

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

**IF YOU DON'T BID YOU DON'T WIN
EXISTING CONTRACT & RFP BRIEFING NUMBER 009**

**Opportunity Knocks...23 January 2020 Report using All Source
Data:**

Original Published Date: Dec 31, 2019 04:17 pm EST

AM0002 DUE DATE 14 February 2020, 2 pm EST

QUESTIONS DUE 3 Feb 2020

submitted by email

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**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

Contents

DETAILS AND ESTIMATES: 3

SERVICES LOCATION OVERVIEW: 4

GOVERNMENT STAFFING DISCLOSURE: 6

PRODUCTION RATE ANALYSIS AND WAGE AND BENEFIT BREAKDOWN: 6

DELIVERABLES: 7

ANTICIPATED GOVERNMENT FURNISHED FACILITIES BREAKDOWN: 14

PREVIOUS QUESTIONS AND GOVERNMENT ANSWERS: 15

ANTICIPATED CONTRACTOR ORGANIZATION (GLOBAL VIEW): 15

CONTRACT WORK ESTIMATION ACTION TITLES FOR PROPOSAL: 16

SAMPLE BOE WORK (1 service Location Only): 18

BIO AS FOUND AT [HTTPS.MSBLOTTIE.COM](https://msblottie.com) (2017) 23

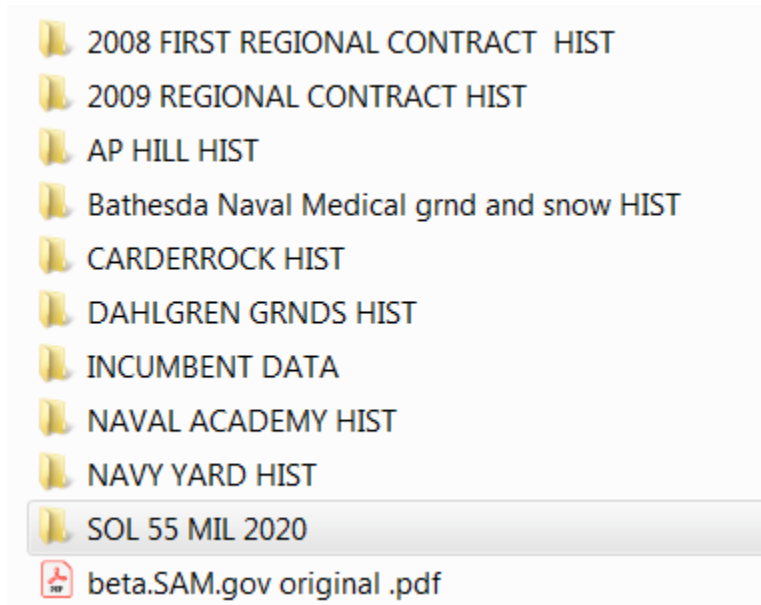
**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

DETAILS AND ESTIMATES:

Funding & Awarding Agency	NAVFAC Washington
Last Awarded Vendor	SCS II, AJV (DUNS 079742753) 211 East Divine Street, Dunn, NC 28334
Major Program	Grounds and Snow Removal Selected NAVFAC facilities within 100 mile radius of Washington DC
Contacts	roya.sterner@navy.mil - Contract Specialist
Original RFP	N4008015R0312
Contract Number	N4008015D0312
Award Amount	\$49,375,765.14 (EST)
Contract Modifications Made	147 (Delivery Order Contract)- Up to end of FY2019
Reported Paid (4FY avail)	\$34,364,867.02
2019 FY VALUE	\$8,993,606.14
Bid Bond	NO
Performance Bond	NO
Payment Bond	NO
Estimated Bond	\$0.00
Number of Offers Received	1 is listed (there are more)
Set Aside	SBA 8a Program
Acres in Service Area	TBD
Estimated Hard Surface (Other)	TBD - 9,243,360 SF (202 Acres IN 2009-2015)
Estimated Airfield Hard Surface	TBD
Site Visit	28-30 January 2020
Questions	DUE BY 03 February 2020
CBA	Yes

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

Other Available Data:



SOME Contractor personnel performing work under this contract shall have and maintain a secret clearance at time of the contract start date and for the life of the contract.

