



FRANKLIN COUNTY RESPONSES ARE IN RED

June 22, 2021

Franklin County Emergency Management Office
Attention: Pamela Brownell, Director

RE: DEBRIS MONITORING SERVICES – RFP 2021 – RFI 1

Dear Ms. Brownell;

Landfall Strategies, LLC is in the process of reviewing the solicitation for Debris Monitoring Services for your agency and cooperating agencies: City of Apalachicola, City of Carrabelle, and Dog Island Conservation District. Our firm is very interested in submitting a proposal; however, the method for evaluation and award would not allow for us to make a sound business decision by submitting a proposal.

In order for our firm to make a sound determination as whether this opportunity would meet our business model, we conducted researched on all jurisdictions relating to population and the number of residential households:

Franklin County - Overall

Overall Population – 13,023
Overall Households – 4,444
Average Household Size – 2.29
545 square miles / 348800 acres

Franklin County - Reduced by Participating Agencies

Reduced Population – 7,120
Reduced Overall Households – 2,636

Apalachicola

Population – 2410
Households – 1088
Average Household Size – 2.29

Carrabelle

Population – 3460
Households – 620
Average Household Size – 2.48

Dog Island Conservation District – Private Island and not eligible for FEMA reimbursement. Debris Monitoring Services are not required unless so desired by the HOA. DOG ISLAND IS A SPECIAL DISTRICT

Population – 30 – 33 full time residents. However, www.point2homes.com reports 3,994 – Unable to determine if this is related to the tourist industries as there are only 100 reported residential properties on one site and on – www.point2homes.com reports 1142 homes

The terms of the evaluation and award by individual agencies would not be beneficial to our firm to pursue (then do not submit the proposal) nor all of Franklin County, including of the individual agencies, based on the above research. It would not be cost effective to mobilize a debris monitoring team for a single agency. It would be cost prohibitive to the single agency due to the low volume of work that would be generated. Therefore, the Federal and FEMA requirement for award based on “fair and reasonable prices” could not be justified. Additionally, this would allow the single debris monitoring firm to better pull their resources and assignments in the field to efficiently monitor the project.

Landfall Strategies, LLC would like to make the following recommendations for consideration:

- Revise the requirements to be based on a joint/combined award to a single or multiple proposers OR allow the proposers to submit to the Agency(s) they so choose to propose to.
 - Historically, cooperative purchasing procurement efforts are evaluated by ALL participating agencies and a consensus for award is made.

Proposers are to submit to the agency(s) they so choose to propose to.

- The common term of these types of Agreements are a three (3) year initial, with two (2) each – one (1) year renewal periods.

The terms of our agreement will not change.

Additional questions:

- 1) Is there an RFP # to reference in the proposal? **NO**
- 2) Requirements for submitting – There is a conflict with the number of paper copies to submit.
 - a. Section 2 states three (3) identical paper copies
 - b. Section 5 states five (5) identical paper copies

This was an oversight. Please submit 3 identical paper copies and one original to each agency(s) you choose to propose to.

3) Section 2, Rejection for Proposals, Item (a) – Is the proposer to register or update their information with each individual Agency prior to submitting a proposal?

- a. If yes, please provide EACH agencies contact information for the proposer to register.

Contact information is listed on the first page of each RFP. Please see the information listed in the RFP.

4) Section 3, Licenses – Are service providers, which are located outside the jurisdiction, required to apply for a Business Tax Receipt in each of the jurisdictions prior to submitting a proposal?

If this does not apply to you do not submit the license.

5) Section 4, Term of Contract – Request the term of the contract to be revised to a three (3) year initial, with two (2) each – one (1) year renewal periods.

NO - See above response to this question.

6) Section 4, Awards – Revise the requirements to be based on:

- a. A joint/combined award by all Agencies to a single or multiple proposers; OR
- b. Allow the proposers to submit to the Agency(s) they so choose to propose to.
- c. Historically, cooperative purchasing procurement efforts are evaluated by ALL participating agencies and a consensus for award is made.

Please follow the RFP and submit to each Agency(s) you choose to propose to.

7) Section 5, Table of Contents, TAB C – FINANCIAL INFORMATION

- a. This requirement states “upon request”. Please confirm this information is not required to be submitted in the proposal submittal documents by the proposers as it is confidential information.
- b. Will the Financial Documentation be kept exempt from Public Records in accordance with FS 119.071(1)(c) Exemptions?

The RFP does not state that this information is requested at this time. Therefore it is not required until requested.

8) Section 5, TAB E – PROPOSAL MATRIX – Please verify the information, especially related to fees and appropriate sections, to be submitted in this Tab. There are conflicts with the TAB F and TAB H.

Section 5, TAB E – PROPOSAL MATRIX states: Provide a thorough description of the project approach and a list of costs associated with personnel (Form TAB F: Hourly Rate

Schedule) with your proposal under Tab F. Please specifically identify any added value benefits (pro bono publico) related to debris monitoring, removal or planning that your firm will provide to the Entity's.

a. TAB F - LICENSES

b. TAB H – REQUIRED DOCUMENTS – Lists the Hourly Rate Schedule Form (Page 48 – Marked as SAMPLE) to be the last form to be submitted in TAB H

Make corrections to Tabs as needed to complete proposal.

9) Section 5, Table of Contents, TAB F – LICENSES: Florida licensure is not required for Debris Monitoring Firms. Is there other documentation your Agency is seeking to be submitted under this section?

Any Licenses you feel are relevant.

10) Section 7, Project Description – Please be advised the Sandy Recovery Improvement Act is no is no longer active.

Noted.

Thank you for your time and consideration of our firm's concerns and request for RFP amendment.

Sincerely,



Mary H. Pace, CPPO-Ret, CPPB-Ret

Proposal & Contracts Manager

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