

## Keri O'Brien

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**From:** Katelynn Roy <kroy@drcusa.com>  
**Sent:** Friday, May 22, 2026 11:19 AM  
**To:** Lucas Torres-Bull  
**Cc:** Donna Phillips; Keri O'Brien  
**Subject:** [EXTERNAL] Re: [EXTERNAL] Key West (City of), FL - RFP#26-008 - Services for Disaster Response

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning,

Thank you for providing the award letter—we appreciate the update and the opportunity.

For our internal records, could you please provide a copy of the bid tabulations, submitted proposals, and the final evaluation scoring and ranking for this solicitation?

Thank you in advance, and please let me know if you need anything further from our team.

Best regards,



Katelynn Roy

Bids & Research | **DRC Emergency Services**

A: 111 Veterans Memorial Blvd, STE 1420 | Metairie, LA 70005

O: [504.605.2503](tel:504.605.2503) F: [504.482.2852](tel:504.482.2852)

E: [www.kroy@drcusa.com](mailto:www.kroy@drcusa.com) W: [www.drcusa.com](http://www.drcusa.com)

---

**From:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Sent:** Friday, May 1, 2026 12:05 PM  
**To:** Katelynn Roy <kroy@drcusa.com>  
**Cc:** Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>  
**Subject:** Re: [EXTERNAL] Key West (City of), FL - RFP#26-008 - Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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**From:** Katelynn Roy <kroy@drcusa.com>  
**Sent:** Wednesday, April 29, 2026 2:03 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Subject:** [EXTERNAL] Key West (City of), FL - RFP#26-008 - Services for Disaster Response

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Good afternoon,

Please see our questions regarding the Key West (City of), FL's Request for Proposal RFP#26-008 - Services for Disaster Response

- There is a substantial difference between the cost of demolition on RACM houses and non RACM houses. Would the City either add a separate line item for both or designate the demo as non-RACM only?
- What will the method of reduction be for vegetation, compaction, grinding or burning?
- There are no line items for debris reduction. Are they to be priced as part of TDMS management? If so, what will the reduction method be?
- Waterway debris removal is significantly different in cost using land-based equipment as opposed to marine based equipment. Would the City please separate these two distinct operations, or should we assume all waterway debris removal will be by the use of land-based equipment?
- 

Thank you,



Katelynn Roy

Bids & Research | **DRC Emergency Services**

A: 111 Veterans Memorial Blvd, STE 1420 | Metairie, LA 70005

O: [504.605.2503](tel:504.605.2503) F: [504.482.2852](tel:504.482.2852)

E: [www.kroy@drcusa.com](mailto:kroy@drcusa.com) W: [www.drcusa.com](http://www.drcusa.com)

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Friday, May 1, 2026 1:07 PM  
**To:** Brian Thomason  
**Cc:** Shelby Pay-Chaney; Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] RFP No. 26-008 - Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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---

**From:** Brian Thomason <bthomason@ashbritt.com>  
**Sent:** Wednesday, April 29, 2026 2:53 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** Shelby Pay-Chaney <spaychaney@ashbritt.com>; Brian Thomason <bthomason@ashbritt.com>  
**Subject:** [EXTERNAL] RFP No. 26-008 - Services for Disaster Response

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Mr. Torresbull,

Please find an additional question for clarification below:

1. "Table B" of the Price Form states, "Debris Removal from Canals and Waterways."

Can the city confirm if debris removal for this line item is land based or water-based operations? If two separate operations, can the city separate out in a “land based” and “water based” bid line items?

Respectfully,



**BRIAN THOMASON**  
**Senior Vice President**

954-240-1110  
BTHOMASON@ASHBRITT.COM  
ASHBRITT.COM  
O: 954.725.6992 F: 954.725.6991  
565 E. Hillsboro Blvd,  
Deerfield Beach, Florida, 33441



AshBritt is a national rapid-response emergency management, turn-key logistics, and disaster debris removal contractor. Since its inception in 1992, AshBritt has conducted over 600 disaster recovery and emergency response missions, successfully serving more than 600 clients across the United States. The AshBritt team has been directly involved in the recovery efforts of 110+ federally declared disasters in 36 states, responding to major weather events, like Hurricanes Milton, Helene, Ian, Harvey, Irma, and Michael, wildfires in northern California, historic flooding in Kentucky, and mobilizing during the COVID-19 pandemic to administer more than 1 million vaccines across 20 states. Through the AshBritt Foundation, AshBritt supports communities where our team lives and works, investing more than \$15 million across the U.S. Learn more at [AshBritt.com](https://www.ashbritt.com)