This is accomplished with hiring existing workforce with required security clearance

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

GOVERNMENT STAFFING DISCLOSURE:
NONE

PRODUCTION RATE ANALYSIS AND WAGE AND BENEFIT BREAKDOWN:

10 Holidays (80 hours)
88 Hours average Vacation projections
56 Hours Sick Leave
(1,856 Hours annual productive time rate)

CBA DATA:

To Service Contract Between
Public Service Employees Local Union 572
And
Joint Venture SCS II, AJV
At
Boiling Air Force Base

ITEM	CLASSIFICATION	CURRENT RATE	Rate Effective 10/01/2019	Rate Effective 10/01/2020	Rate Effective 10/01/2021
Wages	Grounds Maintenance/General Labor I	\$14.68	\$15.24	\$15.69	\$16.15
	Grounds Maintenance/General Labor II	\$18.30	\$18.96	\$19.52	\$20.10
	Tractor Operator	\$18.01	18.67	\$19.22	\$19.79
	Gardener I	\$19.68	\$20.39	\$20.99	\$21.61
	Gardener II	\$20.87	\$21.61	\$22.25	\$22.91
Health & Welfare	H&W	\$4.48	\$4.54	4.64	4.74
Pension	LIUNA Pension Fund	\$0.41 per hour worked	\$0.46 per hour paid up to 40 hours per week	\$0.51 per hour paid up to 40 hours per week	\$0.57 per hour paid up to 40 hours per week
Vacation		2 wks after 1 yr 3 wks after 5 yrs 4 wks after 15 yrs	2 wks after 1 yr 3 wks after 5 yrs 4 wks after 15 yrs	2 weeks after 1 year 3 weeks after 5 years 4 weeks after 15 years	2 weeks after 1 year 3 weeks after 5 years 4 weeks after 15 years
Sick Leave		7 days per year	7 days per year	7 days per year	7 days per year
Holidays		10days	10 days	10 days	10 days
Bereavement		3 days For immediate family	3 days For immediate family	3 days For immediate family	3 day For immediate family
Training	SCETT	\$0.20 per hours paid	\$0.20 Per hours paid up to 40 hours per week	\$0.20 Per hours paid up to 40 hours per week	\$0.20 Per hours paid up to 40 hours per week

2020 Base Labor will be lower than All Options based upon the 2021 CBA effective date.

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

DELIVERABLES:

SECTION F: DELIVERIES OR PERFORMANCE

DELIVERABLES						
Annex/ Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original	Copies (including original)	
0200000/ 2.2.1.2	N/A	Request to Work Outside Government's Regular Working Hours	At least seven calendar days prior to requested day.	KO	1	As required
0200000/ 2.3.1	N/A	Sign-In Sheets and Minutes	Within two working days.	KO, COR and all attendees	1	As required
0200000/ 2.3.1	N/A	Final Revision of Minutes	Within two working days.	KO, COR and all attendees	1	As required
0200000/ 2.3.4	N/A	Permits and Licenses	Before work commences and as requested by the KO.	KO	1	As specified
0200000/ 2.3.5	N/A	Certificate of Insurance	Within 15 calendar days after award.	KO	1	As specified
0200000/ 2.3.11	N/A	Cost Account Code (CAC) Report	First work day of each month.	KO	1	Monthly
0200000/ 2.6.6.1	N/A	Quality Management Plan	Within 15 calendar days after award and within seven calendar days of changes.	KO	1	As specified
0200000/ 2.6.6.2	N/A	QC Inspection File	Within five calendar days of completion/ termination of the contract.	KO	1	As specified
0200000/ 2.6.6.3	N/A	Contractor Quality Inspection and Surveillance Report	First work day of each month.	KO	1	Monthly
0200000/ 2.6.7	N/A	Property Management Plan	Within 45 calendar days after award.	KO	1	As specified
0200000/ 2.7.1	N/A	List of Key Personnel and Qualifications	Within 15 calendar days after award.	KO	1	As specified

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Regional 8(a) Grounds Maintenance Services
National Capital Region, Washington, DC

N40080-20-R-0011

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Annex/ Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original	Copies (including original)	
0200000/ 2.7.1	N/A	Organizational Chart	Within 15 calendar days after award.	KO	1	As specified
0200000/ 2.7.2.6	N/A	Proof of Legal Residency	Prior to be admitted to site of work.	KO	1	As specified
0200000/ 2.7.3	N/A	Contractor Labor Hours (eCMRA) Report	No later than 31 October	KO	1	Annually for labor executed during the period of performance during each Government fiscal year (FY)
0200000/ 2.8.1	N/A	Employee List	Upon request.	KO	1	As required
0200000/ 2.8.7	N/A	Personnel Security Investigation (PSI), Fingerprint Card (FD87), and OF- 306 Declaration for Federal Employment	Prior to employee access to sensitive unclassified information.	KO/ Security Manager	1	As required
0200000/ 2.8.8	N/A	Personnel Security Investigation (PSI), Fingerprint Card (FD87), and OF- 306 Declaration for Federal Employment	Prior to employee access to sensitive unclassified information.	KO, COR, and Security Manager	1	As required
0200000/ 2.9.1	N/A	Accident Prevention Plan	Within 15 calendar days after award and within seven calendar days of changes.	KO	1	As specified
0200000/ 2.9.2	N/A	Activity Hazard Analysis	Together with the Accident Prevention Plan and for changes.	KO	1	As specified
0200000/ 2.9.3	N/A	Occupational Risk and Compliance Plans and Programs	Together with the Accident Prevention Plan and for changes.	KO	1	As specified
0200000/ 2.9.4	J-0200000-05	NAVFAC Contractor Incident Reporting System (CIRS)	Within five calendar days of accident.	KO	1	As required

