



# 2021 WCA ANNUAL CONFERENCE

**HALL B3**

3:30 PM  
to  
4:30 PM

**Your Buildings' Future:  
The Power to Choose**

# WCA

WISCONSIN COUNTIES  
ASSOCIATION

Garland ■ Solutions



Partners for the life of your building.®

# AGENDA

- Who we are: Rhett & Bill
- A Few Quick Questions for the Audience
- How to Look at Long Term Options for your Facility's Exteriors
- Matching Projects with your Vision for the County
- Ways to best utilize your money for your Buildings and your Community
- Who Is Garland?
- County Work
- Questions & Answers

# Who We Are...



**Rhett Surman**

Territory Manager - Milwaukee, WI



**Bill Snow**

Territory Manager - Madison, WI

# Who are You?

- Who is in Facilities/Maintenance? Who is in Finance/Purchasing? Who is in Administration? Who isn't in any one of these?
- How many people have Buildings in their Counties?
- What facility projects do you have coming up in 2022?
  - Are any of them waterproofing? roofs, walls, exterior
- How many of you have facilities older than 50 years old?
- Who here has dealt with a leak in your office/building before?

# How to Look at Long Term Options for Your Facilities

# Define Long & Short Term

- The words Long and Short are relative terms, they need to be defined within facilities.
- For Example: The useable life of a computer is different than that of a masonry wall.
  - Masonry: Short 50 and Long 100
  - Roofing: Short 10/15 Long: 40/50
  - Metal Roof or Cladding: Short 30/40 Long 60
  - Parking Structure Membrane: Short 5 Long 10/15
- Ask yourself: What are the goals of this building/asset for Short and Long Term use?



# Building Use

## Long Term Or Short Term?





# Long Term Or Short Term?



Lafayette County Courthouse

# What about Products? Long Term Or Short Term?

Now Let's talk about products that go on your building.

Specifically those that keep your building water tight.

# What about Products?

## Long Term Or Short Term?



Asphalt Shingles - Short or Long Term solution?

# What about Products? Long Term Or Short Term?



What type of roof is this?



# What about Products? Long Term Or Short Term?



What type of roof is this?

# What about Products? Long Term Or Short Term?



Single Ply Systems

# Long Term Or Short Term?



Metal Roofing - Short or Long Term solution?



# Long Term Or Short Term?



Standing Seam Metal Roof - No Exposed Fasteners

# Long Term Or Short Term?



What About Height? Tough to reach assets?

# Long Term Or Short Term?



Projects that require additional expertise or skill set may have additional upfront costs but should last the life of the building

# Build Your Team around Experts

- Know where you can handle things and where you need help, make clear lines. You are best at guiding counties and providing for the communities, lean on others where this is all they do. Don't overreach, when in doubt, get help or advice.
- Reach out to those who can help - Support Network
  - Know their motives
  - Know what is on the line for them
  - How long will they be involved past the project completion
  - How do they fit in your long/short term plan

# Life Cycle Costing

- A project's cost is more than just the up front price/bid
- Look at the repairs and maintenance needed
- Look at the Facility's full life and see how the pricing and useability breaks down
- “Don't kick the can down the road”
  - What will this project cost 3-5 years down the road?
  - Start Planning Now for Projects you know will be a problem in the future.

# Looking Outside the Project

- Look at all aspects of the project, all in cost and potential pitfalls
- Litigation
- Soft Costs
- Change Orders

## Questions to Ask Yourself

- How long will we own this asset?
- Are there historical regulations affecting the building we have to account for?
- Where did the budget number come from? Are we forgetting anything?



