

**GOODFELLOW AFB TEXAS GROUNDS MAINTENANCE SERVICE
RFP # FA303020Q0010**

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

HUBZONE SET-ASIDE

**Opportunity Knocks...16 February 2020 Report using All Source
Data:**

Original Published Date: Jan 10, 2019 4:32 pm CST

DUE DATE 13 March 2020, 9am CST

QUESTIONS DUE 28 February 2020, 4pm CST

**45 line items of cost for each performance period (Nickle and Dime)
for a 2-2.5 million dollar 5 year project?**

submitted by PAPER & CD – Old School

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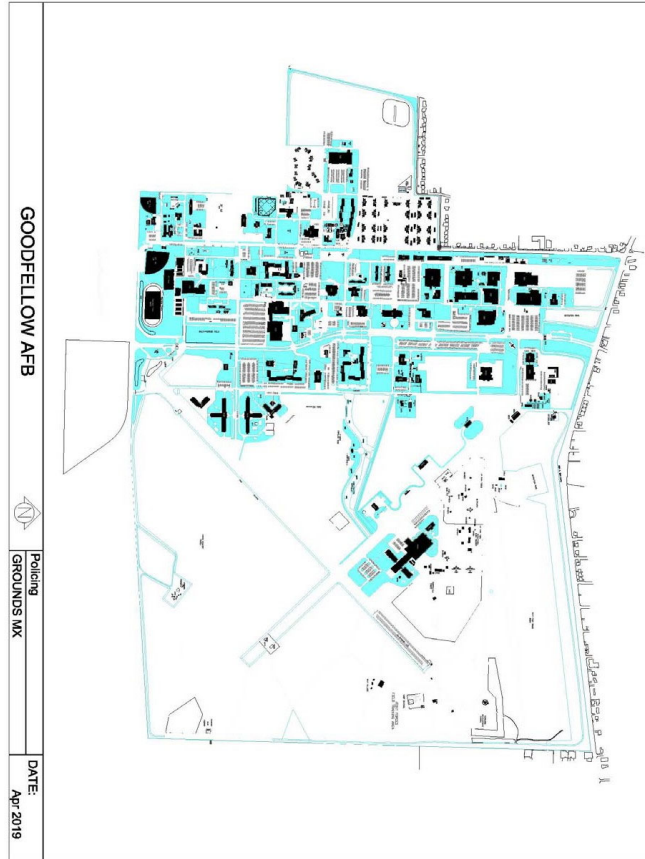
DETAILS AND ESTIMATES:

Funding & Awarding Agency	17 th Cons Goodfellow AFB Texas
Last Awarded Vendor	Dependable Lawn Care, Inc
Major Program	S208 - HOUSEKEEPING- LANDSCAPING/GROUNDSKEEPING
Contacts	candace.bevilacqua@us.af.mil Candace M. Bevilacqua
Original RFP	FA303014R0010
Contract Number	FA303015D0001
Award Amount	\$1,660,119.52
Contract Modifications Made	41
Reported Paid (3 YEAR)	\$1,660,119.52
ANNUAL Payments	\$305K
Bid Bond	NO
Performance Bond	NO
Payment Bond	NO
Estimated Bond	\$0.00
Number of Offers Received	5
Set Aside	HUBZONE
Site Visit	27 February 2020, 9AM
Questions	DUE BY 28 February 2020, 4PM
CBA	No

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SERVICES LOCATION OVERVIEW:

9 HIGH DEF MAPS AVAILABLE WITH SOL FILES:



IRRIGATION BY LOCATION PROVIDED

ITEM	DESCRIPTION	ESTIMATED QUANTITIES		ESTIMATED WORKLOAD (# TIMES ANNUALLY)	
		Quantity	Unit	Growing Season	Non-Growing Season
1	Improved Grounds - Base	176.8	Acre	35	17
2	Improved Grounds - Clinic	3.2	Acre	35	17
3	Edging	594,628	Linear Feet	35	17
4	Trimming	1.6	Acre	35	17
5	Irrigation Maintenance/Repair - Base	15.1	Acre	8	4

