

**MOODY AFB GEORGIA 8a GROUNDS MAINTENANCE SERVICE
RFP # FA4830-20-R-0004**

**IF YOU DON'T BID YOU DON'T WIN
EXISTING CONTRACT & RFP BRIEFING NUMBER 010**

8a SET-ASIDE

**Opportunity Knocks...17 February 2020 Report using All Source
Data:**

Original Published Date: Feb 11, 2020 4:32 pm CST

DUE DATE 10 April 2020, 4pm CST

**SITE VISIT 02 March 2020, 9am (24 Feb 2020 cutoff date to
register)**

QUESTIONS DUE 12 March 2020, 4pm CST

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DETAILS AND ESTIMATES:

Funding & Awarding Agency	USAF FA4830 23 CONS CC
Last Awarded Vendor	Prodyn LLC
Major Program	S208 - HOUSEKEEPING- LANDSCAPING/GROUNDSKEEPING
Contacts	jesseca.edralin.ph@us.af.mil Jesseca C. Edralin
Original RFP	FA483015R0001
Contract Number	FA483015C0003
Award Amount	\$5,753,546.70
Contract Modifications Made	2
Reported Paid (5 YEAR)	\$5,836,548.94
ANNUAL Payments	\$704,710.52
Bid Bond	NO
Performance Bond	NO
Payment Bond	NO
Estimated Bond	\$0.00
Number of Offers Received	9
Set Aside	8a
CBA	YES (The impact of the CBA added 2 million dollars to Value)

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SERVICES LOCATION OVERVIEW:

ITEM	DESCRIPTION	ESTIMATED QUANTITIES		ESTIMATED WORKLOAD	
		Quantity	Unit	Growing Season (Oct-Nov and Mar-Sep)	Non-Growing Season (Dec-Feb)
1	Improved Grounds	335.16	Acres	34	3
2	Improved Grounds Weed Control (Hard surfaces – Sidewalks, Parking lot, Driveway ect.)	172.96	Acres	9	3
3	Improved Grounds Edging	514561	LF	9	3
4	Irrigation Maintenance/Operation	741	Heads	8	N/A
4a	Lawn Irrigated Areas	9.29	Acres	Informational	
4b	Number of time clocks	4	EA	Informational	
5	Debris Removal and Grounds Policing	156.40	Acres	12 Months	
6	Leaf removal	156.40	Acres	3 (May, Oct, & Nov)	3
7	Prune Shrubs and Other Plants	9,500	EA	1	1
8	Semi-Improved Grounds	144.09	Acres	9	3
9	Fence Line	121,368	LF	9	3
10	BASH (Air Field)	827.54	Acres	9	3
11	Roads	24.42	Miles	Informational	
12	Unimproved Grounds	40.45	Acres	1 Cut per year	
13	Improved Grounds - Fertilization	156.40	Acres	1 Time per year	
14	Improved Grounds - Aeration	156.40	Acres	1 Time per year	
15	Improved Grounds – Weed Control	156.40	Acres	1 Time per year	
16	Vegetative Beds	1.15	Acres	12 Months	

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Other Available Data:

GOVERNMENT STAFFING DISCLOSURE:

NONE

PRODUCTION RATE ANALYSIS AND WAGE AND BENEFIT BREAKDOWN:

10 Holidays (80 hours)

80 Hours average Vacation projections

96 Hours Sick Leave

(1,824 Hours annual productive time rate)

EXTENSIVE CBA WAGES AND CONDITIONS

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PERFORMANCE OBJECTIVE

Performance Objective (PO)	PWS Section	Performance Threshold	Method of Surveillance
PO-1 - Maintain Improved Grounds	1.1	Excellent: 0 defects	Customer Complaint; 100% Inspection; Periodic Validation
		Very Good: 1 defect	
		Satisfactory : 4 defects	
		Marginal: 5 defects	
		Unsatisfactory: More than 5 defects	
PO-2 - Maintain Semi-Improved Grounds	1.2	Excellent: 0 defects	Customer Complaint; 100% Inspection; Periodic Validation
		Very Good: 1 defect	
		Satisfactory : 4 defects	
		Marginal: 5 defects	
		Unsatisfactory: More than 5 defects	
PO-3 - Maintain BASH	1.3	Excellent: 0 defects	Customer Complaint; 100% Inspection; Periodic
		Very Good: 1 defect	
		Satisfactory : 4 defects	
		Marginal: 5 defects	
		Unsatisfactory: More than 5 defects	
PO - 4 Maintain Unimproved Grounds	1.4	Satisfactory : 1 defect	100% Inspection
PO-5 - Maintain Vegetative Beds, Inert Beds and related Areas	1.5	Excellent: 0 defects	100% Inspection
		Very Good: 1 defect	
		Satisfactory : 4 defects	
		Marginal: 5 defects	
		Unsatisfactory: More than 5 defects	

