

Municipal Partnering Initiative

PARTICIPATING COMMUNITIES

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City of Evanston

City of Highland Park

City of Lake Forest

City of Lincolnwood

City of North Chicago

City of Park Ridge

Northwest Municipal Conference

Village of Arlington Heights

Village of Buffalo Grove

Village of Glencoe

Village of Glenview

Village of Grayslake

Village of Kenilworth

Village of Lake Bluff

Village of Lincolnshire

Village of Morton Grove

Village of Northbrook

Village of Northfield

Village of Skokie

Village of Wilmette

Village of Winnetka

Crack-Sealing

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- **Existing contract:** Morton Grove, Wilmette, Glenview and Winnetka
- **Joining the contract:** Buffalo Grove, Evanston, Glencoe, Highland Park, Lake Bluff, Lincolnshire, Skokie & Clarendon Hills.
- **Result:** staff renegotiated contract pricing.
- **Savings:** between \$50-70k when 2011 consolidated pricing was compared to 2010 non-consolidated pricing.

What about 2011 pricing?

Village of Gurnee 2011 pricing:	\$1.12/pound
Village of Rolling Meadows 2011 pricing:	\$1.05/pound
Consolidated contract 2011 pricing:	\$.9968/pound

Leak Detection



- **Existing contract:** Glenview and Winnetka
- **Joining the contract:** Wilmette, Lake Forest & Buffalo Grove.
- **Result:** staff renegotiated contract pricing down to \$109 per mile. (*communities had been paying \$110-115 per mile*)
- **Savings:** between \$3-5k in 2011.

Sewer Televising



- **Joint bid:** Buffalo Grove, Wilmette, Glenview & Northbrook
- **Result:** Northbrook, did not award.
- **Savings:** Glenview and Wilmette were able to save between \$16-26k; Buffalo Grove, unclear.

Fire Hydrant Painting



- **Joint bid:** Northbrook, Buffalo Grove, Lake Forest, Winnetka, Highland Park & Glenview
- **Savings:** between \$8-10k when 2011 consolidated pricing was compared to 2010 non-consolidated pricing.
- **Result: Stretching our dollars**
 - 2011 pricing = 785 hydrants for \$60,782
 - 2010 pricing = 670 hydrants for \$60,782

Resurfacing (Lake County)

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Communities: Highland Park, Lake Forest & Lincolnshire

➤ **TOTAL PROJECT VALUE:** \$2.99m

Project awarded to: Peter Baker & Son

➤ **TOTAL SAVINGS REALIZED:** \$100-120k

Project led by Ramesh Kanapareddy (Lake Forest)

Resurfacing (Cook County)

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Communities: Northbrook & Glenview

➤ **TOTAL PROJECT VALUE:**
\$2.84m

**Project awarded to: Arrow Road
Construction**

➤ **TOTAL SAVINGS REALIZED:**
\$80-100k

Project led by Rich Daubert (Northbrook)

Concrete

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Communities: Glencoe, Glenview, Highland Park, Lake Forest, Lincolnwood, Northfield, Wilmette & Winnetka

➤ **TOTAL PROJECT VALUE: \$966k**

Project awarded to: Schroeder & Schroeder

➤ **TOTAL SAVINGS REALIZED: \$15-20k**

Project led by John Welch (Highland Park)

Sewer Lining (Group One)

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Communities: Buffalo Grove, Glenview, Highland Park, Skokie & North Chicago

➤ **TOTAL PROJECT VALUE: \$1.09m**

Project awarded to: Michels Corporation

➤ **TOTAL SAVINGS REALIZED:**
\$30-50k

Project led by Erik Cook (Skokie) & Steve Saunders (Winnetka)

Sewer Lining (Group Two)

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Communities: Lake Forest, Morton Grove, Northbrook, Northfield, Park Ridge, Wheeling & Winnetka

➤ **TOTAL PROJECT VALUE: \$945k**

Project awarded to: Insituform Technologies

➤ **TOTAL SAVINGS REALIZED: \$60-90k**

Project led by Steve Saunders (Winnetka)

Summary of completed projects

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Project	Number of communities	Total Project Value	Savings
Crack-Sealing	12	\$421k	\$50-70k
Resurfacing (Lake)	3	\$2.99m	\$100-120k
Resurfacing (Cook)	2	\$2.84m	\$80-100k
Concrete	8	\$966k	\$15-20k
Sewer Lining (group one)	5	\$1.09m	\$30-50k
Sewer Lining (group two)	7	\$945k	\$60-90k
Sewer Televising	4	\$365k	\$16-26k
Leak Detection	5	\$71k	\$3-5k
Hydrant Painting	6	\$60k	\$8-10k

TOTAL SAVINGS REALIZED \$362-491k

Future projects

PHASE I projects still to be completed

Five Projects Final Stages	Seven Projects Need partners	Six Projects Need leaders
Roadway Pavement Testing	Julie Locates	<i>Landscaping</i>
Water Meter Testing	<i>Street Sweeping</i>	<i>Tree Removal</i>
Emergency Contractor Assistance	Street Light Maintenance	<i>Public Works Hauling & Delivery Services</i>
Generators	Snow Plowing	Public Fence Repair/Installation
Janitorial Services	Line Painting	Crosswalk Stamping
	Valve Turning	Traffic Signal Maintenance
	Catch basin cleaning	

PHASE II Professional Services/Commodities

Such as:

Financial Auditing

Inspectional Services

Engineering & Architectural Services



...Others?

Lessons Learned - Additional Partnering Benefits



- Accumulation of best practices can result in better overall bid specifications
- Contracts can be opened and vendors are open to negotiating in order to get more business
 - **Examples: Crack Sealing, Leak Detection**

Lessons Learned - Additional Partnering Benefits



We have had an effect on the market

- Vendors are taking note of our partnering initiative. Next year, they will need to adapt
 - Example: Crack Sealing
- Smaller communities are able to rely less on engineering firms for bid spec development and instead rely on them more for bid spec review

Lessons Learned - Additional Partnering Benefits



- **New ideas**
 - **Winnetka hosted a seminar to discuss utility locating service delivery concepts**
 - **Lincolnshire hosted a seminar to discuss roadway infrastructure rating concepts**
- **With initial bid packets completed, next year's effort will be more straightforward. Purchasing managers will now have less repetition moving forward**

Moving Forward



Areas to work on (as reported by those leading the projects)

- We need to focus on substantive issues
- Rigid bid specs
- Managers need to stay involved
- Fear of the process
- Wavering interest in the initiative

Strategies Moving Forward



Two Committees

**Construction
Committee**

**Public Works,
Utilities &
Facilities/Grounds
Committee**

Strategies Moving Forward



- **Stay on track**
 - Create a master schedule and bid calendar
 - Quarterly or semi-annual manager meetings
- **Managers need to stay involved**
 - Need to ensure purchasing managers & attorneys are making progress