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6	Debris Removal and Policing - Base	163.8	Acre	35	17
7	Debris Removal and Policing - Clinic	3.2	Acre	35	17
8	Leaf Removal Base	163.8	Each	NTE 6 X per year	
9	Leaf Removal - Clinic	3.2	Each	NTE 6 X per year	
10	Pest Control - Base	163.8	Acre	35	17
11	Pest Control - Clinic	3.2	Acre	35	17
12	Prune Shrubs and Other Plants	8.4	Acre	8	4
13	Semi-Improved Grounds	68	Acre	35	17
14	Mow Un-Improved Grounds	384.0	Acre	NTE 1 X per year	
15	Vegetative Beds, Inert Beds and Related Areas - Base	13.4	Acre	35	17
16	Vegetative Beds, Inert Beds and Related Areas - Clinic	0.3	Acre	35	17
17	Surface Drainage Ditches Maintenance	3	Acre	35	17
18	Tree Pruning - Base	150	Each	100	50
19	Tree Pruning - Clinic	10	Each	5	5
20	Emergency Tree Pruning - Base	10	Each	5	5
21	Emergency Tree Pruning - Clinic	3	Each	2	1
22	Tree Removal - Small (Dia. 3" To Less Than 24") Base	30	Each	10	20
23	Tree Removal - Small (Dia. 3" To Less Than 24") Clinic	10	Each	5	5
24	Tree Removal - Medium (Dia. 24" To Less Than 36") Base	10	Each	0	10
25	Tree Removal - Medium (Dia. 24" To Less Than 36") Clinic	3	Each	1	2
26	Tree Removal - Large (Dia.36" And Above) Base	5	Each	0	5

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Other Available Data:

GOVERNMENT STAFFING DISCLOSURE:

**TOP SECRET FACILITY OVERALL – NO CLEARANCE REQUIRED – I WAS
SCHEDULE TO TEACH HERE IN 1987.**

Goodfellow Air Force Base is a nonflying [United States Air Force](#) base located in [San Angelo, Texas, United States](#). As part of [Air Education and Training Command](#) (AETC), Goodfellow's main mission is [cryptologic](#) and [intelligence](#) training for the Air Force, [Army](#), [Coast Guard](#), [Navy](#), and [Marine Corps](#). Military firefighters are also trained here as part of the [312th Training Squadron](#). It is the home of the [17th Training Wing](#) (17 TRW). The base is named for [World War I aviator First Lieutenant John J. Goodfellow, Jr.](#)

PRODUCTION RATE ANALYSIS AND WAGE AND BENEFIT BREAKDOWN:

10 Holidays (80 hours)

80 Hours average Vacation projections

56 Hours Sick Leave

(1,864 Hours annual productive time rate)

NO CBA

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PERFORMANCE OBJECTIVE

Performance Objective (PO)	PWS Para	Performance Threshold
PO-1 - Maintain Improved Grounds a. Mow b. Edge c. Trim d. Irrigation Systems e. Leaf Removal f. Pest Control g. Lawn Renovation h. Prune Shrubs	1.1 inclusive	95%
PO-2 - Maintain Semi-Improved Grounds (Non-Airfield) a. Mow Non-Airfield semi-improved areas b. Edge Non-Airfield semi-improved areas c. Trim Non-Airfield semi-improved areas	1.2 inclusive	95%
PO-3 - Maintain Un-Improved Grounds a. Mow - once a Year	1.3 inclusive	97%
PO-4 - Maintain Vegetative Beds, Inert Beds and related Areas	1.5	95%
PO-5 - Debris, Trash and Litter Policing	1.6	95%
PO-6 - Tree Pruning	1.7, inclusive	98%
PO-7 - Quality Control a. Contractor's Quality Control Plan (incorporated into contract after award).	2.1	98%

Item No.	Description	Format	Frequency
1	Contractor's Monthly Invoices	Mutually agreed upon format	Monthly (by the 5 th of each month)
2	Quality Control Plan	Contractor Format	Prior to the pre-performance conference
3	Contractor Mowing Schedule to include Debris/Policing	Mutually agreed upon format	Within 30 days after award and updated when changed occur.
4	Damage and Injury Reports	As required by law	Each Occurrence, within five (5) days of incident

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5	Employee Listing	Contractor Format	Original and changes as occurring
6	Hazardous Material Usage	Mutually Agreed Upon format	Monthly (by the 3 rd of the month)
7	Irrigation System Inspection	Contractor Format	Annually, NLT the 14 th of April
8	Irrigation Maintenance and Repair Report	Contractor Format	Monthly Inspections and repairs
9	Identify trees that pose public safety hazards or threats to structures/buildings and to utility poles and power lines	Contractor Format	Quarterly (Jan, Apr, Jul, Oct)

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ANTICIPATED GOVERNMENT FURNISHED FACILITIES BREAKDOWN:

Building 718

Latrine area, 110
square feet Office
area, 127 square
feet Break area, 177
square feet Shop
area, 150 square
feet

Building 742

Storage area, 450 square feet

Exterior yard space:

Approximately 2,900 square feet of exterior space area is provided adjacent to buildings 718 and 742.

