



TLC Management

Issued: November 3, 2022

J. Scott Herring, P.E.
Director Of Public Works/County Engineer
352-754-4060
SHerring@HernandoCounty.us

Re: LR 2021-315 Cortez Oaks Signalized Intersection

Dear Mr. Herring,

TLC Management has chosen to award the traffic-light intersection project to Goodwin Bros. on a quality and cost-based merit. Goodwin Bros. was the second lowest bidder. When trying to qualify each bidder, our team felt comfortable with Goodwin's understanding of scope. It was obvious with the other teams that their lack of familiarity with the site would present potential risks for cost escalation.

As our team began to measure each bid based on the perception of quality, we placed a lot of value on how familiar Goodwin is with the site and our team. That familiarity with Goodwin assures us that we will line up with their project methodology and their team. TLC worked with Goodwin on the initial build of Oak Hill Senior Living as well as the overall land development in that immediate area. Our company recognizes Goodwin's established relationships and connections with county and city officials. We believe this to be of value as the project moves forward.

Sincerely,

Jesse Ott
V.P. of Property Management