pads Anchor Points
18-1752-	PSP Academy Range Knee Wall Repairs
18-1753-	DMVA NCTC Card Readers
18-1754-	GMVA Replace Fire Doors
18-1755-	GMVA Install Wanderguard on Specific Doors
18-1756-	DMVA Bldg. 24-200 Fencing
18-1757-	DMVA Window Replacement Bldg. 19-101
18-1758-	DMVA Building 8-80 Auditorium Renovations
18-1759-	Arsenal Building 2nd Floor Restroom Design
18-1760-	Capitol Basement Mold Emergency
18-1761-	NOB Phase 2 Demolition Design
18-1762-	NOB Phase II Demo
18-1763-	Wilkes Barre RC Fence Replacement
18-1764-	North Office Building 1st floor Phase II Abatement
18-1765-	North Office Building 1st floor Bathroom Demo
18-1766-	Building 10-44 & 10-83 Fence project
18-1767-	SCI Coal Township Paving
18-1768-	Arsenal Building 3rd Floor Modernization
18-1769-	Arsenal Building 2nd Floor Design
18-1770-	DMVA Building 11-75 Spray Foam Roof
18-1771-	DMVA Building 11-78 Sprayform Roof
18-1772-	DMVA Building 11-79 Sprayform Roof
18-1773-	SCI Smithfield Emergency Roof 2018
18-1774-	DMVA Area 26 Roof
18-1775-	NER SCI Dallas Roof
18-1776-	NCR SCI Rockview Roof
18-1777-	NER Clarks Summit Building 14 Roof
18-1778-	Middletown ANG Emergency Roof
18-1779-	DMVA FIG Building 19-101 Roof Repairs
18-1780-	DMVA Building 19-107 Roof

18-1781-	FM 7252 York County Roof Replacement - Design
18-1782-	Camp Hill Prison Kitchen 1 Roof
18-1783-	Camp Hill Prison Kitchen 1 Roof
18-1784-	DMVA Building 19-79 Roof Emergency
19-1700-	PSP BESO Stall Rehab
19-1701-	Arsenal Building 3rd Floor Demo
19-1702-	Old Turnpike House Demolition
19-1703-	Arsenal Building Waste Oil Tank Removal
19-1704-	Arsenal Building Parking Lot Design
19-1705-	Black Diamond House Demolition
19-1706-	PEMA House Demolition
19-1707-	Dept of Agriculture Parking Lot
19-1708-	Finance Building Overhead Door Replacement
19-1709-	JOC-HV Yard Fire Suppression System
19-1710-	South Mountain Walkway Design
19-1711-	Arsenal Caulk & Repoint North Side of Building
19-1712-	FTIG Aviation Fuel Facility
19-1713-	Main Capitol 157 Ceiling Repairs
19-1714-	L&I Building 12th Floor Abatement
19-1715-	NOB Elevator Shaft Repairs Emergency
19-1717-	SCI Camp Hill L&K Sinkhole Emergency Repairs
19-1718-	LYDC Parking Lot Rehab
19-1719-	Repoint/Reset Capitol Steps
19-1720-	East Wing Garage Cleaning
19-1721-	DMVA TUAS Runway Expansion Design
19-1722-	DMVA Veterans Memorial Roof Replacement
19-1723-	PennDOT FM7251 Fulton County District 9-4 Wash Bay
19-1724-	NOB Elevators 1, 2 & 3
19-1725-	SCI Smithfield Manhole Repairs
19-1726-	South Mountain STU Walkway
19-1727-	PSP Transportation Compound Paving
19-1728-	Capitol Steps Re-Caulk Upper Portion
19-1729-	DMVA Building 11-59 Roof Repair
19-1730-	DMVA Building 11-69 Roof Repair
19-1731-	DMVA Bldg. 8-80 Construct Vestibule Design
19-1732-	Building 2-26 Reinforcement of Arms Vault
19-1736-	PFBC Coyer Lake Sluice Gate Repairs
19-1737-	DMVA Bldg 19-126 BAT Simulator
19-1738-	DMVA Roadway Line Painting

19-1739-	DMVA Bldg 4-174 WWTP
19-1780-	DMVA Skylight Repairs
19-1781-	PaDot FM 7252 Roof Repair
19-1782-	Huntingdon Prison Roof
19-1783-	DMVA Building 19-101 Roof
19-1784-	DMVA South Mountain RC Roof Replacement
19-1785-	PJC Roof 8th Floor
19-1786-	FITG, Bldg. T-01 Roof
19-1787-	YFC #3 Shingle Roof
19-1788-	NOB Roof Repairs
19-1790-	Camp Hill Gymnasium/Kitchen Roof
19-1791-	DMVA Area 7 Roof's
19-1800-	1100-JOC Rockview Fence
19-1801-	Lewistown Fire Academy Painting
19-1802-	PA State Fire Academy Paving
19-1803-	PaDot FM 7133 Mifflin Twp. RSR Area Roof Replacement
19-1804-	PEMA State Fire Academy - Fence & Gate
19-1805-	SCI Muncy Design & Engineering
19-1806-	PennDOT Clearfield Stock Pile Metal Roof & Siding
19-1807-	PaDot FM 6431 Clearfield Co. Siding & Roofing
19-1808-	FM 7292 Rockview Parking Pad
19-1809-	PFBC Chillisquaque Boat Access Area Paving
19-1840-	DMVA Wellsboro RC, Roof & Stormwater Repairs
19-1841-	DMVA Emergency Roof Repairs
19-1842-	NCSTU Green Building
19-1850-	PennDOT FM7256 Repair Vehicle Wash Entry
19-1851-	Pa Dot FM 7250 District 4-0 Sidewalk Design
19-1852-	Scranton Iron Works - Fence Repairs
19-1853-	PA Career Link Scranton Parking Lot Paving
19-1855-	PaDot FM 7295 Luzerne Dome Repairs
19-1856-	CSSH Infrared Scan Building 22
19-1857-	PaDot FM 7296 Tunkhannock Bldg. Post Repair
19-1858-	DMVA Glass Panel Repair
19-1890-	Dallas SCI C Block Roof Repairs Emergency
19-1891-	YFC #2 Roof Repairs
19-1892-	SCI Retreat Maintenance Garage Roof