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ANTICIPATED GOVERNMENT FURNISHED FACILITIES BREAKDOWN:

The Government will provide office and storage space in Building 966 (approximately 850 sq ft), open paved storage space (approximately 10,000 sq ft), and a portion of Building 958 (approximately 2000 sq ft). The last two bays on the east side of building 958 will be utilized by the government (approximately 1,000 sq ft). Additionally, the Contractor may use the Government equipment-wash-rack located in the heavy equipment and grounds maintenance yard to clean the exterior of vehicles and equipment only. No disposal of Hazardous Material or Hazardous Waste (HM/HW) is allowed in the wash rack. Engine and equipment steam or pressure cleaning is not allowed in the wash rack or on base. The Contractor shall ensure the equipment-wash-rack is clean and free of debris after each Contractor use. Discrepancies with the wash rack equipment shall be immediately reported to the COR and Heavy Equipment Shop supervisor.

2.1.1. Government-Furnished Equipment (GFE). The government will provide the following radios and chargers to the contractor for use during airfield operations. Repair or replacement of this equipment due to misuse, abuse, or loss, as determined by the government, shall be the responsibility of the contractor.

Table 3-1. GFE

Type Equipment	Serial Number
Motorola Radio XTL 5000 V2 (Loaner 38)	320CDY3026
Motorola Radio XTL 5000 V2 (Loaner 39)	320CMF3873
Motorola Class 2 Single Battery Charger	N/A
Motorola Class 2 Single Battery Charger	N/A

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PREVIOUS QUESTIONS AND GOVERNMENT ANSWERS:

Question 1

Grassy pond recreational area on the digital maps, looks like a considerable area size, nowhere in the solicitation does it provide an acreage quantity, please provide an acreage quantity?

Answer

Acreage for Grassy Pond recreation area is approximately 30 acres and is included in the total acreage for improved grounds.

Question 1

Where is pine straw/mulch required to be installed and how often?

Answer

Currently, the only location pine straw will be installed is in the special beds for the Hospital campus. There is also an option for additional special beds which will require pine straw if executed and these areas (up to 2 acres) are around the two headquarters facilities as well as islands and circles on several roads throughout the base.

Question 1

Is the Contractor responsible to mow between the perimeter fence, train tracks, and Bemis road?

Answer

Not at the current time. However, Moody is working with the owning agencies and the areas may be added at some point during this contract period.

Question 1

Based on the last two years of this contract, how often were the CLINs options exercised?

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Answer

100 acres of additional improved grounds mowing were exercised in 2014 and anticipated in 2015.

Question 1

Based on the award dated March 1, 2013 to Siler Excavating, LLC, how many years does that award amount represent? Was it for the base year and all option years or just for the base year?

Answer

The award amount for 1 March 2013 was for the remainder of FY 13 (base year).

Question 1

What is the last award amount for this contract?

Answer

Previous contract was awarded for \$480,145.36.

Question 1

Who was the contractor?

Answer

SILER Excavating, LLC

Question 1

Was this a previous 8a set-aside?

Answer

Yes

Question 1

Do we cut the outside area where the landing lights are?

Answer

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If the area referred to is the area on the North side of Hightower Road, within the fenced area, the answer is yes. The approach light area is leased by Moody AFB and included in airfield grounds and identified as such on the grounds map.

Question 1

Can the ditches in the airfield area be sprayed with herbicide?

Answer

With the proper licensing and coordination with the base entomologist and the COR, DoD approved herbicides *may* be applied in quantities not to exceed EPA and DoD standards.

Question 1

Will there be a map emailed to us?

