



**HENSEL PHELPS**  
Plan. Build. Manage.

**PROPOSAL  
SUMMARY**

**Millwork**

Luhrs Marriott	Scope Desired	Build-a-Shed	Not So Sketchy LLC	Troll-Millwork Inc
		Phoenix, AZ	Phoenix, AZ	Phoenix, AZ
		480.512.5662	480.115.8585	101.011.1011
		Bob	Mr. Sketchem	Sir Igazio Lupo
DESCRIPTION				
Bid Amount	SEE BELOW	SEE BELOW	SEE BELOW	SEE BELOW
Bonds (Bid, Payment & Performance)	✓	✓	✓	✓
AZ Transaction Privilege Tax	w/ Hensel Phelps	w/ Hensel Phelps	w/ Hensel Phelps	w/ Hensel Phelps
Hold Bid @ 90 Days	✓	30	✓	✓
Parking	✓	✓	✓	✓
<b>Courtyard Guestroom Millwork (120 Rooms)</b>	<b>\$165,000</b>	\$147,000	\$155,000	\$187,000
Bathroom Vanities and Tops Labor/Install	<b>\$35,000</b>	\$42,000	\$75,000	<b>\$35,000</b>
Bathroom Vanities and Tops Material	w/ Owner	w/ Owner	<b>-\$40,000</b>	w/ Owner
Paint grade trim at doors	✓	<b>\$13,000</b>	\$13,000	✓
Vanity cabinet and built-in cubbies	✓	✓	✓	✓
Closet shelf and Rod	✓	✓	✓	✓
Guestroom desk and TV stand.	w/ Owner (FF&E)	w/ Owner (FF&E)	w/ Owner (FF&E)	w/ Owner (FF&E)
<b>Residence Inn Guestroom Millwork (200 Rooms)</b>	<b>\$1,077,000</b>	\$1,093,000	\$172,000	\$1,122,000
Entry Shelf Millwork and Top	✓	✓	✓	✓
Entry Shelf Top	✓	✓	✓	✓
Bathroom Vanities and Tops Labor/Install	<b>\$62,000</b>	\$85,000	\$212,000	<b>\$62,000</b>
Bathroom Vanities and Tops Material	w/ Owner	no - ok	<b>-\$150,000</b>	no - ok
Kitchen Casework	✓	✓	\$867,000	✓
Kitchen Tops	✓	✓	✓	✓
Millwork Backing	w/ Drywall	no - ok	no - ok	no - ok
Paint grade trim at doors	✓	<b>\$17,000</b>	\$17,000	✓
Vanity cabinet and built-in cubbies	✓	✓	✓	✓
<b>Public Area Millwork</b>	<b>\$463,000</b>	\$482,000	\$460,000	\$487,000
Wood paneling and trim @ elevators	<b>\$182,000</b>	\$191,000	\$183,000	\$189,000
Lvl 4 Bar Millwork	✓	✓	✓	✓
Lvl 4 Bar Millwork Tops	✓	✓	✓	✓
Cabinets in Conference/Meeting Rooms	✓	✓	✓	✓
Conference/Meeting Rooms Tops	✓	✓	✓	✓
Commercial Kitchen Tops	w/ Food Service	no - ok	no - ok	no - ok
Lvl 2 Bistro Millwork	✓	✓		
Bistro Wood Pocket Sliding Door	w/ Doors & HW	no - ok	no - ok	no - ok
Lvl 1 Millwork	✓	✓	✓	✓
Lvl 1 Millwork Tops	✓	✓	✓	✓
FRP Wall Panel (Lobby, Lvl 3 Pre-Function, Wall)	<b>\$63,000</b>	<b>\$63,000</b>	<b>\$63,000</b>	\$78,000
Cultured Marble - Shower Surrounds and Accesories	w/ Tile	no - ok	no - ok	no - ok
<b>Total</b>	<b>\$2,047,000</b>	<b>\$2,133,000</b>	<b>\$2,027,000</b>	<b>\$2,160,000</b>



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## Flooring

PROJECT:	Luhrs Marriott	Scope Desired	Lowaday Flooring	Quantum Spectra	Stop Drop and Floor
			Phoenix, AZ	Phoenix, AZ	Phoenix, AZ
Update:			949.852.0695	949.654.0989	858.236.9623
			Pete	Dane	Freddy
SEC.	DESCRIPTION				
	<b>Bid Amount</b>	SEE BELOW	SEE BELOW	SEE BELOW	SEE BELOW
	Bonds (Bid, Payment & Performance)	✓	✓	✓	✓
	AZ Transaction Privilege Tax	w/ Hensel Phelps	w/ Hensel Phelps	w/ Hensel Phelps	-\$155,000
	Hold Bid @ 90 Days	✓	✓	✓	✓
	Parking	✓	✓	✓	✓
900300	Tiling	\$1,112,000	\$1,123,000	\$1,219,000	\$1,257,000
	Water Vapor Control Coating	\$26,000	\$32,000	✓	\$30,000
	Sound mat subflooring (Guest Rooms Only)	\$75,000	\$75,000	✓	\$70,000
	Tile Base	✓	✓	✓	✓
09 6723	Resinous Flooring	\$128,000	\$131,000	\$133,000	\$153,000
09 6800	Carpet (Install only, owner furnished)	\$102,000	\$87,000	\$88,000	\$107,000
	Carpet pad (Install only, owner furnished)	✓	✓	✓	✓
	Carpet Base (Install only, owner furnished)	✓	✓	✓	✓
09 6566	Resilient Flooring	\$97,000	\$99,000	\$101,000	\$90,000
09 0511	Concrete Floor Prep	\$96,000	\$96,000	\$96,000	\$96,000
	Moisture/PH Testing	By Owner	no - ok	no - ok	no - ok
	Pavers in Pool Area	By Pool Sub	no - ok	no - ok	no - ok
	Parking	✓	✓	✓	✓
	<b>Total</b>	\$1,636,000	\$1,643,000	\$1,637,000	\$1,648,000



