

# Issue Analysis Form



**Date:** 1/24/2023  
**Item:** Award of Contract – Lift Purchase (as part of Garage Expansion and Renovation Project)  
**Lead Department(s):** Garage / General Services, Finance  
**Contact Person(s):** Chris Talmage; Dean Simmons; Betsy Drewry

## Description and Current Status

The Board of Supervisors approved an award of contract to Loughridge Construction for the expansion and renovation of the County Garage on January 25, 2022. The County engaged in a Series 2022 Borrowing for the renovation project, and appropriated \$1,000,000 in General Fund, Fund Balance.

The project budget totals \$3,068,949.36, and includes construction, architectural/engineering services, furniture/fixtures/equipment, other non-construction costs, and a contingency. A project budget is provided as **Attachment A**.

The project included the purchase of new lifts for the garage, and the cost was budgeted at \$75,000.

The Fleet Manager received a quote from **Mowhawk Lifts, LLC**, using Virginia State Contract #E-194-77248, totaling **\$79,097.89** to purchase and install 6 18,000-pound capacity mobile column lifts (See **Attachment B**).

Staff recommends the purchase of 6 lifts, as specified, from **Mowhawk Lifts, LLC**, for **\$79,097.89**, using \$75,000 in Garage-project funds (CIP) and \$4,097.89 from the Garage Operating budget.

### Board Action Requested:

Authorize County Administrator to execute a contract (issue purchase order) with Mowhawk Lifts, LLC for \$79,097.89, using \$75,000 in Garage-project funds (CIP) and \$4,097.89 from the Garage Operating budget. A draft board resolution for board review and approval consideration is included. No appropriation action is required, as the Garage project budget has already been appropriated to the CIP fund.

## Government Path

- |   |                              |  |
|---|------------------------------|--|
| Does this require IDA action?                 | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does this require BZA action?                 | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |
| Does This require Planning Commission Action? | <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No |

**Does this require Board of Supervisors action?**

Yes  No

**Does this require a public hearing?**

Yes  No

**If so, before what date?**

Yes  No

### **Fiscal Impact Statement**

Series 2022 bond proceeds are sufficient to accommodate the purchase of lifts, when combined with \$4,097.89 in Garage operating budget resources. Use of \$4,097.89 in Garage operating budget will leave the project contingency available to address any other needed or unforeseen items.

### **County Impact**

Award of contract will allow County to move forward with purchasing planned lifts for the County Garage. Additional lifts are needed to allow raising apparatus to perform maintenance and repairs to more than one vehicle at a time. Lack of additional lifts will cause maintenance and repairs to fire apparatus to remain limited to one vehicle at a time due to the number of lifts available. Purchasing the lifts will allow the Garage to service more than one vehicle at a time allowing us to maintain a regular maintenance schedule and improve efficiency of repairs for Fire and EMS.

### **Notes**

Prince George Fleet Maintenance Reno					Updated with Construction Bid	
Budget Project Costs						
GuernseyTingle				Project No.	221027	
Williamsburg, Virginia				Date	18-Jan-22	
Item	Quantity	Unit	Unit Cost	Cost	Total	
<b>Land &amp; Site Analysis</b>						
Land Purchase		City owned parcel		N/A		
Boundary/Topographic Survey		Topo, Utility		\$ 4,200		
Property Line Adjust. & Recordation				N/A		
Feasibility/Master Planning Fees				N/A		
Rezoning/SUP/BZA Costs				N/A		
Environmental/Wetlands Eng.				\$ 750		
Archaeological Phase 1				N/A		
Traffic Survey				N/A		
Endangered Species Survey				N/A		
Fiscal Impact Study				N/A		
Stormwater Management Study				N/A		
SHPO Analysis & Study				N/A		
Phase 1 ESA				N/A		
Phase 2 ESA		None anticipated		N/A		
Preliminary Geotechnical				\$ 5,700		
Final Geotechnical				\$ -		
Asbestos/LBP Survey				\$ 1,452		
Legal		City Attorney Office		N/A		
Subtotal					\$	12,102
<b>Site Development</b>						
Site Construction					In Building Construction	
Comcast line relocation				\$ -		
Relocate gas line				\$ -		
Off-site Utilities				\$ -		
Landscaping				N/A		
Nutrient Credit Purchase				\$ 7,500		
Site Lighting		On building		\$ -		
Site Irrigation				N/A		
Subtotal Construction				\$ 7,500		
Subtotal					\$	7,500
<b>Building Construction</b>						
Garage Renovation and Addition				\$ 2,509,000		
IT Equipment and Install (direct w/ PG - RI's in Bldg. Const.)				\$ 20,000		
Subtotal					\$	2,529,000
<b>Furnishings &amp; Equipment</b>						
Security System				N/A		
FFE (Furniture, Fixtures, Equipment)		Purchased direct by PG		\$ 15,000		
Lifts for Apparatus (6)		Purchased direct by PG		\$ 75,000		
Subtotal					\$	90,000

