

June 22, 2020

Ms. AnnMarie Kemp
Chair, Cheshire School Modernization Committee
Town of Cheshire
84 South Main Street
Cheshire, CT 06410

**Subject: Cheshire School Modernization Plan
Recommendation for Demographer**

Dear Ms. Kemp:

Colliers Project Leaders has reviewed the two proposals received by the town for demographer services request by Mr. Vincent Masciana on June 2, 2020. Please note that services were solicited from four firms known to provide such services.

Proposals were received from New England School Development Council (NESDEC) of Marlborough, Massachusetts and Milone & MacBroom, Inc. (MMI) of Cheshire, Connecticut. Both firms are qualified firms well known for providing demographic services associated with school district enrollments.

Upon review of both proposals, Colliers Project Leaders recommends award to Milone & MacBroom based upon the following bullets:

1. We don't believe NESEC's proposal addresses the Request for Proposal provided by Mr. Masciana on June 2, 2020. It does not include geomapping services requested. The RFP clearly stated firms are required to provide mapping showing existing school districts as well as provide mapping for any possible re-districting scenarios.
2. The base scope of work for NESDEC is \$14,560 versus MMI's cost of \$19,720. Given that NESDEC's proposal did not include the mapping, the fees would have been close in value than shown.
3. The cost per alternative scenario is approximately the same. We are assuming that NESDEC's cost is a unit price per scenario. Given they are excluding proposed mapping for future scenarios, we believe MMI's proposal provides greater value.
4. NESDEC did not provide a cost per meeting but rather an hourly rate for additional services. The RFP requested a cost per meeting which MMI provided.
5. The example provided by MMI appear to be more elaborate and detailed than the sample referenced by NESDEC. The sample discussed more varied options that include closing a school, re-districting and a combination of renovation and new construction projects.

In addition to the bullets noted above, MMI is in Cheshire and will bring local expertise as well as a deep understanding of trends occurring across the state. We strongly believe this local knowledge will greatly benefit the towns modernization studies. MMI also possess a fully compliment of civil, landscape and environmental planning should those services be required to further assess the different scenarios.

In addition, as noted in their proposal, MMI is very familiar with the Office of School Construction Grants and Review processes and requirements. This familiarity with the requirements is important when assessing the proposed size of schools compared to the state space standards.

In closing, we believe MMI will provide the Town of Cheshire the best overall value to the school modernization plan. Should you require any further information from me, please do not hesitate to call me at 860-235-5313.

Sincerely,



Charles E. Warrington, Jr. P.E.
Director of Project Management

cc: Ms. Arnett Talbot, Asst. Town Manager
Mr. Vincent Masciana, Chief Operating Officer, CPS
Mr. John Koplas, Colliers Project Leaders