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PREVIOUS QUESTIONS AND GOVERNMENT ANSWERS:

1) Q- The number of manual and automatic irrigation zones?

A- There are 46 manual and 56 automatic irrigation zones on Goodfellow AFB and the Goodfellow AFB Recreation camp. There is only one manual irrigation system at the Goodfellow AFB Recreation Camp.

2) Q- On Appendix A, Estimated Workload Data, items 15-20 are repairable items. What if more items are needed than these estimated quantities?

A- See Note 2 of Appendix A for discussion of 25% variation in quantity and when an equitable adjustment may be made.

3) Q- What are the procedures for independent third party work in, around, or on the grounds maintenance irrigation systems and what happens if there are damages done by those parties?

A- The grounds maintenance contractor will not be responsible for damages caused by independent third parties on the grounds maintenance irrigation systems. However, the

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contractor will mark the components to prevent damage during work. An inspection will be conducted at the beginning of any project affecting the grounds maintenance systems and the systems will be checked. After work the system will also be checked and turned back over to the grounds maintenance contractor in the same condition. Any damages caused by independent third parties will be repaired by those parties. Please refer to the amended PWS when posted for specific information.

4) Q- What are the procedures for marking the grounds maintenance irrigation components?

A- The grounds maintenance contractor will mark all grounds maintenance irrigation system lines and components as specified in the PWS. Civil Engineering will provide maps of the irrigation systems and components that have been mapped and the contractor will mark based upon these maps. Please refer to the amended PWS when posted for specific information.

5) Q- How many dig permits are issued per month?

A- About 6 dig permits are issued each month and approximately 72 per year.

6) Q- Is it the responsibility of the grounds maintenance contractor to repair lines or components under pavements or sidewalks?

A- Yes. The grounds maintenance contractor is responsible for all grounds maintenance irrigation systems and components as specified in the PWS. It was noted by the current grounds maintenance contractor that they have dug under pavements and sidewalks to reach certain lines and components.

7) Q- How are the Underground Sprinkler Systems (manual), Item 11B on Appendix A Estimated Workload Data, operated?

A- The manual sprinkler systems are controlled by a ball valve/gate valve that is turned on and off.

8) Q- How are the Areas Without Irrigation Systems that require manual watering techniques (water cannons, hoses, sprinklers), Item 11D on Appendix A, Estimated Workload Date, operated?

A- There are several valves at these sites to manually hook up the necessary components indicated to water these areas. The areas are manually watered. Additionally, coordination with the base fire department is required due to the pressure of the water leaving these valves. This ensures city regulations are followed.

9) Q- PWS section 1.1.4 Irrigation states that the contractor shall water the athletic fields on scheduled days prior to 05:00 and after 23:00 hours. Is this correct?

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A- Yes, these times are required to ensure the areas are maintained while not occupied. The current grounds maintenance contractor maintains one person on an overnight shift to maintain these areas as indicated by the PWS.

10) Q- How is the static pressure on base?

A- The static pressure varies but is good.

11) Q- Is a price submitted for the CLIN's without a quantity and unit, such as CLIN 0001 & 0002?

A- No. These are general CLIN categories. A general CLIN category is used when there are numerous Sub-CLIN's comprising the CLIN. A price or proposal is only submitted on the CLIN's or Sub-CLIN's with a quantity and unit indicated on the Schedule B.

12) Q- Does CLIN 0002 indicate the second option period?

A- No. The basic year period CLIN's and Sub-CLIN's are indicated by 0, Option Year 1 is indicated by a 1, Option Year 2 is indicated by a 2, and Option Year 3 is indicated by a 3. Additionally, all option year CLIN's and Sub-CLIN's will have the word option beneath the CLIN or Sub-CLIN on the Schedule B. The base year are CLIN's 0001-0022, Option 1 are CLIN's 1001-1022, Option Year 2 are CLIN's 2001-2022, and Option Year 3 are CLIN's 3001-3022. The contract is for the base period and three option years.

13) Q- Are there any payment or performance bonds required on this contract?

A- No, it is a service contract. However, insurance is required. See solicitation for specific details.

14) Q- How are the items 15-20, Repair Items, on Appendix A, Estimated Workload Data, priced?

A- There is no specific CLIN or Sub-CLIN for these repair items. The contractor can factor in the prices for these items into whatever CLIN or Sub-CLIN is appropriate. One site visit attendee suggested incorporating these prices for these items into Sub-CLIN 0007AB, Maintain the Irrigation System.