Prince George Fleet Maintenance Reno				Page 2	
Budget Project Costs					
Guernsey Tingle			Project No.		221027
Williamsburg, Virginia			Date		18-Jan-22
Item	Quantity	Unit	Unit Cost	Cost	Total
<b>Architectural Engineering Fees</b>					
Architect/Structural Engineer (Design - Approved)				\$ 112,900	
Mech/Elec/Plumb Engineer				Included in Arch. Fees	
Bidding/Construction Administration				\$ 60,539	
Civil Engineer				\$ 39,200	
Other Specialties					
Landscape Architect				In Civil fee	
Cost Consultant				In Architectural fee	
LEED Fees	No LEED Certification assumed				
LEED Arch/MEP Documentation				N/A	
LEED Energy Modeling				N/A	
LEED Construction Administration				N/A	
LEED Commissioning				N/A	
-Enhanced Commissioning				N/A	
-Standard Commissioning				N/A	
Special Inspections (inc. markup if run through GT)					
Agent 1 (structural engineer)				In Architectural fee	
Agent 2 (testing, lab work)				\$ 16,000	
Subtotal					\$ 228,639
<b>Other Fees &amp; Soft Costs</b>					
Dominion VA Power Fee				\$ 50,000	
Virginia Natural Gas Fee				None	
Water/Sewer Tap Fees	Waived by PG?			\$ -	
Building Permit				\$ 2,000	
Site Plan Review Fee	Waived by PG?			\$ -	
Land Disturbance Fee	Waived by PG?			\$ -	
Health Department Fee				\$ -	
USGBC Registration & Review Fees (LEED Projects)				N/A	
A/E Reimbursable Expenses (Printing, shipping)				Included in Arch. Fees	
ARB Fee	Waived by City of Petersburg			\$ -	
Builder's Risk Insurance	Included in Construction Cost				
Performance & Payment Bond	Included in Construction Cost				
Legal Costs	City Attorney Office?			\$ -	
Accounting	City Finance Office?			\$ -	
Appraisal				\$ -	
Construction Loan Closing	N/A			\$ -	
Permanent Financing Closing	N/A			\$ -	
Construction Loan Interest	N/A			\$ -	
Subtotal					\$ 52,000
<b>Subtotal Project Costs</b>					\$ 2,919,241
<b>Contingency</b>				5%	\$ 145,962.05
<b>Total Project Budget</b>					\$ 3,065,000

# MOHAWK LIFTS



For purchase of Mohawk equipment using:

**Virginia State Contract #**

**E194-77248**

**Valid: 05/17/2017 - 02/10/2023**

Vendor: **MOHAWK LIFTS LLC**  
 PO Box 110, Amsterdam, NY 12010  
 Phone: 800-833-2006 Fax: 518-842-1289  
 Contact: Amber Fusco x 4000  
 Email: [amberf@mohawklifts.com](mailto:amberf@mohawklifts.com)

*All quoted equipment has been Competitively Bid and Awarded  
 and is Guaranteed Best Government Pricing.  
 Freight Included @ No Charge.*

CUSTOMER
Chris Talmage Prince Georges County garage 6509 Laurel Spring Rd. Prince George VA 23875 804-731-1497 ctalmage@princegeorgescountyva.gov

QUOTE NUMBER	QUOTE DATE
PrinceGeorge.MP800.011023-MSI	1/10/2023
Freight Terms:	FOB Destination, Freight Prepaid
Payment Terms:	Net 30
Lead Time:	Model Dependent
Good Through:	February 1, 2023

Part Number	Description	Qty	List Price	Purchase Price	Total
MP-8180-A-0830	WIRELESS - 800 Series 18,000lb Capacity Mobile Column	6	\$ 15,160.00	\$ 12,766.32	\$ 76,597.89
Installation	Installation	1	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00

*\*After Receipt of Completed Order - When applicable, includes signed quote, data sheets  
 and receipt of required payment*

NOTES: Mohawk Southeast, David Callahan, 757-282-8067,  
 david@mohawksoutheast.com

SUBTOTAL	\$ 79,097.89
Sales Tax (if applicable)	Add if Applic.
Credit Card Fee**	
<b>TOTAL</b>	<b>\$ 79,097.89</b>