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Regional 8(a) Grounds Maintenance Services
National Capital Region, Washington, DC

N40080-20-R-0011

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Annex/ Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original	Copies (including original)	
0200000/ 2.9.4	J-0200000-05	Weight Handling Equipment Accident Report	Within 30 calendar day of accident.	KO	1	As required
0200000/ 2.9.5	J-0200000-05	NAVFAC Contractor Incident Reporting System (CIRS)	Within five calendar days of accident.	KO and COR	1	As required
0200000/ 2.9.6	N/A	Monthly On-Site Labor Report	First work day of each month.	KO	1	Monthly
0200000/ 2.9.7	N/A	OSHA Citations and Violations Corrective Action Report	Within 48 hours after receiving a citation.	KO	1	As required
0200000/ 2.9.9	N/A	Safety Certifications	Within 15 calendar days after award and as old certifications expire.	KO	1	As specified
0200000/ 2.10.1.1	N/A	Water Conservation Plan	Within 15 calendar days after award and for changes.	KO	1	As specified
0200000/ 2.10.2.3	N/A	Solid Waste Management Reports	Within three months after start of contract performance and annually by October 10th thereafter	KO and COR	1	As specified
0200000/ 2.10.2.3	N/A	Recycling Weight Ticket Receipts	As Specified	KO and COR	2	Quarterly
0200000/ 2.10.2.4	N/A	Emergency Planning and Community Right- To-Know Act (EPCRA) Report	Within 15 calendar days after contract award and not less than 10 working days prior to planned use of hazardous material.	KO	2	As specified
0200000/ 2.10.2.4	J-0200000-09	Contractor Hazardous Material Inventory Log	Within 15 calendar days after the end of each calendar year and at termination of the contract.	KO	2	Annually

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Regional 8(a) Grounds Maintenance Services
National Capital Region, Washington, DC

N40080-20-R-0011

DELIVERABLES						
Annex/ Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original	Copies (including original)	
0200000/ 2.10.2.5	N/A	Waste Stream Determination	At least 30 calendar days prior to start of contract performance and within 14 days of identification of any new waste stream.	KO and COR	1	As required
0200000/ 2.10.2.7	N/A	Spill Report	Within 48 hours of spill occurrence	KO and COR	1	As required
0200000/ 2.10.2.8	J-0200000-05	Emergency Planning and Community Right- To-Know Act (EPCRA) Report	At least 15 calendar days prior to start of contract performance and not less than 10 working days prior to planned use of hazardous material.	KO and COR	2	As specified
0200000/ 2.10.2.8	J-0200000-05	Contractor Hazardous Material Inventory Log	Within 15 calendar days after the end of each calendar year and at termination of the contract.	KO and COR	2	Annually
0200000/ 2.10.2.12	N/A	Asbestos Containing Material (ACM)	Written notification within 24 hours of discovery	KO and COR	2	As specified
0200000/ 2.10.2.13	J-0200000-05	Hazardous Air Pollutant (HAP) Semi-annual Report	Semi-annually by July 10th and January 10th	KO and COR	1	Semi- Annually
0200000/ 2.10.3	N/A	Sustainable Procurement and Practices Plan	Within 15 calendar days after award and within 15 calendar days after exercised option periods.	KO	1	Annually
0200000/ 2.10.3	N/A	Sustainable Delivery of Services Report	Within five calendar days after each contract period.	KO	1	Annually

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Regional 8(a) Grounds Maintenance Services
National Capital Region, Washington, DC

N40080-20-R-0011

DELIVERABLES						
Annex/ Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original	Copies (including original)	
0200000/ 2.10.3.2	N/A	Recovered Material Certification	As specified	KO	1	When a product containing recovered materials is equal to or better than the original and could be used.
0200000/ 2.14.1	N/A	Detailed Scope of Work and Detailed Estimate	Within two work days	KO and COR	2	As required
0200000/ 2.15.2.1	N/A	Non-Recurring Work Proposals	Within two working days following receipt of request	KO and COR	1	As required
0200000/ 2.15.1.1	N/A	Non-Recurring Work Quantities Ordered via FedMall	First work day of each month.	KO and COR	1	Monthly

SECTION F 1503050 GROUNDS

Section F – 1503050 Grounds Maintenance and Landscaping						
DELIVERABLES						
Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original	Copies (including original)	
2.2.1	N/A	Certification, Training, and Licensing	Within 15 calendar days prior to start of work. Copies of renewed certifications shall also be submitted.	KO/COR	2	Annually and as required by Section H – Special Contract Requirements, FAC 5252.237- 9301 Substitutions of Key Personnel (JUN 1994)
2.3.1.1	N/A	Business Licensing	Within 15 calendar days prior to contract start. Copies of renewed	KO/COR	2	As required