# Looking Outside the Project

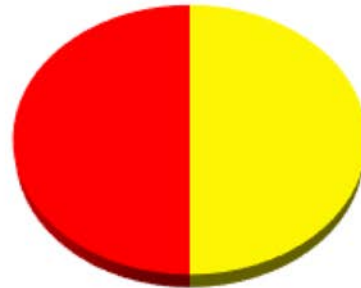


***1/3 Building  
Envelope***

**Roofing is...**



***2% of  
Building Cost***



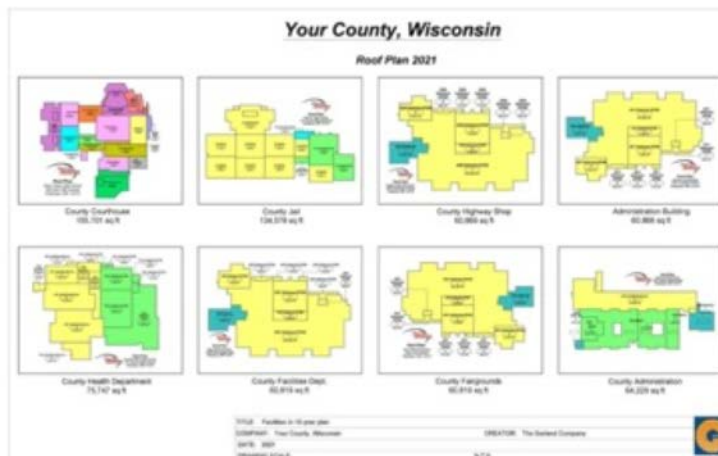
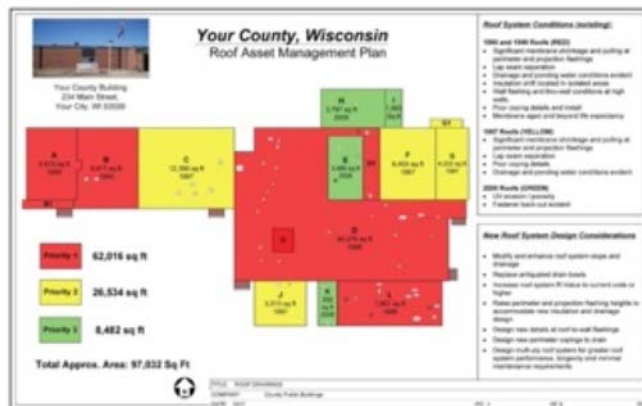
***50% Construction  
Litigation***



# **Matching Projects with your Vision for the County**

# Rundown/Facility Planning

- Get a rundown of all your facilities and keep updating it. How can you have a vision without knowing what you have?



# Set a Standard

- Set a Standard:
  - Go through your options and set what is best for the County. From there you can update or adjust for each building but having an overall standard will make sure projects are within your larger vision.



*Racine County*



# Roofs Don't have to Look Ugly



**Before**



**After**



City of Greenfield - Community Center



# Roofs Don't have to Look Ugly



Before



After



Lussier Family YMCA - East Madison, WI

# Roofs Don't have to Look Ugly



**Before**



**After**



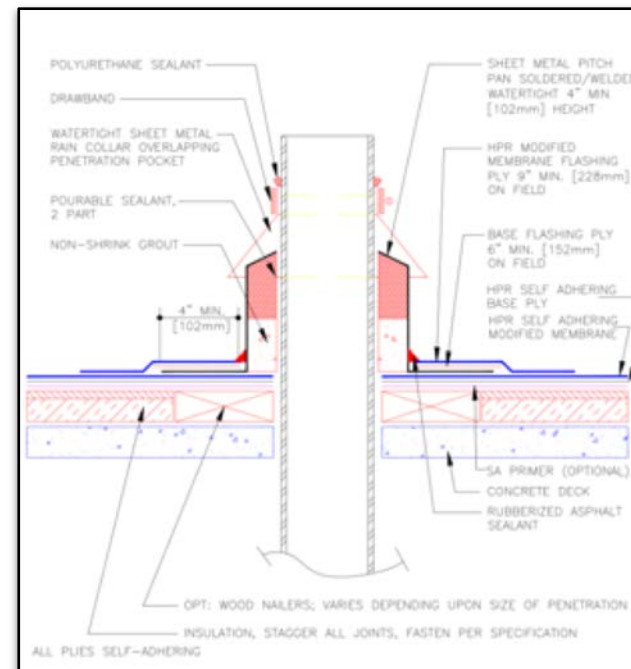
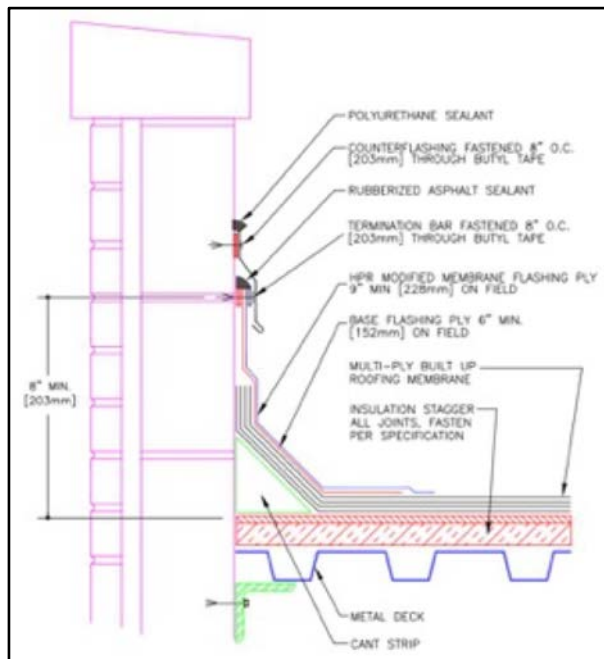
City of Waukesha - Waukesha, WI

