

RFP 2018-009 DISASTER DEBRIS REMOVAL SERVICES
MEMORANDUM SUPPLEMENT

SUBJECT: Award Recommendation RFP 2018-009 Disaster Debris Removal Services

OUTREACH EFFORTS TO POTENTIAL PROPOSERS

The City of Coral of Coral Gables conducted this RFP in full and open competition in accordance with the Procurement Standards of Title 2 C.F.R. § 200.319 - 200.326.

On March 6th, when the RFP was formally advertised, issued, and distributed, the City notified a total of three-hundred twenty-seven (327) potential proposers via Public Purchase, the City's web based e- Procurement service. Fifty (50) of these potential proposers downloaded and viewed the RFP package.

Furthermore, in accordance with the requirements of 2 C.F.R. § 200 .321 - Contracting with small and minority businesses, women's business enterprises, and labor surplus area firms, the City notified one-hundred and forty-two (142) small and minority business firms of the City's RFP. The search for these firms included visiting the web-based databases of the State of Florida Office of Supplier Diversity, Miami-Dade County Small Business Development Division, the U.S. Small Business Administration, Miami-Dade County Public Schools Office of Economic Opportunity, and Broward County Public Schools.

METHOD OF AWARD

In accordance with Section 1.1 of the RFP, the City may award this RFP to multiple proposers. In such case, a Primary, Secondary, and Tertiary Proposer, in the order of their ranking as determined by their overall scores pursuant to this RFP, may be selected. If the Primary Proposer cannot respond in a timely manner or cannot fulfill its contractual obligations or when the workload warrants, the City reserves the right to request services from the Secondary and/or Tertiary Proposer, accordingly.

As result of the Evaluation Committee's recommendation, the City intends to award this RFP and negotiate a Professional Services Agreement with the three (3) highest ranked responsive-responsible proposers. This will allow the City to have a Primary, Secondary, and Tertiary vendor in accordance with Section 1.1 of the RFP.

SUBCONTRACTING PLAN

Phillips and Jordan, Inc. (Primary)

Phillips & Jordan anticipates that approximately 60% of the work performed during a disaster debris management mission would be subcontracted in the event of contract activation. Phillips and Jordan, Inc., has identified in its proposal twenty-four (24) key pre-positioned subcontractors that could support Phillips & Jordan under Master Work Orders for debris removal, tree and stump removal, vegetative debris reduction, and environmental services as part of the City disaster debris management mission. Additionally, In order to ensure maximum local participation during a future disaster event that impacts the City, and ensure full compliance with the Stafford Act, Phillips & Jordan maintains a database of pre-registered subcontractors located through the United States to supplement the resources offered by Phillips & Jordan and their key pre-positioned subcontractors. At the present time Phillips & Jordan has pre-registration information on file for 3,411 subcontractors located in the State of Florida.

The pre-registration process allows Phillips & Jordan to confirm equipment suitability and readiness, verify insurance policies are sufficient and current, review financial and safety performance, and execute subcontractor agreements. Completing these tasks in advance of a disaster event allows Phillips & Jordan to execute disaster debris management missions in a timely and coordinated manner and provides the City with the opportunity to approve or disapprove potential subcontractors before they commence operational work assignments.

Ceres Environmental Services, Inc. (Secondary)

Currently, Ceres has 670 pre-screened and fully qualified subcontractors with home operations in Florida. 68 of these subcontractors are located in Miami-Dade County. These subcontractors have been evaluated on many levels, including past performance, equipment and personnel availability, mobilization timeframes, insurance, and cost.

Ceres' subcontractor database currently contains more than 5,000 disaster debris management prospective subcontractors who have contacted Ceres with an interest in subcontracting. More than 1,100 of these subcontractors have worked on Ceres' disaster projects, providing, along with Ceres' owned fleet, more than 7,000 pieces of loading and hauling equipment. While Ceres' database of qualified subcontractors is very large, it is their intention to select from a more regionally based group and have established for Coral Gables four unique response regions. These are based on relative distance from your area and use straight-line miles and/or drive time to establish which region each state of potential subcontractors belongs in.

Additionally, in Ceres' subcontractor registration process, all potential firms are required to demonstrate their knowledge of the disaster recovery process, including safety, knowledge of FEMA related topics, eligible debris, etc. After careful scrutiny, the firms that meet Ceres' rigorous standards are added to the list of preferred subcontractors. Additionally, after each disaster recovery project, Ceres managers go through a complete performance evaluation of each subcontractor that worked on the project.

AshBritt, Inc. (Tertiary)

AshBritt has over 13,000 registered recovery-related subcontractors and vendors nationwide, with over 1,850 in the State of Florida. AshBritt will perform at least 30% of the work with its own forces and give priority to utilizing resources located within the disaster area. AshBritt will allow subcontractors to perform debris removal, DMS management, haul out, hazardous hangers, tree, and stump removal and potentially other similar services as described in this RFP. Although AshBritt thoroughly vets each subcontractor, it will ensure that the City approves each subcontractor before they are activated.

AshBritt's subcontractor selection process is broken down into three generic steps: 1) Identification, 2) Qualification, and 3) Deployment. Given the unpredictability of disasters, identification of subcontractors, especially those within the City and surrounding affected areas, occurs just after events and often throughout the recovery. Qualification and vetting of viable subcontractors are accomplished through an operational, financial, and administrative review. Deployment of subcontractors on an AshBritt mission will take place only after careful consideration, evaluation, and selection by an AshBritt authorized representative.

AshBritt has identified in its proposal SFM Services, as a key subcontracting partner. Furthermore, they have included a list of potential subcontractors that may utilize if activated, as well as a list of key/major subcontractors that have successfully performed work on contracts of a similar size and scope to the work that the subcontractor is designated to perform.

FINANCIAL STABILITY AND BONDING CAPACITY

As part of the RFP submittal requirements, all proposers were required to submit financial statements, for the last two (2) complete fiscal years, certified by an independent Certified Public Accountant. The financial statements were reviewed by the City's Treasurer and evaluated by the Evaluation Committee. Based on the City Treasurer's review, the Proposers recommended for award have adequate cash flow for normal operations.

Additionally, as part of the RFP submittal requirements, Proposer were required to provide a letter from a Surety firm affirming that Proposer has sufficient bonding capacity to provide performance and payment bonds in an amount not less than one hundred percent (100%) of the contract amount. Proposers recommended for award have sufficient bonding capacity as indicated below.

Phillips and Jordan, Inc. (Primary)

Single program exceeding \$150,000,000, with an aggregate exceeding \$1,000,000,000, with approximately \$800,000,000 available capacity.

Ceres Environmental Services, Inc. (Secondary)

Single projects up to \$500 million

AshBritt, Inc. (Tertiary)

Single projects up to \$500,000,000

Overall program of \$650,000,000

LITIGATION HISTORY

As part of the RFP submittal requirements, all proposers were required to identify each incident within the last five (5) years where (a) a civil, criminal, administrative, other similar proceeding was filed or is pending, if such proceeding arises from or is a dispute concerning the Proposer's rights, remedies or duties under a contract for the same or similar type services to be provided under this RFP.

All Proposers recommended for award complied with this requirement and disclosed pertinent litigation. This litigation has been reviewed by the City Attorney's office and further taken into consideration by the Evaluation Committee in their review and evaluation of each proposer. It is noteworthy to say that the Phillips and Jordan, Inc., (Primary) only has one incident pertaining to the type services solicited under this RFP and the incident has been settled.