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

Section F – 1503050 Grounds Maintenance and Landscaping						
DELIVERABLES						
Spec Item	Form	Deliverable	Date (s) of	Distribution		Frequency
			licenses shall also be submitted.			
2.3.1.4	N/A	Planned Pesticide/Herbicide Use Sheets including Pesticide/Herbicide Labels and Safety Data Sheets (SDS)	Within 15 calendar days prior to contract start and at least 10 business days for any proposed changes.	KO, COR, PPMC	3	Annually for each pesticide/herbicide, as required.
2.3.1.5	N/A	Pest Management Operations Report	Electronically by the 15th of the following month (Example: July data must be submitted by August 15) on the format approved by PMC.	KO, COR, PPMC	2	Monthly
2.3.2	N/A	Permits	Within 15 calendar days prior to start of work.	KO/COR	2	As required
2.3.9.1	N/A	Water Conservation Plan	Within 15 calendar days prior to contract start	KO/COR	2	Annually and five calendar days prior to implementing changes to the schedule
3	N/A	Weight Tickets	With Invoice	KO/COR	2	As Specified
3	J-1503050-06	Recycling Reporting Form	As specified	KO/COR	2	With each invoice
3	N/A	SDS sheets, catalog cut sheets, samples of all proposed fertilizers, and mulch	Prior to bringing on-board installation and prior to use	KO/COR	2	As Required
3	N/A	Contractor Work Schedules	Within 15 calendar days prior to contract start	KO/COR	2	Annually and five calendar days prior to implementing any changes to the schedule

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

Section F – 1503050 Grounds Maintenance and Landscaping						
DELIVERABLES						
Spec Item	Form	Deliverable	Date (s) of	Distribution		Frequency
3.1.1.3	N/A	Soil Analysis	Within 15 days after receipt of the test results by the Contractor	KO/COR	2	As Required
3.1.1.3	N/A	Top Dressing and Over Seeding Seed Type	Within 15 calendar days prior to contract start	KO/COR	2	Annually and five calendar days prior to implementing changes to the schedule

SECTION F 1503060

1503060 – Pavement Clearance

SECTION F: DELIVERIES OR PERFORMANCE

DELIVERABLES						
Annex/ Spec Item	Form Attachment Number	Deliverable Title	Date (s) of Submission	Distribution		Frequency
				Original/ Copies	Number of Copies (including original)	
1503060 / 3.1.1	N/A	Pavement Sweeping Schedule	15 working days after award and 15 working days after the start of each option year	KO	4	Annually
1503060 / 3.2.1.1, 3.2.2.1	N/A	Snow Removal Plan	15 working days after award and 15 working days after the start of each option year	KO	4	Annually

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

ANTICIPATED GOVERNMENT FURNISHED FACILITIES BREAKDOWN:

2.4	Government-Furnished Property, Materials and Services
2.4.1	Government-Furnished Facilities (GFF)
2.4.2	Government-Furnished Utilities
2.4.3	Government-Furnished Materials (GFM)
2.4.4	Government-Furnished Equipment (GFE)
2.4.5	Government-Furnished Services (GFS)

A list of Government Furnished Facilities, Property, Materials, and Services is provided in J-0200000-06. (File remains to be posted by the Navy)

THIS REMAINS TO BE VERIFIED:

Government will provide a facility yard for locating contractor furnished office and equipment storage trailers.

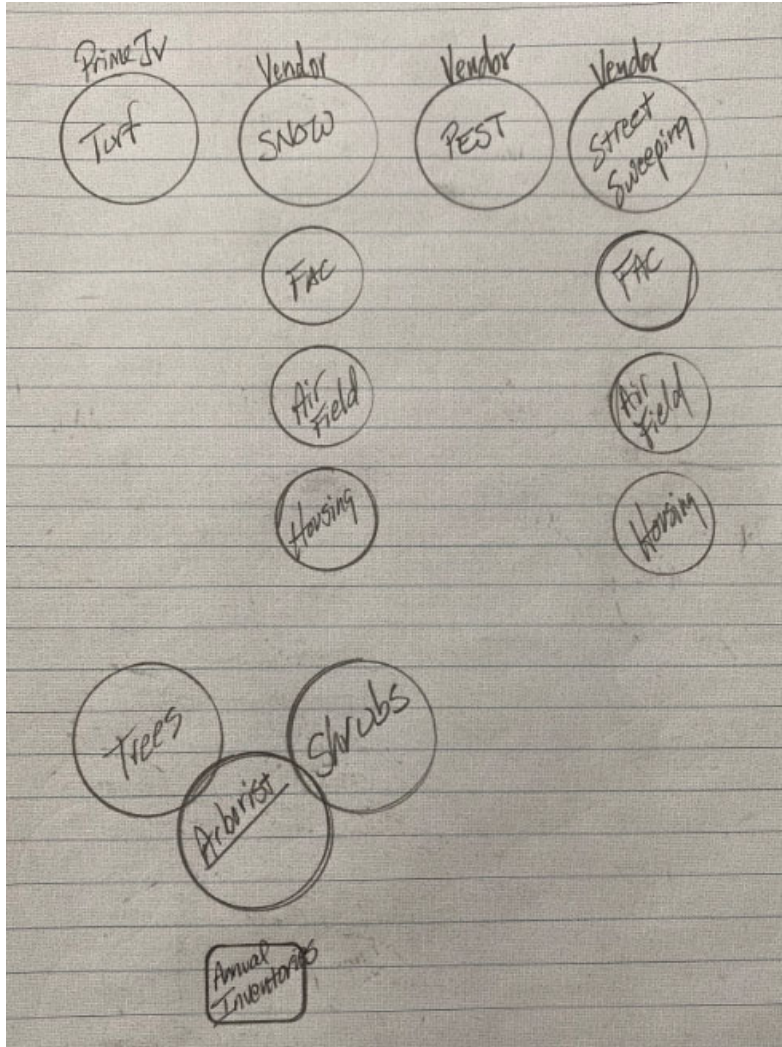
Use of dumpsters on-site for trash has been authorized in previous contracts and needs verified.