# **Ways to Best Utilize your Money for your Buildings and Community**



# Build with Redundancy & with the Future in Mind

- Build with Redundancy - When you make plans and strategies for your Counties, you don't just come up with one plan, you come up with contingencies as well. Same with construction and waterproofing, you need to build with redundancies/contingencies.
- Keep the Future in Mind - When making a large capital expenditure/building within your county, your building for the future, so keep that future in mind. Don't take short cuts today that will hurt you 10/15 years down the road. Build today to eliminate future repairs, give yourself options in the future, and



# Extend your Investments

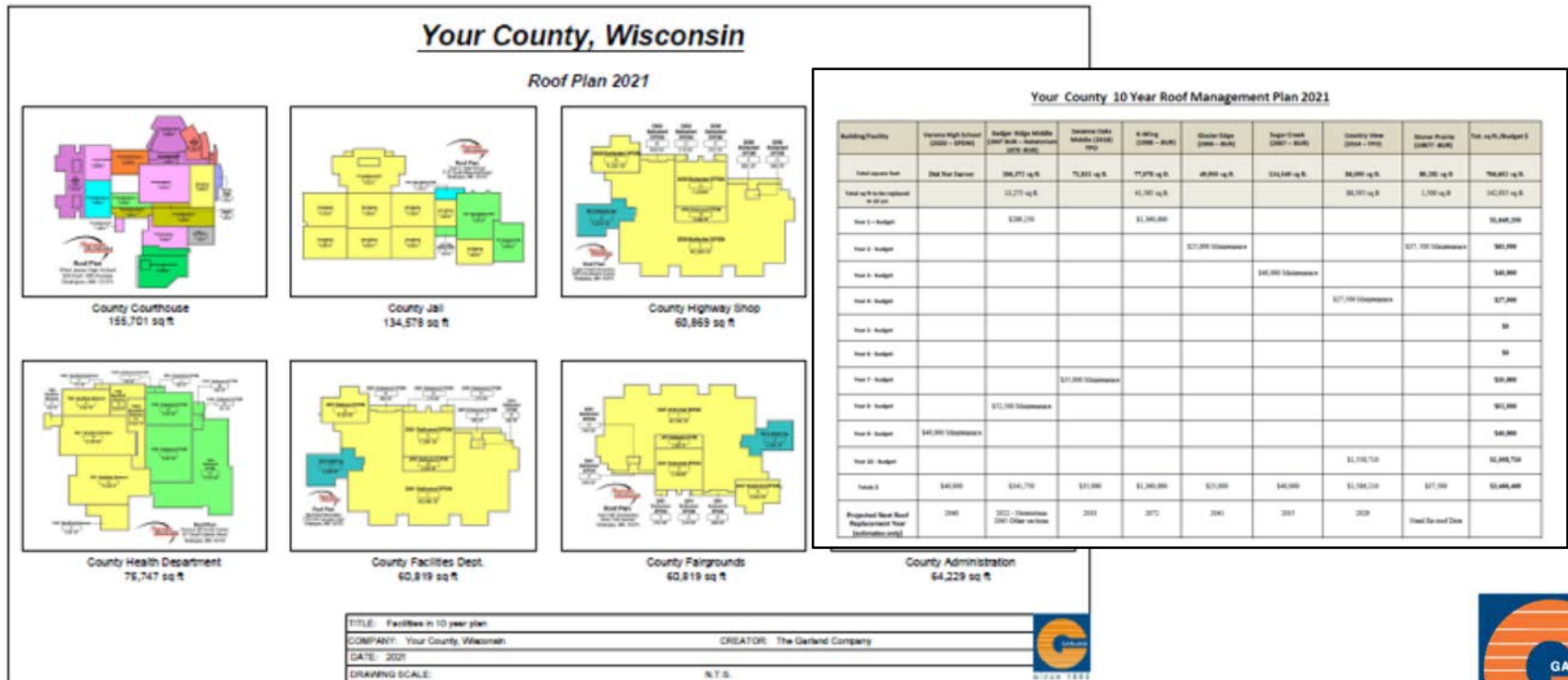
When applicable, look for ways to extend your Investment. This can be done through Restorations, Coatings, and finding ways to extend your facilities current life.