Response  
To

Request for Proposal  
For General Construction Job Order Contract

CAPITAL REGION

Contract No: DGS A-2019-0001-JOC-CAP-K-1

# PACKAGE III: SMALL BUSINESS AND SMALL DIVERSE BUSINESS SUBMITTAL

Prepared  
By



MASTER BUILDERS

4 Barlo Circle

Dillsburg, PA 17019

PH: 717-432-3429 FAX: 717-432-7343

[www.lobarassoc.com](http://www.lobarassoc.com)



**SDB-2  
SDB PARTICIPATION SUBMITTAL**

Offeror: Lobar Associates, Inc  
Discipline: General Construction  
Region: Capital Region

CHECK ONE, AND ONLY ONE, BOX. FAILURE TO SUBMIT A COMPLETED SDB PARTICIPATION SUBMITTAL WILL RESULT IN REJECTION OF YOUR BID/PROPOSAL.

☒ **I agree to meet the SDB participation goal in full.**

I have completed and am submitting with my bid or proposal an **SDB Listing**, which is required in order to be considered for award.

☐ **I am requesting a partial waiver of the SDB participation goal.**

After making good faith outreach efforts as more fully described in the **Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal**, I am unable to achieve the total SDB participation goal for this solicitation and am requesting a partial waiver of the SDB participation goal.

I have completed and am submitting with my bid or proposal both of the following, which are required in order to be considered for award:

1. an **SDB Listing** for that portion of the SDB participation goal for which I intend to meet; AND
2. a **Good Faith Efforts Waiver Request** for any portion of the SDB participation goals that I do not intend to meet.

☐ **I am requesting a full waiver of the SDB participation goal**

After making good faith outreach efforts as more fully described in the **Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal**, I am unable to achieve any part of the SDB participation goal for this solicitation and am requesting a full waiver of the SDB participation goal.

I have completed and am submitting with my bid or proposal a **Good Faith Efforts Waiver Request** for the complete SDB participation goal, which is required in order to be considered for award.

NOTE: SDB primes who are submitting as bidders or offerors must complete an **SDB Listing** identifying any self-performance towards the SDB participation goal.

SDB-3  
SDB LISTING

**Bidder/Offeror to complete the following:**

**Amount of SDB participation goal to be met through the use of SDB subcontractors, suppliers, or manufacturers:** Bidders/offerors are not required to identify the specific SDB subcontractors, suppliers, or manufacturers within this SDB Listing, but must identify the total percentage (%) of work to be performed by SDB subcontractors, suppliers, or manufacturers. However, the selected bidder/offeror must submit Utilization Reports identifying the SDB subcontractors, suppliers, or manufacturers used to meet the portion of the SDB participation goal listed below. To receive credit toward meeting the SDB participation goal, the SDB subcontractor, manufacturer, or supplier must be a DGS-verified SDB as of the date the work to be completed by the SDB has commenced.

Percentage of work to be performed by SDB subcontractors, suppliers, or manufacturers:

8.2 %

**If the Prime Bidder/Offeror is a DGS-verified SDB**, complete the following:

SAP Vendor Number (6-digit number): \_\_\_\_\_

SDB Verification Number (located on DGS SDB verification):

\_\_\_\_\_  
Type of SDB: ☐ MBE

☐ WBE

☐ LGBTBE

☐ DOBE

Description of Work to be Performed (Statement of Work/Specification reference):

\_\_\_\_\_  
Percentage of work to be self-performed by SDB bidder/offeror: \_\_\_\_\_%

## APPENDIX I

### 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:

PROPOSER: Lobar Associates, Inc

	Adjustment Factor Name	Adjustment Factor Bid	X Multiplier	= Total
1.	Adjustment Factor for Normal Working Hours	= <u>1</u> . <u>1</u> <u>8</u>	X 0.30	= <u>0</u> . <u>3</u> <u>5</u>
2.	Adjustment Factor for Other Than Normal Working Hours	= <u>1</u> . <u>2</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>2</u>
3.	Emergency	= <u>1</u> . <u>2</u> <u>2</u>	X 0.15	= <u>0</u> . <u>1</u> <u>8</u>
4.	Secured Facility	= <u>1</u> . <u>2</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>2</u>
5.	Emergency in Secured Facility	= <u>1</u> . <u>2</u> <u>9</u>	X 0.15	= <u>0</u> . <u>1</u> <u>9</u>
6.	Adjustment Factor for Non Pre-priced Tasks	= <u>1</u> . <u>0</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>0</u>
7.	Adjustment Factor for Design Work	= <u>1</u> . <u>0</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>0</u>
8.	Add all the Total amounts in the right column.  The Sum of these Total amounts is the Final Proposed Price.			= <u>1</u> . <u>1</u> <u>6</u>