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

PREVIOUS QUESTIONS AND GOVERNMENT ANSWERS:

NOT AVAILABLE

ANTICIPATED CONTRACTOR ORGANIZATION (GLOBAL VIEW):



We have no CBA Labor to provide Street Sweeping which is often a Medium to Heavy Truck Driver – However I would suggest we cost this both as Vendor and In-House to see where we can maximize profit results (ROI).

**Regional 8(a) Grounds Maintenance Services National Capital Region,
Washington, DC RFP # N40080-20-R-0011**

CONTRACT WORK ESTIMATION ACTION TITLES FOR PROPOSAL:

- 22 Pages of Turf and Grounds used to identify Grounds, Street Sweeping, and Snow Removal operations (by service location) for workload estimations.
- 35 Pages of Tree and Shrub inventory by service location for evaluation and workload estimations
- Vehicle Fleet Analysis
- Equipment Analysis
- Vendor Quotes and Analysis
- Proposal Outline Prep (Compliance Matrix)
- 50 Page Technical Content
- Technical content coordination with all Team members
- Comprehensive Basis of Estimate by Task for each location – see sample BOE below as used for Tyndall AFB in 2018 as a sample of the work you can expect for internal evaluation.
- Coordination of JV or Team Agreements along with insuring proper PPQ, Banking, ACORD Form, EMR Rating Data, and OSHA Safety calculations.
- Conversion of all Resume files to a single approved format
- Letters of Commitment
- Vendor quote coordination and initial agreements
- Assistance in identifying reputable Factoring Companies and or Venture Capital
- Identify (BOE) and obtain Equipment and Vehicle Cost Quotes

**Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC
RFP # N40080-20-R-0011**

TASK	EST HRS	HRLY RATE	TOTAL	Retainer Amount
22 Pages of Turf and Grounds used to identify Grounds, Street Sweeping, and Snow Removal operations (by service location) for workload estimations AND conversion of software format	6	45	\$270.00	\$135.00
35 Pages of Tree and Shrub inventory by service location for evaluation and workload estimations AND conversion of software format	3	45	\$135.00	\$67.50
Vehicle Fleet Analysis	4	45	\$180.00	\$90.00
Equipment Analysis	7	70	\$490.00	\$245.00
Vendor Quotes and Analysis	15	45	\$675.00	\$337.50
Proposal Outline Prep (Compliance Matrix)	22	120	\$2,640.00	\$1,320.00
50 Page Technical Content	35	120	\$4,200.00	\$2,100.00
Technical content coordination with all Team members	20	45	\$900.00	\$450.00
Comprehensive Basis of Estimate by Task for each location – see sample BOE below as used for Tyndall AFB in 2018 as a sample of the work you can expect for internal evaluation.	42	70	\$2,940.00	\$1,470.00
Coordination of JV or Team Agreements along with insuring proper PPQ, Banking, ACORD Form, EMR Rating Data, and OSHA Safety calculations.	15	120	\$1,800.00	\$900.00
Conversion of all Resume files to a single approved format	2	15	\$30.00	\$15.00
Letters of Commitment	2	15	\$30.00	\$15.00
Vendor quote coordination and initial agreements	12	45	\$540.00	\$270.00
Assistance in identifying reputable Factoring Companies and or Venture Capital	4	150	\$600.00	\$300.00
Identify (BOE) and obtain Equipment and Vehicle Cost Quotes	12	120	\$1,440.00	\$720.00
TOTAL Hours Estimated	201	NA	\$16,870.00	\$8,435.00

Hours until present Due Date: **445 hours** using a 7am to 8pm work day.

Due date is expected to slip as Q&A are acted upon and updates to Government files that define the workload are provided (some missing as referenced in present RFP).