- Facility projects: 70-80% Labor & 20-30% Material



# Plan 2/3 Steps Ahead & 2/3 Years Ahead

- Plan 2 to 3 steps ahead and 2 to 3 years ahead
  - To make the best of your money, be 2 to 3 steps ahead of where you should be in planning. Have your inspections, have your plan, and have your meetings 2 to 3 steps before you normally would. Always be planning 2 to 3 years in advance, it makes sure everyone is on the same page, gets you the best pricing, and ensures nothing is missed. These are large assets and major investments, treat them as such.



# Who is Garland?

# ***The Garland Company***

## ***Building Envelope Solutions***

- A Full Service, ISO Certified, Roof Asset Management Company, Established in 1895.
- Manufactures a Full Line of High-Performance Products:
  - ✓ Modified Bitumen Roof System
  - ✓ Single Ply Hybrid Roof Systems
  - ✓ Standing Seam and Flat Seam Metal Roofing
  - ✓ Fluid Applied Membranes
  - ✓ Full Line of Maintenance Products
  - ✓ Green Roofing and Sustainable Design
- Deep Product Selection Backed by Ongoing R&D
- Sustainable and Green Roofing Options
- ESOP Company
- Lowest Warranty Adjustment Rating in the Industry







## BUILDING ENVELOPE SOLUTIONS

Garland is the most diverse manufacturer of roofing and building envelope systems.



# Roof Management Chain of Liability

## Commodity Manufacturer



- No Liability Holder after 2/5 years
- No direct involvement from Manufacturer (Warranty holder)
- Minimized ability to affect or control quality of work or product
- Large amounts of Grey Area during project bidding and Installation
- No fair comparison in bidding or project final result

## Full-Service Manufacturer



- Minimal Soft Costs
- Direct Manufacturer Involvement
  - Proper product applications
  - Focused on long term success (Warranty holder)
- One contact to oversee, inspect, and update throughout entire process
- Facilitate Bid process and cut out administrative burden for customer
- True Apples-to-Apples bid comparison
- Ability to compare/evaluate all roofing system types



# Garland OMNIA Contract



The U.S. Communities Government Purchasing Alliance™ (U.S. Communities) is a nationwide purchasing cooperative that allows public agencies to pool their purchasing power through nationally solicited contracts that have been competitively bid in keeping with the national and regional requirements of participating agencies. U.S. Communities helps ensure fairness and integrity within the public procurement industry by implementing best practice procedures, saving participating agencies both time and money. As a facilities solutions supplier, Garland/DBS, Inc.<sup>®</sup>, a jointly-owned subsidiary of The Garland Company, Inc.<sup>®</sup>, and Design-Build Solutions, Inc.<sup>®</sup>, has teamed up with U.S. Communities to provide roofing and waterproofing products and services to all participating agencies. Purchases made through the U.S. Communities contract; reduce administrative costs and time related to the bid solicitation process, require no minimum order commitments, provide transparent pricing for our complete catalog of products and services, and ensure single-source accountability whether you are placing a simple bucket order of maintenance supplies or require a highly-engineered turnkey roofing project. Garland/DBS, Inc.'s contract through U.S. Communities is held through Racine County, WI as the lead agency.

## US Communities Bid Process



- Invitation to Bid sent to all Manuf. who can responsibly meet Federal Contract requirements
- Contract awarded based on combination of Lowest Price on Line Items and (5) Mock Facility Waterproofing Projects
- Labor will be bid on a Per Project basis to further reduce Labor cost