**TERMS AND CONDITIONS**

- 1) This order is subject to the Terms and Conditions of Virginia State Contract #E194-77248
- 2) A fork truck must be supplied at the offload site to unload the equipment from the freight carrier and, if applicable, for installation.
- 3) The Customer is responsible for inspecting all Products at the time of delivery and before signing the delivery receipt, freight bill, or bill of lading. Should the customer determine at the time of delivery that any items are damaged or missing the Customer must note the item, discrepancy, or condition on the delivery receipt, freight bill, or bill of lading. Mohawk is not responsible for missing or damaged products when the Customer has signed the delivery receipt, freight bill, or bill of lading in good condition. If equipment is refused at time of delivery or returned as undeliverable, shipping costs and restocking fees may apply. Standard commercial packaging applies.
- 4) Quoted installation does not include electrical hook-up or any concrete work which may be required. Electrical and any concrete work that may be required must be performed prior to installer's appointment date.
- 5) Quoted Installation does not include any unforeseen circumstances such as plumbing, electrical, in floor heat, rebar, steel structures, drain, or drain slopes in the existing floor. Installation price is subject to change if the lift is unable to be installed at the time of scheduled appointment, if the shop condition is not ready for installation (lack of adequate concrete, no electrical service, etc), or any other condition which would require additional return trips by the installer.
- 6) Price does not include Sales tax (unless applicable), duties, brokerage, or any other fees. Down Payments are Non-refundable.
- 7) Any and all permits, licenses, fees, etc. are the Customers' responsibility.
- 8) If installation cannot be performed at the time of delivery, then equipment must be paid within terms specified from invoice date. Installation charge to be paid when service is performed.

DUNS: 117797939 / CAGE CODE: 8VDK6 / UEI: F9QME4G11RT5 / FEIN: 85-3221959 / SMALL BUSINESS SAM REGISTERED

**To place your order using this quotation, please fill in the following required information:**

**BILLING INFORMATION**

**SHIPPING INFORMATION**

Same as Billing

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Contact: \_\_\_\_\_

Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

Delivery Hours/Instructions: \_\_\_\_\_

**Acknowledged and Accepted by:**

\_\_\_\_\_  
**Authorized Buyers Name (PRINT)**

\_\_\_\_\_  
**Authorized Buyers Signature**

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email

**Remit orders to:**

MOHAWK LIFTS LLC  
PO Box 110, Amsterdam, NY 12010

[ORDERS@MOHAWKLIFTS.COM](mailto:ORDERS@MOHAWKLIFTS.COM)

**BUY ONCE. BUY RIGHT. BUY A MOHAWK!**

Board of Supervisors  
County of Prince George, Virginia

Resolution

At a regular meeting of the Board of Supervisors of the County of Prince George held in the Boardroom, Third Floor, County Administration Building, 6602 Courts Drive, Prince George, Virginia this 24<sup>th</sup> day of January, 2023:

---

Present:

Donald R. Hunter, Chairman  
T. J. Webb, Vice-Chairman  
Floyd M. Brown, Jr.  
Alan R. Carmichael  
Marlene J. Waymack

Vote:

---

A-5

On motion of \_\_\_\_\_, seconded by \_\_\_\_\_, which carried unanimously, the following Resolution was adopted:

**RESOLUTION; AWARD OF CONTRACT (GARAGE LIFTS \$79,097.89)**

WHEREAS, The purchase of lifts was planned as part of the County Garage Expansion and Renovation project as approved by the Board of Supervisors in January of 2022; and

WHEREAS, The Prince George County Board of Supervisors engaged in a Series 2022 bond issuance and appropriated \$1,000,000 in General Fund, Fund Balance for the County Garage Expansion and Renovation project, and the project budget includes \$75,000.00 for the purchase of Garage Lifts; and

WHEREAS, A cooperative contract through the State of Virginia (E-194-77248) is available for County use to purchase the lifts from Mowhawk Lifts, LLC for \$79,097.89; and

WHEREAS, Staff is requesting authorization for the County Administrator to enter into a contract with Mowhawk Lifts, LLC not to exceed \$79,097.89 to move forward with the purchase of garage lifts; using \$75,000.00 in CIP Garage Project funds, and \$4,097.89 from the Garage Operating budget.

NOW, THEREFORE, BE IT RESOLVED That the Board of the Supervisors of the County of Prince George this 24<sup>th</sup> day of January, 2023, hereby awards the contract for the purchase of Garage Lifts to Mowhawk Lifts, LLC for \$79,097.89 and authorizes the County Administrator to execute a contract with Mowhawk Lifts, LLC not to exceed \$79,097.89.

A Copy Teste:

---

Jeffrey D. Stoke  
County Administrator