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

SAMPLE BOE WORK (1 service Location Only):

DESCRIPTION	EST QTY	UNIT	TASK	CRITERIA	PWS	PRODUCTIO N RATE	HRS PER SVC	EST SVC QTY	TOTAL HOURS	% WORKLOA D	LABOR	EQUIPMEN T	COMMENT
Improved Grounds Mowing Growing	181	Acres	MOW	2-4" HEIGHT	1.1.1	2.1	86.19	36.00	3102.84	0.1619	Labor Grounds Maintenance	60-72" MOWING SYSTEM	
at mowing height-Growing			TRIM	2-4"	1.1.3	600	72.60	36.00	2613.60	0.1364	Labor Grounds Maintenance	ECHO TRIMMER	
1 TIME PER YEAR-EARLY SPRING	181	Acres	AERATION	soil plugs at a minimum of 4 inches deep and 2-3 inches apart.	1.1.8.2	8	22.63	1.00	22.63	0.0012	TRACTOR	John Deere	Rental of Aerator Impliant
Debris clean up from storms and debris cleanup from Air Shows, etc. GROWING	3	EA	EMERGENCY & SPECIAL EVENTS NO LINE ITEM, WO issued	8HR EVENTS	1.8.2	1	8.00	3.00	24.00	0.0013	Labor	Truck, Bags, Hand Tools, Chain Saws	Storm debris and Air Shows events most likely
Rotary mowing system is acceptable. Falcon Field is one Baseball Stadium- Estimating 6 Fields for service GROWING	22	Acres	BALL FIELDS NO LINE ITEM	Improved	1.8.6	1	22.00	36.00	792.00	0.0413	Labor Grounds Maintenance	60-72" MOWING SYSTEM	
Improved Grounds (PAVEMENT/SIDEWALKS, DRIVEWAYS, etc.	4100	SY	ALL OTHER, ROUNDUP	CRACK GRASS REMOVAL	1.1.4	450	16.00	12.00	192.00	0.0100	LIC PEST-OBSERVER IN FL	BACKPACK SPRAYER AND ROUNDUP	
Improved Edging GROWING	37,000	LF	EDGE	1/2" FROM EDGE	1.1.2	1000	37.00	26.00	962.00	0.0502	Labor Grounds Maintenance	ECHO STICK EDGER	

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Improved Grounds Mowing Non-Growing	181	Acres	MOW	2-4" HEIGHT	1.1.1	2.1	86.19	6.00	517.14	0.0270	Labor Grounds Maintenance	60-72" MOWING SYSTEM	
at mowing height- Non-Growing			TRIM	2-4"	1.1.3	600	72.60	6.00	435.60	0.0227	Labor Grounds Maintenance	ECHO TRIMMER	
1 TIME PER YEAR- EARLY FALL	181	Acres	AERATION	soil plugs at a minimum of 4 inches deep and 2-3 inches apart.	1.1.8.2	8	22.63	1.00	22.63	0.0012	TRACTOR	John Deere	Rental of Aerator Impliment
Debris clean up from storms and debris cleanup from Air Shows, etc. NON GROWING	2	EA	EMERGENCY & SPECIAL EVENTS NO LINE ITEM, WO issued	8HR EVENTS	1.8.2	1	8.00	2.00	16.00	0.0008	Labor	Truck, Bags, Hand Tools, Chain Saws	Storm debris and Air Shows events most likely
Rotary mowing system is acceptable. Falcon Field is one Baseball Stadium- Estimating 6 Fields for service NON GROWING	22	Acres	BALL FIELDS NO LINE ITEM	Improved	1.8.6	1	22.00	6.00	132.00	0.0069	Labor Grounds Maintenance	60-72" MOWING SYSTEM	
Improved Edging NON GROWING	37,000	LF	EDGE	1/2" FROM EDGE	1.1.2	1000	37.00	6.00	222.00	0.0116	Labor Grounds Maintenance	ECHO STICK EDGER	

