

GENERAL COMPANY INFORMATION

Company Name: Excel Mechanical Co., Inc.

Company Address: 5636 NE 17th Street
Des Moines, Iowa 50313

General Description of the Company: Mechanical Contractor - Service HVAC and Plumbing

Type of Organization (franchise, corporation, etc.): Corporation

Number of years in business: 30 years

Has your company received an OSHA violation in the past five years? ☐ Yes ☒ No

If yes, please attach copies of the citations and an explanation of how they have been resolved.

PERSONNEL:

Employee who will oversee the City account if your company is awarded this contract:

Name: John Rounds Title: President

Phone: 515-288-1450 Fax: 515-288-4121

E-mail address: jrounds@excelmechanical.net

Names, titles, and years of experience of persons expected to service this contract:

John Rounds - President - 35 years

Alex Adams - HVAC Service - 17 years

John Rivas - Plumbing Service - 24 years

Scott Bell - Controls Service - 31 years

Freeman Brown - Plumbing Service - 29 years

REFERENCES:

List at least three (3) customers who are current or have been served by your company within the last three (3) years with projects of similar scope. (Company name, address, contact person, phone number, fax number, e-mail address)

1)	City of West Des Moines	contact - Chuck Thomas - chuck.thomas@wdm.iowa.gov
	Public Work Building	phone number - 515-222-3350
	560 S. 16th Street	fax number - 515-222-3477
	West Des Moines, IA 50265	
2)	Kemin Industries	contact - Robert Stomp - robert.stomp@kemin.com
	2100 Maury Street	phone number - 515-875-4486
	Des Moines, IA 50317	fax number - 515-248-4051
3)	Johnston School District	contact - Bob Devens - bob.devens@johnston.k12.ia.us
	5608 Merle Hay Road	phone number - 515-777-4807
	Johnston, IA 50131	fax number - 515-278-6303

Please feel free to include extra paperwork with your bid document, if needed, to further explain the services your company has to offer.

See attached sheet for additional information.

Additional explanation of services to be provided by Excel Mechanical Co., Inc.

Excel Mechanical Co., Inc. is a full service mechanical contractor that has been in business for 30 years. We offer qualified service in all areas of the installation and service of HVAC, refrigeration, plumbing and controls. Our firm has a Lead Safe Renovator certificate as required by the terms and conditions of this bid request. A copy of the certificate is included in our bid documents.

We have a wide range of customers in the industrial, government, office, retail and education sectors. We are a licensed, fully insured contractor with a reputation for quality work with dedicated long-term employees. We currently employ 87 people with 60 service trucks which allows us to respond to service calls in a timely manner. Our phones are answered 24 hours a day, 7 days a week, with a HVAC service technician and a service plumber on call at all times. All of Excel Mechanical's service technicians are highly skilled members of the Plumbers and Steamfitters Local Union #33.

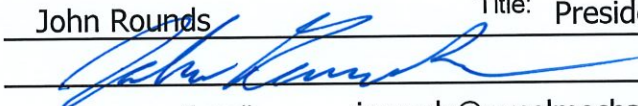
Because our service technicians are under contract and will receive a yearly hourly rate increase, we would request that the City of Ankeny consider allowing for an escalated hourly rate for services outside of the planned maintenance. We are proposing that the \$102.00/hour and \$140.00/hour OT labor rates noted on the bid request form cover Bid Year 1 of the contract, with the increases for subsequent years be as follows:

- Bid Year 2: regular rate \$105.00/hour – overtime rate \$144.00/hour
- Bid Year 3: regular rate \$108.00/hour – overtime rate \$149.00/hour
- Bid Year 4: regular rate \$111.00/hour – overtime rate \$151.00/hour
- Bid Year 5: regular rate \$114.00/hour – overtime rate \$156.00/hour

Excel Mechanical has been providing HVAC service to the City of Ankeny for over ten years and for the last several years have assigned the same service technician for inspections and service calls. This has provided us with a high level of familiarity with each of the buildings and the HVAC systems associated with them. We are confident we can continue to provide the City of Ankeny with quality HVAC services at a competitive rate.

SIGNATURE PAGE

The undersigned bidder, having examined these documents and having full knowledge of the conditions under which the work described herein must be performed, hereby proposes that she/he will fulfill the obligations contained herein in accordance with all instructions, terms, conditions, and specifications set forth; and that she/he will furnish all required products/services and pay all incidental costs in strict conformity with these documents, for the stated prices as payment in full.

