



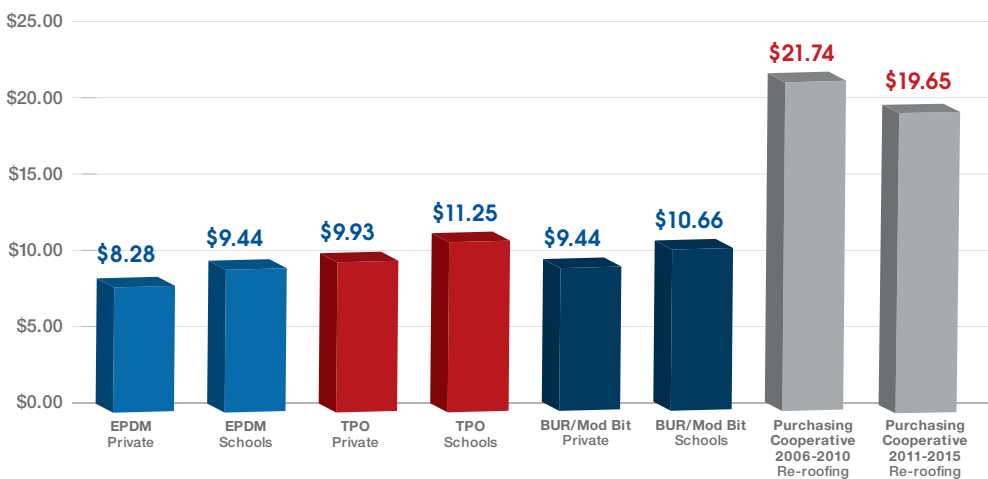
ARE YOU OVERSPENDING ON YOUR SCHOOL ROOFS?

Cooperative purchasing is the method by which a school can obtain goods and services by pooling their purchasing needs with the needs of other schools and districts. By combining demand and purchasing in bulk quantities, school districts across the United States are often able to obtain lower prices on certain commodities, such as pencils and paper.

While this method can help schools save money on bulk purchases of some commodities, the same savings are not realized on construction-related products and services, particularly roofing projects. There are a number of problems with using cooperative purchasing for roofing projects, including:

- Project costs are up to 100% higher than if the project was competitively bid
- Predetermined co-op price list escalates costs
- Co-op agreement limits vendor selection to one option
- Competition limited due to the usage of proprietary specifications
- Can violate state requirements for the use of an independent design professional

TOTAL INSTALLED COST PER SQUARE FOOT Open Bid vs. Purchasing Cooperative



A study conducted in Pennsylvania by Ducker Worldwide examined the costs per square foot for the most common roofing systems used – EPDM rubber roofs, TPO thermoplastic roofs and asphaltic built up roofs. They found that prices ranged from \$8 to \$11 on the private and public markets. However, when they analyzed over 70 contracts made by school district purchasing cooperatives, the prices averaged over \$21.

Under the cooperative purchasing model, long-term contracts are awarded on a points-based evaluation system that is largely subjective and does not ensure a fair price. In many cases, fewer than a quarter of the available points are related to price competitiveness: the remainder of the points are based on subjective items such as marketing capabilities and product variety. This points-based evaluation system not only marginalizes the issue of cost but may also be irrelevant to a project's specific needs.

LACK OF CHECKS AND BALANCES

When roofing products are purchased through a co-op, the proprietary roofing manufacturer is often acting as the project designer, the general contractor, and the installer. Third-party design professionals are not consulted, which violates many states' construction requirements while also circumventing accountability for quality workmanship and best practices. This lack of checks and balances can lead to situations in which the manufacturer will recommend a more expensive solution, such as a complete replacement, for a rooftop that could be fixed with a simple repair or renovation.

Before beginning a school construction project, you should carefully evaluate the proprietary vendor used by your purchasing cooperative and compare the prices of their goods and services to those of other manufacturers at open-market prices.

INVEST IN STUDENTS AND TEACHERS

Next time your school's rooftop is in need of repair or replacement, consider purchasing your roofing products and services on the open market, through a transparent, open bid process. The money you save will be far better spent on student services and teacher salaries.

MONEY WASTED IN PA - 5-YEAR SPAN

What a School Could Purchase With an Extra \$100 Million

According to the Ducker Worldwide survey, the money wasted on school roofing projects through the use of purchasing cooperatives in Pennsylvania would equate to \$100 million over a five-year period.



50,000–
100,000

computers



33
million

lunches for low-income students



360

teacher salaries for 5 years



1.8
million

textbooks



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