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Debris Removal and Grounds Policing	90	Acres	Police Trash	Daily	1.1.6	0.08	7.20	260.00	1872.00	0.0977	Labor Grounds Maintenance	Bags, Vehicle	Dedicated Labor
Mostly evergreen (Live Oak and Palms)	5	days	LEAF REMOVAL	5 DAYS FROM WORK ORDER	1.1.7	10	0.20	5.00	200.00	0.0104	Tractor and Labor Grounds Maintenance	John deere and Exmark and labor	
FERTILIZATION	181	Acres	FERTILIZATION	WORK ORDER	1.1.8.1	12	15.08	2.00	30.16	0.0016	TRACTOR	John deere and Exmark and labor	\$32 PER ACRE COST
Only if Contractor damaged - otherwise ordered	ESTIMATE D	SF	LAWN RENOVATION	SOD	1.1.10	0	0.00	5.00	22.50	0.0012	Labor Grounds Maintenance	Labor	NONE ANTICIPATE D, lease equipment possible
Keep in mind the Clearance requirements for Safety. No count on trim units	2500	MINUTE	PRUNE SHRUBS	Shrubs, plants, hedges, and ground cover/vines shall be pruned/trimmed 3 inches away from buildings, fences, curbing, sidewalks, and other fixed obstacles.	1.1.11	1	41.67	6.00	250.02	0.0130	Labor	Hedge Trimmer	Reference Safety Clearance requirement also in Technical
Semi-improved Grounds Mowing Growing	824	Acres	MOWING	4-10" HEIGHT	1.2.1	10	82.40	20.00	1648.00	0.0860	Tractor	Tractor, 15' Batwing	
PERIMETER FENCE GROWING	175000	LF	PERIMETER FENCE	4-10" HEIGHT	1.2.3	0.02	58.33	2.00	116.66	0.0061	Labor Grounds Maintenance	ECHO TRIMMER	CHEMICALS WILL ELIMINATE TRIM HOURS
OLD HISTORIC CEMETERY	SMALL BUT HISTORIC		CEMETERIES, APPDX G ONLY	4-10" HEIGHT	1.2.4				12.00	0.0006	Labor Grounds Maintenance	ECHO TRIMMER	ESTIMATED-SMALL AREA FIND ONLINE
Semi-improved Grounds Mowing Non-Growing	824		TRIM	4-10" HEIGHT	1.2.2	10	82.40	4.00	329.60	0.0172	Labor Grounds Maintenance	ECHO TRIMMER	

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

PERIMETER FENCE NON GROWING	175000	LF	PERIMETER FENCE	4-10" HEIGHT	1.2.3	0.02	58.33	1.00	58.33	0.0030	Labor Grounds Maintenanc e	ECHO TRIMME R	CHEMICALS WILL ELIMINATE TRIM HOURS
EOD RANGE DISKING NO LINE ITEM	11	ACRES	EOD RANGE DISKING NO LINE ITEM	3x/yr	1.8.5	0.75	8.25	3.00	24.75	0.0013	Tractor	Disc	Impliment Rental
BASH- 7-14" height GROWING	1844	Acres	MOW	7-14" HEIGHT	1.3.1	12	153.6 7	17.00	2612.3 9	0.1363	Tractor	Tractor, 15' Batwing	
10ft wide path 4-6" height around airfield (204720lf) GROWING	5	Acres	AIRFIELD CLEAR ZONES	4-6" Height	1.3.2	2	2.50	17.00	42.50	0.0022	Labor Grounds Maintenanc e	60-72" MOWING SYSTEM	Global Air NAV Data Measurements
GROWING	ESTIMATE D		AIRFILED LIGHTS	4-6" Height	1.3.3				12.00	0.0006	Labor Grounds Maintenanc e	ECHO TRIMME R	TWO DAY WORKLOAD
BASH- 7-14" height NON GROWING	1844	Acres	MOW	7-14" HEIGHT	1.3.1	12	153.6 7	4.00	614.68	0.0321	Tractor	Tractor, 15' Batwing	
10ft wide path 4-6" height around airfield (204720lf) NON GROWING	5	Acres	AIRFIELD CLEAR ZONES	4-6" Height	1.3.2	2	2.50	4.00	10.00	0.0005	Labor Grounds Maintenanc e	60-72" MOWING SYSTEM	Global Air NAV Data Measurements
NON GROWING	ESTIMATE D		AIRFILED LIGHTS	4-6" Height	1.3.3				12.00	0.0006	Labor Grounds Maintenanc e	ECHO TRIMME R	TWO DAY WORKLOAD
Unimproved Grounds Mowing, 1x per year mowing	64	Acres	Prevent Woody encroachment	14" NTE	1.4	2.5	25.60	1.00	25.60	0.0013	Tractor	8ft Heavy Rough Cut	Rental
2x per month weed free, Flowerbeds are authorized at installation main entrances and installation headquarters (I.E. wing HQ. numbered AF and MAJCOM HQ). All other beds are locally funded.	2	EA	BEDS	Hrs per service	1.5	6	12.00	2.00	24.00	0.0013	Labor	Mechanic al extraction	
Surface Drainage Ditch Maintenance	15,235	LF	WORK ORDER	4X/YR EST	1.6	0.01	152.3 5	4.00	609.40	0.0318	Labor Grounds Maintenanc e	TRIMME R	32CC STANDARD TRIMMERS 38CC MAX
Emergency Tree Pruning	800	EA	WORK ORDER		1.8.1.3				800.00	0.0417	Labor Grounds Maintenance		\$35 PER TREE/ Normal cost \$75 per tree