Submitting Firm: Excel Mechanical Co., Inc.
Address: 5636 NE 17th Street
City: Des Moines
State/Zip: Iowa 50313
Authorized Representative (print): John Rounds Title: President
Authorized Signature: 
Date: 03/01/2023 E-mail: jrounds@excelmechanical.net
Phone # (515) 288-1450 Fax # (515) 288-4121

PROPOSED PRICE: BID PROPOSAL FOR FIRST YEAR OF AGREEMENT

1. City Hall	\$ <u>1,836.00</u>	11. Otter Creek Clubhouse	\$ <u>1,836.00</u>
2. Public Services Building	\$ <u>3,264.00</u>	12. Otter Creek Maint Shop	\$ <u>408.00</u>
3. Park Maintenance Shop	\$ <u>816.00</u>	13. Police Headquarters	\$ <u>4,380.00</u>
4. Lakeside Center	\$ <u>816.00</u>	14. Kirkendall Library	\$ <u>3,664.00</u>
5. Hawkeye Sports Complex	\$ <u>408.00</u>	15. Fire Station #1	\$ <u>2,754.00</u>
6. Outdoor Education Center	\$ <u>408.00</u>	16. Fire Station #2	\$ <u>1,836.00</u>
7. Ankeny Miracle Park	\$ <u>408.00</u>	17. Fire Station #3	\$ <u>1,836.00</u>
8. Prairie Ridge Aquatic Ctr	\$ <u>408.00</u>	18. Maintenance Facility	\$ <u>3,264.00</u>
9. Cascade Falls Aquatic Ctr	\$ <u>408.00</u>	19. Water Shop	\$ <u>1,632.00</u>
10. Prairie Rdg Sports Complex	\$ <u>1,428.00</u>	20. Wastewater Treatment Bldg.	\$ <u>1,632.00</u>
		21. Albaugh Family Senior Community Center	\$ <u>1,834.00</u>

TOTAL BID YEAR 1: \$ 35,276.00
TOTAL BID YEAR 2: \$ 36,332.00
TOTAL BID YEAR 3: \$ 37,604.00
TOTAL BID YEAR 4: \$ 39,104.00
TOTAL BID YEAR 5: \$ 40,866.00

SERVICES OUTSIDE PLANNED SERVICE AGREEMENT

Regular Time Labor Rate \$ 102.00 hr.
Non-Regular (O.T.) Labor Rate \$ 140.00 hr.
Parts - % of List Price 20 %
Response Time 1 hour

TIMETABLE – Please confirm that the services you propose will be available and operational by Friday, April 3, 2023, or your earliest available start date: March 1, 2023



EXCEMEC-01

CWEBB

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
2/23/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER The Accel Group LLC 1045 76th St Ste 2050 West Des Moines, IA 50266	CONTACT NAME:	FAX (A/C, No): (319) 365-6919	
	PHONE (A/C, No, Ext):		
	E-MAIL ADDRESS: info@acceladvantage.com		
INSURED Excel Mechanical Co Inc 5636 NE 17th St Des Moines, IA 50313	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A : Donegal Insurance Group		13692
	INSURER B :		
	INSURER C :		
	INSURER D :		
	INSURER E :		
	INSURER F :		

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	X		CPA9395262	3/1/2023	3/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			CAA9395262	3/1/2023	3/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0			CWA9395262	3/1/2023	3/1/2024	EACH OCCURRENCE \$ 6,000,000 AGGREGATE \$ 6,000,000 Pers&Adv Injury \$ 6,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	1000031323	3/1/2023	3/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
RE: (HVAC Services (Preventative and Corrective)-City of Ankeny)

The City of Ankeny, its officers and employees are Additional Insured, including ongoing operations, with respects to the General Liability policy per form CG2010 (04/13)

The City of Ankeny, its officers and employees are Additional Insured - Owners, Lessees or Contractors - Completed Operations with respects to the General Liability policy per form CG2037 (04/13)

CERTIFICATE HOLDER

CANCELLATION

City Ankeny
410 West First St
Ankeny, IA 50023-1557

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Blake Bruner

*Iowa Department of Public Health
Bureau of Environmental Health Services
Lead Professional Certification*

EXCEL MECHANICAL CO INC

**5636 NE 17TH STREET
DES MOINES, IA 50313-1616**

**is certified as a lead professional firm under Iowa Administrative
Code 641 - Chapter 70**

Certification No: **LEAD-FIRM10479**

Issued: **October 19, 2020**



Expires: **October 19, 2023**

April 21, 2022

John P Rounds
3007 Guthrie Avenue
Des Moines, IA 50317

Dear John P Rounds

The department has reviewed the information you submitted and determined that you have met the requirements for certification in the state of Iowa as a Lead Safe Renovator. Your certification number is: LEAD-LSR10365.

Your certification will expire on April 20, 2025. By that date, you must renew your certification in order to perform any lead professional certification activities. To renew your certification, you will need to have completed the appropriate refresher course. Refresher courses are valid if taken within 3-years from the date that you renew.

Please keep a copy of your certification on your person or in an easily retrievable area at the work site. If you submitted your application online or with a valid email address, the certification is being provided to you electronically. You may choose to either print these documents or have them available on your phone or other electronic device for display if requested.

You can find the certification requirements and work practice standards for all lead professionals in Iowa Administrative Code 641 - Chapter 70, which is at: <http://www.idph.iowa.gov/LPP> under "Resources". You **must** be currently certified to perform work that requires certification.

Bureau of Environmental Health Services
Lead Professional Certification
Phone: 800-972-2026
E-mail: Lead.Bureau@idph.iowa.gov



**IOWA DEPARTMENT
OF PUBLIC HEALTH**

**John P Rounds
Lead Safe Renovator**

Certification Number: LEAD-LSR10365

Expiration Date: April 20, 2025