Answer

A map can be provided upon email request.

This Attachment contains questions and answers regarding this Request for Proposal (RFP). This document does not change the terms in the solicitation unless provided by amendment to the RFP.

1. Line Item 17 and 47 "Prune Trees" is it to be assumed that we are to take the number from Appendix B-1 that states the quantity of pruning and divide that number by 12? Typically pruning is listed each and not months.

A: The CLIN unit of issue will be changed to "Each" and quantities will be changed to reflect the quantities in Appendix B-1 and B-2. See RFP amendment 0003.

2. Item 20 and 48 "Tree and Stump Removal" this is stated as each; however, there is nothing mentioned on the diameter size e.g. small, medium, large? Depending on the diameter of the tree would typically dictate the cost to a contractor, we notice under the emergency tree section of the PWS breaks down sizes but not in relevance to cost of the size. Could any interpretation be issued on this question. *[sic]* Our concern is a times *[sic]* this could be a disadvantage to the government and or the contractor depending on which size was being removed.

A: In order to make pricing easier for Tree Pruning and Tree/Stump Removal additional CLINS have been added for each tree size. Reference the solicitation CLINS X170, X180, X190, X200, X240, X250, X260, X270, X470, X480, X490, X500, X520, X530, X540, X550. Additionally, tree sizes have been relocated within the PWS from paragraph 1.7.4 to 1.7. Furthermore, CLINS X210, X280, X510, X560 have been added to the solicitation for Emergency

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Tree Pruning (PWS 1.7.4) and Emergency Tree/Stump Removal (PWS 1.7.6). These CLINS will be priced as a premium only, as the actual Tree Pruning and/or Tree/Stump Removal will be priced with the actual Tree Pruning and/or Tree/Stump Removal CLINS. See RFP amendment 0003.

3. We also noticed on the RFP that Item Number 1004 and 2004 has an *[sic]* numerical error. The quantities reflect 342 on one and 352 on the other; just wanted to bring this to your attention in addition to my questions from yesterday.

A: See RFP amendment 0003, the error has been corrected.

4. We are putting the costing numbers together on this solicitation and just realized the union agreement is missing some labor categories, Tractor Operator, Gardener, plus it has 3 different categories for pest control, <NOT SURE just what one to use> also there is no US Wage Determination should that not be attached as well.

A: The collective bargaining agreement (CBA) applies to all current employees, excluding management, and, as such, no wage determination will be attached to the solicitation. In accordance with the Services Contract Act, the existing CBA will remain effective as a wage determination. Since the government does not dictate specific labor

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categories or classifications to be utilized, it the contractor's responsibility to classify employees and to pay them properly.

5. What Wage Determination will be used under this Contract? Will the previous Collective Bargaining Agreement between Siler Excavating stay in effect? Or will Davis Bacon Wages for Lowndes County determine the wage rate?

A: The collective bargaining agreement (CBA) applies to all current employees, excluding management, and, as such, no wage determination will be attached to the solicitation. In accordance with the Services Contract Act, the existing CBA will remain effective as a wage determination. Since the government does not dictate specific labor categories or classifications to be utilized, it the contractor's responsibility to classify employees and to pay them properly.

6. Which of the CLINS options in the current solicitation were included in the Siler Excavating, LLC grounds contract?

A: The CLINS for the Base Year of the Siler Excavating, LLC grounds contract are as follows. Each of the option years utilizes the same CLINS with the appropriate period of performance. FFP is the acronym for Firm Fixed Price.

X010

Base Grounds Maintenance Operations FFP

Non-Personal Services - Provide all supervision, personnel, equipment, transportation, material, and other items and services necessary to perform Base Grounds Maintenance services.... This CLIN is not separately priced and will not be assigned a value....

X020

Improved Grounds (IG) Main Base FFP

Maintain Improved Grounds in accordance with the PWS. One (1) cut every fourteen (14) days.

X030

Non-Airfield Semi-IG (SIG) FFP

Maintain Non-Airfield Semi-Improved Grounds in accordance with the PWS. One (1) cut per month.

X040

Airfield SIG FFP

Maintain Airfield Semi-Improved Grounds in accordance with the PWS. One (1) cut per month.

