

## **MINUTES**

### **Fort Schuyler Management Corporation Meeting of the Board of Directors June 28, 2017 NFE Boardroom 2107**

Directors present: Robert Samson – Chairman, Kristin Proud, Dr. Robert Geer, Michael Evke, and Franklin Hecht

President: Robert Megna

Board Secretary: Cheryl Casey-Rose

Treasurer: Scott Bateman

Staff: Patricia Bucklin

Guests: Keith Palmer – RF SUNY

#### **1. Call to Order**

- Mr. Samson called the meeting of the Board of Directors of Fort Schuyler Management Corporation (FSMC) to order at 3:37 p.m.
- Chair Samson asked the Directors to disclose any potential conflicts of interest with regard to items on today's agenda. There was none.

#### **2. Chairman's Report/President's Report:**

- Resolution 159 – Approval of award for Facilitation of Cleanroom Work/Tool Install at QUAD C to the M+W U.S., Inc. and authorization for the President to enter into a contract with M+W U.S., Inc. for the project in an amount not to exceed \$27MM, with the GMP established upon further development of the project scope and design.
- Resolution 160 – Approval of award for Design and General Construction at QUAD C to The Pike Company and authorization for the President to enter into contract negotiations with the Pike Company for the design and general construction work.
- President Megna stated that he would address both Resolutions together.

- Chair Samson asked for a motion to introduce both Resolutions:  
Motion: Robert Geer  
Second: Franklin Hecht

Discussion:

President Megna presented the background on Resolution 159: On March 27, 2017, the Board approved a resolution authorizing FSMC to enter into a Contribution and Collaboration Agreement with Danfoss Silicon Power LLC (“Danfoss”) and General Electric Global Research (“GEGR”) to establish the New York Power Electronics Manufacturing Consortium Packaging Center located at Quad-C.

To facilitate this project, FSMC, in conjunction with the SUNY Poly, released a Request for Proposal (RFP) for qualified construction contractors for the facilitation of cleanroom space, related infrastructure, and tool installation at Quad-C. The goal of the Project is to develop state-of-the-art facilities to house and support operations of numerous chip packaging production lines for Danfoss. Nine firms participated in the prerequisite Project Conference and Site Visit to discuss the Scope of Work, and two of the firms, the Whiting-Turner Contracting Company and the M+W U.S., Inc. submitted a response.

An eight-member Evaluation Team, including representatives from FSMC, SUNY Poly, and Danfoss, received and evaluated the proposals, and after considering all of the criteria listed in the RFP, unanimously recommended an award to the M+W U.S., Inc. The two proposals were competitive in all aspects with the exception of cost.

FSMC made a tentative award to the M+W U.S., Inc. subject to FSMC approval and negotiated a contract with the M+W U.S., Inc. The RFP process and award were done in accordance with FSMC’s Procurement Guidelines Policy and protocols. The contractor will be required to achieve at least 30% participation of Minority and Women Owned Business Enterprise Participation (“MWBE”), including at least 15% NYS certified MBE and 15% NYS certified WBE. Resolution 159 approves the award to M+W U.S., Inc. and authorizes the President/Treasurer to enter into a contract not to exceed \$27M.

Background on Resolution 160: In addition to the RFP for the cleanroom and tool install work, FSMC, in conjunction with the SUNY Poly, also issued an RFP for the design and general construction work at Quad-C. Ten firms participated in the prerequisite Project Conference and Site Visit to discuss the Scope of Work, and two submitted responses, the VMJR and The Pike Company.

Following the evaluation process and consideration of the criteria in the RFP, the seven member Evaluation Team unanimously recommended a tentative award to The Pike Company pending FSMC Board approval. Pike has extensive experience in mixed-use facilities and buildings that encompass office space, conference rooms, and common space to accommodate business operations of the building. Pike also played a role in the fabrication of the existing Quad-C facility. Similarly, Pike has demonstrated the ability to meet critical design and construction deadlines and schedules for projects of similar scope.

The RFP process and award selection was done in accordance with FSMC's Procurement Guidelines Policy and protocols. The proposals from the VMJR Companies and The Pike Company were markedly different with respect to cost.

Discussion: Dr. Geer asked what the motivation was to split the contracts. President Megna responded that it was to involve more contractors in the project. Franklin Hecht asked that a contingency be added to the contracts that the awards would not exceed the per diem state rate. President Megna clarified that the total contract could not exceed the \$27 M award and management would seek approval from the Board if there were any need to go above the awarded amount. There was no more discussion.

Resolution 160 approves the award to The Pike Company and authorizes entry into contract negotiations with Pike.

Chair Samson asked for a vote for both Resolution 159 and 160:

Vote: Ayes – 5, Nays – 0, Abstentions – 0. Both Resolutions 159 and 160 were passed unanimously.

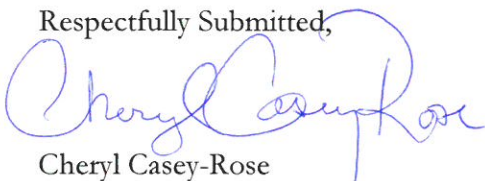
3. New Business - None

4. Public Comment - None

5. Next Quarterly Board of Directors meeting: July 19, 2017

6. Adjournment: Chair Samson asked for a motion to adjourn: Kristin Proud moved and Franklin Hecht seconded the motion. There being no further business the FSMC Board of Directors meeting was adjourned at 3:45 PM

Respectfully Submitted,



Cheryl Casey-Rose  
Secretary of the Board