15) Q- When Sub-CLIN 0016AA and 0016AB, Special Cuts for Distinguished Visitors DV Routes, are awarded is the entire Sub-CLIN amount (acreage) awarded or is it a partial amount?

A- The entire amount specified on the Sub-CLIN. The Sub-CLIN is for special circumstances that require additional grounds maintenance services in certain areas and the entire amount of the Sub-CLIN will be awarded.

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16) Q- How much fertilizer is being used on CLIN 0009, Apply Fertilizer and/or lime? Is it one ton per application being used for a total of 46 tons for the entire CLIN or 1 ton for the entire 46 ea applications?

A- The amended solicitation will contain a new estimate for the application of fertilizer. Please refer to the amended solicitation for specific information.

17) Q- Are areas around the perimeter of the base part of the grounds maintenance contract?

A- Yes, when the maps are enlarged the areas around the perimeter of the base requiring grounds maintenance services are visible.

18) Q- How does the grounds maintenance contractor dispose of materials?

A- A 40 cubic yard roll off dumpster is provided and emptied by the Government for the disposal of waste materials.

19) Q- What type of grass is on the base?

A- The grass is primarily Bermuda.

20) Q- Does Civil Engineering winterize the grounds maintenance irrigation systems?

A- Yes, Civil Engineering winterizes the grounds maintenance irrigation systems.

21) Q- Is there an irrigation system at the Goodfellow AFB Recreation Camp?

A- Yes. However, at this time the irrigation system is inoperative and Civil Engineering is working to restore the irrigation system as soon as possible.

22) Q- What type of sprinkler head are used on base?

A- Rain Birds, Toro, or a combination of these types. The type of sprinkler head removed will dictate the type of sprinkler head installed.

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1. Will the contractor be permitted to use herbicide to maintain all the hardstand surfaces, i.e. sidewalks, parking lots, etc?

A- Contractor will be permitted to use herbicide to maintain all the hardstand surfaces as long as the herbicide has been approved and meets all environmental requirements as stated in the PWS.

2. Will trees be pruned to ANSI standards and the American arbor society standards by the start of the contract? Including having all of the dead limbs out of the trees.

A- Currently, trees are maintained according to ANSI standards IAW the Performance Work Statement. The condition of the trees will be inspected and IAW ANSI standards prior to the start of the contract.

3. Will all of the shrubs be pruned to contract standards by the start of the contract?

A- Currently, shrubs are maintained according to ANSI standards IAW the Performance Work Statement. The condition of the shrubs will be inspected and IAW ANSI standards prior to the start of the contract.

4. Will all irrigation systems be 100% operational by the start of the contract?

A- All irrigation systems will most likely not be 100 percent operational by the start of the contract. The systems that are not operational will be brought up to operational capability by CE as soon as possible. The Government requires the contractor to manually water the specific areas that are not covered by the sprinkler heads/irrigation system to maintain a uniform appearance.

5. During the site visit it appeared that some of the irrigation systems, though working, were not cover 100% of the zone they were designed for. Will all the heads be adjusted and working properly to adequately cover 100% of their zone?

A- No. 100% of all the grounds maintenance zones are not covered by the sprinkler heads/irrigation system. Most grounds maintenance zones have adequate coverage to keep the grass green. Several areas are currently being worked by Civil Engineering to improve the accuracy and reach of the sprinkler heads/irrigation system. The

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Government requires the contractor to manually water the specific areas that are not covered by the sprinkler heads/irrigation system to maintain a uniform appearance.

6. The solicitation shows that there is 33,871,016 sqft of rock beds, this is 777 acres, please verify that this number is correct?

A- The correct figure is 338,710.16; however, a slightly updated figure will be posted on the solicitation amendment. Please refer to solicitation amendment when posted for correct figure.

7. Can we use pre-emergent herbicide to perform weed control in the improved irrigated areas?

A- Yes. Pre-emergent herbicide is allowable but the particular brand name must be approved by civil engineering prior to use. Please refer to the Pesticides section of the Performance Work Statement for specific instructions.

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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: \$1,500.00-dollar Value

\$750.00 DOLLAR RETAINER

\$750.00 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	3102.84	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 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 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	

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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 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	ECHO TRIMMER	

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											Maintenanc e		
PERIMETER FENCE NON GROWING	175000	LF	PERIMETER FENCE	4-10" HEIGHT	1.23	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

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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
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

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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.

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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.