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X050

IG (Acreage) FFP

Maintain Improved Grounds in accordance with the PWS. Estimated 229 acres requested in any increment with prior coordination during the period

X060

Reserved FFP

Reserved

X070 OPTION

IG, Frequency Increase FFP

Maintain Improved Grounds. *Each= One (1) cut of the improved grounds based on the specified acreage in Appendix B-1 of the PWS and one (1) edge every other cut in accordance with the PWS. Upon exercising this CLIN, the frequency of mowing will change from every 14 days to every 7 days not to exceed (NTE) 15 additional cuts

X080 OPTION

Non-Airfield SIG, Freq Increase FFP

Maintain Non-Airfield Semi-Improved Grounds in accordance with the PWS. *Each= One (1) cut of the non-airfield semi-improved grounds based on the specified acreage in Appendix B-1 of the PWS. Upon exercising this CLIN, the frequency of mowing will change from once per month to every 14 days not to exceed 8 additional cuts

X090

Hospital Grounds Maintenance Operations FFP

Non-Personal Services - Provide all supervision, personnel, equipment, transportation, material, and other items and services necessary to perform Hospital Grounds Maintenance services.... This CLIN is not separately priced and will not be assigned a value....

X100

Hospital IG FFP

Maintain Hospital Improved Grounds in accordance with the PWS.

X110

Reserved FFP

Reserved

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X120

Hospital Leaf Removal Grounds FFP

Hospital Leaf Removal Grounds in accordance with the PWS.

X130

Hospital Special Landscape Flower Beds FFP

Maintain Hospital Special Landscape Flower Beds in accordance with the PWS.

X140

Hospital Debris, Trash, Litter Policing FFP

Hospital Debris, Trash, and Litter Policing in accordance with the PWS.

X150

Hospital Prune Trees FFP

Prune Hospital Trees in accordance with the PWS.

7. Was the first year Siler Excavating, LLC grounds contract for 7 months?

A: Yes. The base year was awarded from 1 March 2013 to 30 September 2013.

8. What was the improved grounds mowing cycle (i.e. every 14 days vs every 7 days) for first and second year of the Siler Excavating, LLC grounds contract?

A: The performance period was 14 days for the first and second year of the Siler Excavating, LLC grounds contract. Options to increase the frequency of mowing from 14 to 7 days were not exercised.

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CONTRACT WORK ESTIMATION ACTION TITLES FOR PROPOSAL:

- 8 Pages of Turf and Grounds maps used to identify Grounds operations (by service location) for workload estimations. Table provided with breakdown.
- Vehicle Fleet Analysis
- Equipment Analysis
- Vendor Quotes and Analysis
- Proposal Outline Prep (Compliance Matrix)
- 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 an 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

ESTIMATED PROPOSAL VALUE:

Fixed Fee 2 payment approach: \$4,000.00-dollar Value

\$2,000.00 DOLLAR RETAINER

\$2,000.00 DOLLAR FINAL WITH PROPOSAL SUBMISSION

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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	3102.8 4	0.1619	Labor Grounds Maintenanc e	60-72" MOWING SYSTEM	
at mowing height- Growing			TRIM	2-4"	1.1.3	600	72.60	36.00	2613.6 0	0.1364	Labor Grounds Maintenanc e	ECHO TRIMME R	
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 Impliment
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 Sho 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 Maintenanc e	60-72" MOWING SYSTEM	
Improved Grounds (PAVEMENT/SIDEWALK S, DRIVEWAYS, etc.	4100	SY	ALL OTHER, ROUNDUP	CRACK GRASS REMOVAL	1.1.4	450	16.00	12.00	192.00	0.0100	LIC PEST- OBSERVE R 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 Maintenanc e	ECHO STICK EDGER	

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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 Impliant
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	

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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 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 ANTICIPATED, 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 FENCEGROWING	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	

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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 Maintenan 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 Maintenan 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 Maintenan 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 Maintenan 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 Maintenan 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 Maintenan 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

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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 OTHERS			1.50	300.00	0.0157	LABOR, TRACTOR	\$35.50

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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.

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,

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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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SAMS Registered Office:

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Melbourne, Florida 32940

Hourly and Fixed Projects Rates available through written contracts.

Customer Reference Available.