



April 1, 2010

Ms. Susan Pollay
Executive Director
Downtown Development Authority
150 South Fifth Avenue, Suite 301
Ann Arbor, MI 48104

Re: Ann Arbor 5th Avenue Parking Deck

Dear Ms. Pollay:

Michigan's construction industry has been well served by individuals of high honor and integrity. These industry leaders embody an unwavering allegiance to ethics, principles and moral courage, all of which are vitally important, especially in the public bid arena, where construction professionals often make multi-million dollar commitments based on a bid-day phone call. Beyond words, these leaders represent a promise. And when this is overtly ignored, I feel it is my obligation to speak up.

Recently, when The Christman Company publicly opened the bid packages for concrete work on the 5th Avenue Ramp, the following results were reported:

| | Bidding Company | Base Bid |
|----|-----------------|--------------|
| 1. | Granger - | \$21,499,000 |
| 2. | Colasanti - | \$21,980,000 |
| 3. | Christman - | \$22,025,000 |
| 4. | Spence - | \$23,286,000 |
| 5. | Barton Malow - | \$23,980,000 |
| 6. | Walbridge - | \$25,500,000 |

Surprisingly, the Christman Company ultimately awarded the work to their own subsidiary after cloistering themselves for three weeks and attempting to close off communications between the DDA and the other bidders.

Subsequently, we were informed that their decision was based on a review that took place during a post-bid conference in Christman's office. It was asserted that Granger Construction was unprepared for the post bid conference. (The enclosed meeting minutes illustrate that there was no indication, during or immediately following the conversation that indicate any concerns regarding preparation.) Colasanti, the second low-bidder, was not criticized for their lack of preparation. However, Christman was able to selectively choose a series of bid alternates which cleverly resulted in their team being able to present a lower price.

Susan Pollay, DDA

April 1, 2010

Page 2

Apart from Christman's comments on Granger's sixty-minute post bid conference, there was no clear reason to overlook the \$526,000 difference in price.

Due to the extraordinary effort it took to prepare a winning bid on a project of this scope and magnitude, coupled with our strong resume of delivering similar projects on time and under budget, our preparation and commitment to a successful project should have been obvious. None of Granger's references were consulted, and there was absolutely no indication that Granger's bid lacked a single project scope requirement. If Christman had concerns, they had a duty to clearly document them in the meeting minutes and/or call us to communicate them. Regrettably, neither was done. The Ann Arbor DDA, and the taxpayers of Ann Arbor deserve the benefit of the lowest qualified bidder. Explaining the \$526,000 difference became a shrewdly conducted shell-game, where The Christman Company extracted other savings out of the Guaranteed Maximum Price contract in order to make it appear that they're serving your organization.

When Granger Construction interviewed for the construction manager's role, the Ann Arbor DDA made it exceedingly clear that it desired openness, transparency and competitiveness. Unfortunately, that has not been the case.

The Christman Company put a great deal of effort into keeping their most capable competitors off the bid list. Clearly, they coveted this work for their subsidiary. After being pressured to include an open bid involving the contractors listed above, Christman lost in an open, fair, transparent competitive process. Somewhere the process went astray as Christman proceeded to navigate an extremely questionable path in order to recommend their subsidiary to complete the work.

For the benefit of the Ann Arbor DDA and the Greater Ann Arbor community, it is my sincere recommendation that Christman's bid and the entire bidding process be thoroughly investigated. By doing so, the DDA will be fulfilling its commitment to transparency.

Thank you for being fair and open-minded about this request. And by all means, please feel to contact me at 517-887-4132 if you have any immediate questions or would like further information regarding this issue.

Most respectfully,

GRANGER CONSTRUCTION COMPANY



Glenn D. Granger
President

GDG:eml

cc: DDA Board Members