## Material Only



## Turn-Key



## Law Enforcement Center Repairs | Racine, WI



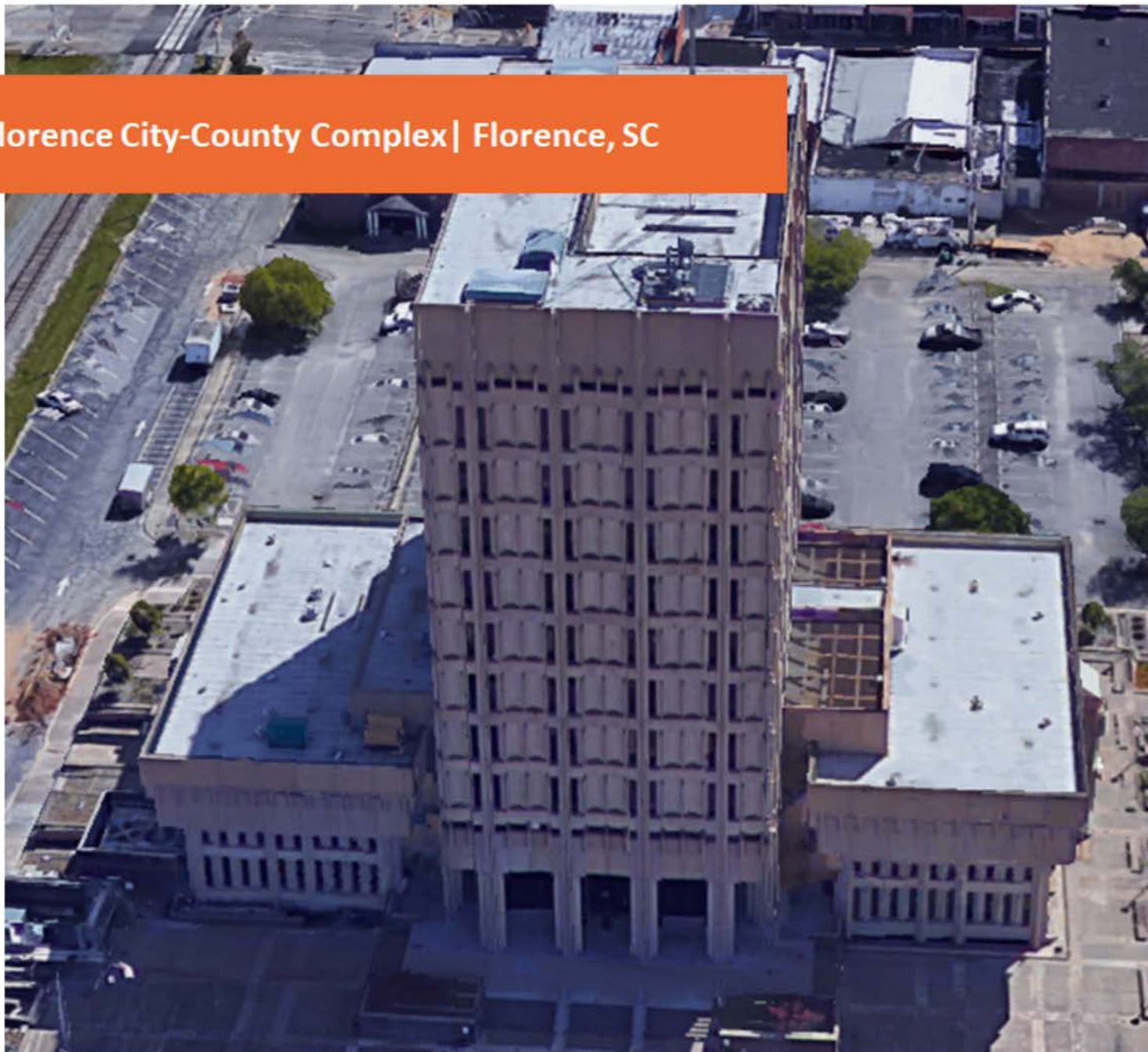


Clayton County Jail | Clayton, GA





Florence City-County Complex | Florence, SC





Travis County Jail | Austin, TX





## Cumberland County Tech. Edu Center | Vineland, NJ



# Case Studies



# Lafayette County

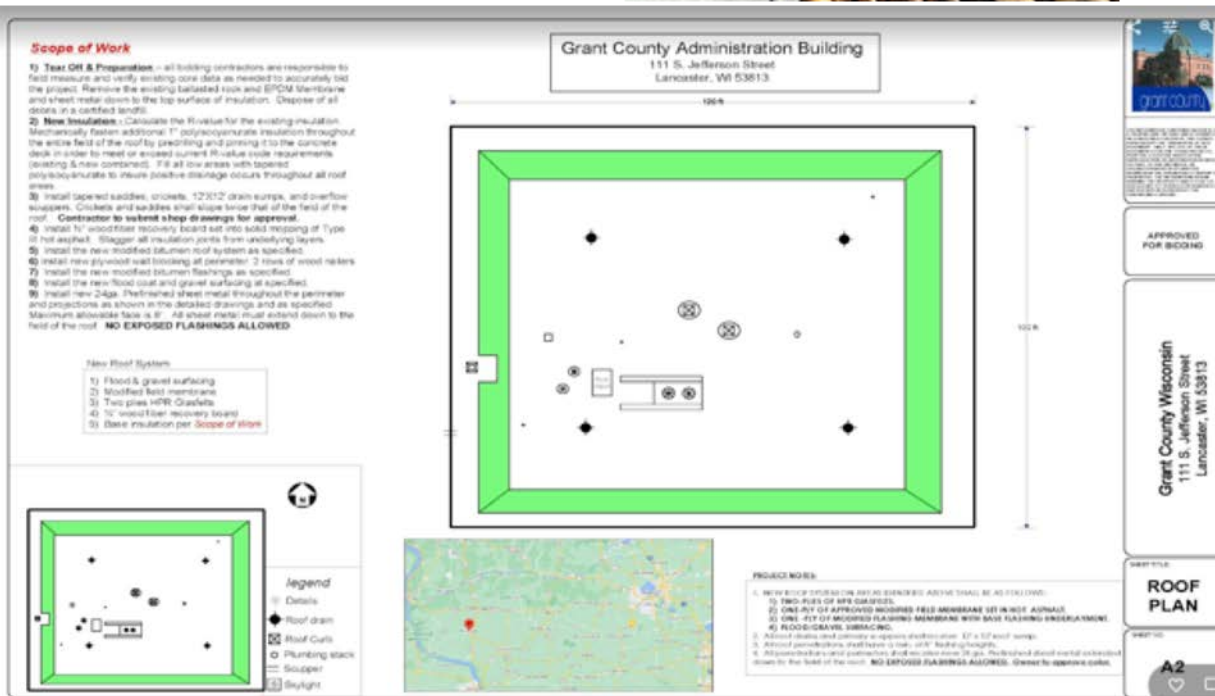


# Lafayette County





# Grant County





# Racine County



**Original Roof**



**Roof Installed 10  
Years Ago**



**County LEC  
Roof Standard**

**So.... What Future  
Do you Choose?**

# Waukesha County



## EXISTING ROOF DATA

### Terminal Roof Sections

- 60 Mil EPDM Membrane
- PolyISO Insulation
- Metal Roof Deck

## NEW ROOF SYSTEM

### Terminal Roof Sections

- Top Coat
- Polyester Reinforcement
- Base Coat
- 60 Mil EPDM Membrane
- PolyISO Insulation
- Metal Roof Deck

## Scope of Work – Terminal Roof Section – White Elastomeric Coating (BASE BID)

### Roof Preparation

1. Clean roof with Power Washer and Simple Green.
2. Repair any open seams, holes, or cuts in roof with EPDM Patches.
3. Wet areas identified in IR Scan should be removed down to Metal Deck and replaced with matching roof system.
4. Sweep deck clean before any coating to ensure all dirt & debris are removed.

### New Installation

5. Remove Roof Drains and install New Cast Iron Drains, flash into EPDM Roof system.
6. Remove Existing Pitch Pockets replace with new Metal Pitch Pockets with Rain Collars.