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**Building Specialties**

<b>Luhrs Marriott</b>	Scope Desired	We So Special	Not So Special, Specialties Inc	Specialty Design Inc
		Phoenix, AZ	Flagstaff, AZ	Phoenix, AZ
		480.949.0111	480.107.9588	480.358.7576
		Rich	Buzz	Donny
DESCRIPTION				
Bid Amount	SEE BELOW	SEE BELOW	SEE BELOW	SEE BELOW
Bonds (Bid, Payment & Performance)	✓	✓	\$91,000	\$67,000
AZ Transaction Privilege Tax	w/ Hensel Phelps	no - ok	no - ok	no - ok
Hold Bid @ 90 Days	✓	✓	✓	✓
Parking	✓	✓	✓	✓
Toilet & Bath Accessories	\$375,000	\$442,000	\$300,000	\$340,000
Toilet Compartments	✓	✓	✓	✓
Public/BOH Accessories	✓	✓	✓	✓
Guest Rm Accessories	✓	✓	✓	✓
Mirrors	✓	✓	✓	\$32,000
Shower Doors	✓	✓	✓	✓
Backing	No W/ Drywall	<del>-\$80,000</del>	no - ok	no - ok
Wall Protection	\$17,000	\$17,000	\$15,000	\$13,000
Markerboards	\$42,000	\$38,000	\$30,000	\$55,000
Projection Screens	\$41,000	\$36,000	\$40,000	\$48,000
Fire Extinguishers	\$53,000	\$48,000	\$53,000	\$55,000
Extinguisher Cabinets	w/ above	w/ above	w/ above	\$12,000
Flagpoles - Mat'l Only	\$11,000	\$14,000	\$20,000	\$11,000
Flagpoles - Install	w/ rebar sub	no - ok	no-ok	no - ok
Entrance Floor Mats	\$75,000	\$82,000	\$71,000	\$92,000
Glass Shelves in RI Guestrooms - OFCI	\$20,000	\$17,000	\$18,000	\$25,000
Overhead Coiling Door	\$45,000	\$52,000	\$48,000	\$56,000
Acordian Doors	\$16,000	\$21,000	\$16,000	\$25,000
Hollow Metal Doors and Frames	\$475,000	\$455,000	\$425,000	\$390,000
Hardware	✓	✓	✓	\$120,000
Automatic Door Openers	✓	✓	\$22,000	\$30,000
Fireplaces	\$80,000	\$69,000	\$82,000	\$80,000
Aluminum Louvers	\$120,000	\$112,000	\$105,000	\$132,000
Metal Lockers	\$55,000	\$48,000	\$58,000	\$60,000
Signage	\$450,000	\$395,000	\$425,000	\$432,000
Site Furnishings	\$25,000	\$25,000	\$29,000	\$18,000
Parking Control Equipment	\$50,000	\$42,000	\$65,000	\$49,000
Bird Control	\$15,000	\$8,000	\$16,000	\$15,000
Laundry Shoot	\$12,000	\$9,000	\$12,000	\$11,000
<b>Total</b>	\$1,977,000	<b>\$1,850,000</b>	\$1,941,000	\$2,168,000



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## Framing & Drywall

PROJECT:	Luhrs Marriott	Scope Desired	Frame A Lot, LLC	Sunny Side Framing	Fam Framing	Steel City, Inc.
Update:			Green Valley, AZ 189.12.1578	West Southern, MI 248.721.8715	Phoenix, AZ 808.468.5619	Phoenix, AZ 387.412.8165
			Tugg Speedman	Ignacious N. Peabody	Dun	Ben
SEC.	DESCRIPTION					
	<b>Bid Amount</b>	See Below	See Below	See Below	See Below	See Below
	Bonds (Bid, Payment & Performance)	✓	\$57,000	\$109,000	✓	Not bondable
	AZ Transaction Privilege Tax	w/ Hensel Phelps	no - ok	no - ok	no - ok	no - ok
	Hold Bid 90 Days	✓	60 days	30 Days	90 days	90 Days
	Parking	✓	✓	✓	✓	✓
09 22 16	Non Structural Metal Framing	\$3,294,000	\$3,140,000	\$3,450,000	\$3,192,000	\$3,533,000
	Engineering	\$50,000	\$58,000	\$59,000	\$45,000	\$50,000
	Blaze Top Track	✓	✓	\$10,000	✓	\$10,000
	30 Mill Studs	✓	✓	✓	✓	✓
	Metal Backing	✓	\$18,000	✓	✓	\$18,000
08 31 00	Access Doors	\$13,000	\$14,000	✓	✓	\$14,000
09 29 00	Gypsum Board	✓	\$199,000	✓	✓	✓
	Tap & Finish	✓	✓	✓	✓	✓
	Acoustical Caulk	✓	✓	✓	✓	\$8,000
	Fire Caulk	✓	✓	\$21,000	✓	\$15,000
09 21 16	Gypsum Shaft Wall Assembly	\$75,000	\$89,000	\$62,000	\$85,000	\$85,000
09 29 10	Moisture Resistant Sheathing	\$25,000	\$25,000	✓	\$35,000	\$25,000
08 11 13	Set HM Frames	\$35,000	\$80,000	\$39,000	\$43,000	\$35,000
	Provide Doors and Hardware	W/ Doors & Hdwr	no - ok	-\$417,000	no - ok	no - ok
	Total	\$3,492,000	\$3,680,000	\$3,750,000	\$3,400,000	\$3,793,000