

## David Milliron | Hogansville City Manager

---

**From:** David Milliron | Hogansville City Manager <david.milliron@cityofhogansville.org>  
**Sent:** Friday, August 31, 2018 6:36 PM  
**To:** 'debra@allensmithconsulting.com'  
**Subject:** RE: Hogansville 2019 CDBG - Engineering Selection

Thank you for your letter. I have shared it with the City Council and for transparency purposes, be posting it with the Council Packet online.

-----  
David A. Milliron  
Hogansville City Manager  
400 E Main St | 706-637-8629  
Hogansville GA 30230-1196

**From:** debra@allensmithconsulting.com <debra@allensmithconsulting.com>  
**Sent:** Friday, August 31, 2018 6:14 PM  
**To:** 'Lisa Kelly' <lisa.kelly@cityofhogansville.org>; bill.stankiewicz@cityofhogansville.org; 'David Milliron | Hogansville City Manager' <david.milliron@cityofhogansville.org>  
**Subject:** Hogansville 2019 CDBG - Engineering Selection

Good afternoon,

I saw on the Hogansville Facebook page that the City is considering Falcon Design Group over Turnipseed Engineering and other engineering firms. I was wondering if the City has not been happy with Turnipseed and there was something we were not aware of. Since the procurement process is qualifications based, the use of percentages and fees are certainly considerations, but not an ultimate decision criterion as you are encouraged by DCA to negotiate.

After several years of successful grant projects in Hogansville with the ASC and GBT team, we are a little anxious for the City about working with an engineering group that does not have the level of CDBG experience (I looked at Falcon's Website and cannot find any references for CDBG or to specific projects). The CDBG competition

is even harder than it was when we started doing CDBG applications in Hogansville on the first grant and we are concerned about the lack of experience by some of the other firms that submitted to the City, including Falcon. DCA only funded 57 applications this year – when we first started with the City DCA was funding between 70-80 applications. The increase to \$750,000 made the applications much more competitive – they throw out applications now for the smallest things. Forms not checked, PER maps that are incorrect, late audits, etc. They look for things to “zero” out the score. The City needs everything at its disposal to submit a good application.

We certainly do NOT want to tell the city who to select, but we do feel we should weigh in when a decision might impact your competitiveness. I am not trying to undermine any decisions the City is about to make. This is coming from my concern for the City and my guilt. I sat quietly by in another community while they selected a firm, solely on price, and then a year into the project watched as the City fired the firm for not performing and providing what was needed for the City’s grant application, because of a lack of experience. The application had to be delayed another year while the City went through another procurement process. I knew it was going to happen when they hired the firm and I apologized to the Mayor later that I had not said anything. At the time, I didn’t think it was my place to say anything. I learned my lesson that day about being an innocent bystander and speaking up when I thought the client was about to make a mistake. You have worked with ASC, and with me, long enough to know this email is about the City’s best interests and nothing else. You can take my advice or leave it.

Thank you for your time and consideration of these comments. If you want to talk about this email, please call me.

Hope you all have a great Labor Day Weekend!  
debra



**DEBRA SMITH**  
405 NUNNALLY FARM ROAD | MONROE, GEORGIA 30655  
(770) 207-0142 (w) • (770) 207-0159(f) • (678) 640-4576 (c)  
[debra@allensmithconsulting.com](mailto:debra@allensmithconsulting.com) | [www.allensmithconsulting.com](http://www.allensmithconsulting.com)