7. Install Base Coat at 2 Gallons/100 sq ft over entire EPDM Roof System, starting at drains, flashings, curbs, and then moving to roof field.
8. Immediately embed Polyester Firm Reinforcement into Coating, covering entire roof, flashings, and curbs. Backroll over top of Reinforcement to ensure Reinforcement embeds into Coating.
9. Allow 24-48 hours to dry
10. Install Top Coat at 3 Gallons/100 sq ft. Top Coat shall be applied over the entire roof system.
11. After Top Coat has cured, tape off walkways and install layer of Coating at 1 gallons per 100 sq feet. Broadcast Grey Roofing Granules into Coating in uniform pattern until refusal. Remove edging tape before Walkway Coating cures to create uniform walkway lines.

### Project Notes

1. All waste produced by roof project is to be removed and disposed off-site by Roofing Contractor.
2. Any Electrical and HVAC Disconnect/Reconnects needed shall be provided by the "Contractor".
3. Field of roof is to be uniform and will ensure positive water flow to drains and gutters.
4. Cast Iron Drains must be the same size or bigger than the existing drain.
5. Contractor is to abide by all OSHA safety Protocols during project.
6. While accessing the roof, entrances and doors must not be blocked in any way.
7. During coating, if coating smell is affecting internal, HVAC units must be temporary turned off or intakes covered w/ turning off units, it must be coordinated and approved with the Owner's representative.