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC RFP # N40080-20-R-0011

Emergency Tree and Stump Removal LARGE	20	EA	WORK ORDER		1.8.1.5, 1.8.1.6			4.00	80.00	0.0042	Labor Grounds Maintenance	\$375.00
Emergency Tree and Stump Removal MEDIUM	50	EA	WORK ORDER		1.8.1.5, 1.8.1.6			3.00	150.00	0.0078	Labor Grounds Maintenance	\$275.00
Emergency Tree and Stump Removal SMALL	50	EA	WORK ORDER		1.8.1.5, 1.8.1.6			1.50	75.00	0.0039	Labor Grounds Maintenance	\$115.00
Special Cuts	90	Acres	5 a year EST	2-4"	1.8.4	2.5	36.00	5.00	180.00	0.0094	Labor Grounds Maintenance	60-72" MOWING SYSTEM
Shrub Removal/Replacement/ PLANTING TREES SHRUBS AND VEG BEDS	200	EA	? WORK ORDER QUESTION - NO CRITERIA		1.5 AND OTHER S			1.50	300.00	0.0157	LABOR, TRACTOR	\$35.50

**Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC
RFP # N40080-20-R-0011**

BIO AS FOUND AT MSBLOTTIE.COM (2017)

MARK S. BLOTTIE

Mark brings over 45 years of work and database documents to include over 30 years' experience in Contract Law education and practical application. (over 8000 Federal proposals completed)

Mr. Blottie started his work with the Government in the early 1970's with two years of college under his belt providing services as a representative through the US State Department, DIA and the CIA as a Card-Carrying US Diplomat from 1974 through 1978. He continued his service as a US Army Soldier from 1979 to 1998 (4 Year Degree issued) quickly becoming a Very Senior Intelligence Analyst and Procurement Adviser for Army and Joint Service Special Operations Worldwide, including extensive work with the National Security Agency [1] (Defense Special Missiles and Astronautics Center Senior Analyst and Educator), VII Corps Europe, The NATO Commander. In the last major wartime assignment Mark was a senior intelligence analyst to the Central Command Commander (Schwarzkopf), for Operations Desert Shield and Desert Storm along with direct daily support to the Saudi Ministry of Defense and Military Command Structure.

Mr. Blottie is the recipient of many meritorious military awards for service during the Cold War and Desert Storm including the Bronze Star, for outstanding service in training 100's of personnel along with his unique work in a battle field environment. He specifically provided superior training, guidance, and reporting to the National Level, his work ethic on a larger Team resulted in comprehensive service use of all Countries Space and Aviation assets along with the development and procedure to destroy Iraqi surface-to-surface missile batteries. We provided direct intelligence analysis, critical and required at the surrender table, for the release of prisoners of war that the Iraqi Government was not intent on acknowledging.

Leaving the service in 1998, having combined his reserve status service with working directly with both the Civil Engineering Section (Prime Beef) on Patrick AFB Florida, 45th Space Wing from 1992 through 1993 this provided direct experience in all Base Public Works Operations in support of the USAF Space Command Operations.

In 1993 Mr. Blottie signed on and started working as both Quality and General Manager for multiple private contractors who serviced the grounds along with various service and construction projects on Charleston AFB, Patrick AFB and Cape Canaveral Air Station in support of the Air Force Space Command. He was a member of the National Association of Quality Control Professionals during this period (1993-1998) and provided both physical Project Management as well as total simultaneous procurement support during this period.

In late 1998 Mr. Blottie opened a private consulting company under his name and started a number of internet ventures to provide consulting and procurement services to clients. From late 1998 through today Mr. Blottie has, and continues to, provide support with comprehensive proposal and business consulting service to over 160 US and Foreign Clients and is providing up to 100 proposals and 1000 business contract transactions a year for the past 17 years in the service and technical fields, all resulting in over 7 billion client Firm Fixed Price win dollars and employment for over 8900 personnel.

Regional 8(a) Grounds Maintenance Services National Capital Region, Washington, DC
RFP # N40080-20-R-0011

Proposal wins have included numerous GSA Schedule Contracts, Medical, O&M, Custodial, Grounds Services, Food Service, Construction, DLA Logistics, Vehicle Maintenance, Housing Maintenance, HR Staffing Support, in fact, all aspects of the Federal and Commercial Service Industry available has been the key to the company's continued excellent performance for all clients. Work has included support in rebuilding all areas impacted by hurricane Katrina. His largest single Federal award is for over 350 million dollars, with the remainder of awards since 1999 being 1/2 million to 115 million-dollar contracts for his clients.

The last few years (through today) have been spent in continued support to both the business client along with providing senior pricing team management and specialized analysis for select Federal Agencies. Work includes numerous major procurement efforts for major clients in General Site Services, Specialized Site Services (Fuel and Fuel Depots), O&M, Security, Classified Operations, etc. Often these services are provided as a critical member of a comprehensive proposal team, However, continued support is dedicated to the many small business companies that make up the majority of the procurement market and is provided by Mark as a dedicated small procurement company (One-On-One until the Job is Done).

Education in Brief:

(Bachelor of Science and Advanced work in Classified Space Based Operations and Communications)
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Hourly and Fixed Projects Rates available through written contracts.

Customer Reference Available.