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Friday, May 1, 2026 1:06 PM  
**To:** Shelby Pay-Chaney  
**Cc:** Jackie Ryan; Dow Knight; Brian Thomason; Emily McKnight; Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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---

**From:** Shelby Pay-Chaney <spaychaney@ashbritt.com>  
**Sent:** Wednesday, April 29, 2026 2:46 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** Jackie Ryan <jryan@ashbritt.com>; Dow Knight <dow@ashbritt.com>; Brian Thomason <bthomason@ashbritt.com>; Emily McKnight <emily@ashbritt.com>  
**Subject:** [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

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Good afternoon,

Please find questions below regarding **RFP No. 26-008 –Services for Disaster Response:**

1. Can the City confirm that the cost proposal will be evaluated solely using the 200,000 cubic yard scenario pricing, and that no other line items will be independently scored or evaluated?

2. The cost proposal in RFP 26-008 is weighed at 40% of the total evaluation score. A review of recent disaster debris removal solicitations issued by Florida public entities reflects a materially lower price weighting, generally between 15% and 30%, as summarized below:

Jurisdiction	Year Issued	Price Eval %
Hillsborough County	2025	15%
Lee County	2026	15%
Manatee County	2026	20%
Pasco County	2022	20%
Pinellas County	2025	20%
Sarasota County	2026	25%
Volusia County	2025	15%
Monroe County	2023	30%
Village of Islamorada	2017	25%
Ft. Lauderdale	2024	30%
Coral Gables	2026	15%
Key Biscayne	2024	15%
Miami Lakes	2022	20%

The reason this matters extends beyond market practice. A 40% cost weight applied during a "blue skies" procurement creates strong incentives for proposers to submit aggressively low pricing in pursuit of maximum evaluation points — pricing that may not be sustainable when an actual event activates the contract.

The disaster debris industry has demonstrated this dynamic twice in recent years. Following the 2017 multi-storm season, in which Hurricanes Harvey, Irma, and Maria activated pre-positioned contracts across multiple states within a six-week window, post-event emergency procurements cleared at rates substantially above standing contract levels — the first clear demonstration that competitive low-bid pricing in pre-event solicitations created rate sustainability problems at activation. The pattern repeated in 2024, when back-to-back landfalls by Hurricanes Helene and Milton again stressed industry surge capacity. Post-event procurements, once more, cleared above pre-positioned rates, and several Florida jurisdictions reportedly negotiated mid-project rate adjustments with contractors whose contracted pricing was no longer viable in the post-event market.

Locking in reasonable, sustainable rates at the time of award — by reducing the relative incentive to bid artificially low — is the more defensible outcome for both the City and the awarded contractor over the life of a 5-year contract. Would the City consider revising the cost proposal weighting to a range more consistent with current Florida practice, such as 15–30% of the total evaluation criteria, with reallocated points applied to Past Performance, Qualifications, or Operations Plan to align the City with current Florida procurement practice and reduce the City's exposure to the rate-sustainability risks demonstrated in both the 2017 and 2024 response cycles?

3. The acronym "TOMS" is referenced throughout the RFP document. Please clarify whether the acronym should be "TDMS" for Temporary Debris Management Site.
4. Page 47 of the RFP lists both "Attachment M" and "Attachment X" with the requirement to include draft contract documents. Page 98 then includes "EXHIBIT "C" FEMA CONTRACT PROVISIONS TEMPLATE" with what appears to be draft contract documents. Considering Exhibit (C) appears to

contain the draft contract documents, can the City please explain what Proposers are supposed to provide with Attachments M and X?

5. The means and methods of collecting, processing and disposing of seaweed is substantially different from all other types of vegetation debris. "Table B" Price Form includes seaweed as part of the vegetative debris collection line item. Can the City kindly consider separating seaweed as its own bid line item?
6. "Table B" of the Price Form states, "Hazardous Stump Removal (Ground Not Less Than 8" Below Grade)." Please kindly clarify whether the City is requesting eligible "total" stump removal or stump grinding only in this bid line item.
7. "Table B" of the Price Form states, "Debris Removal from Canals and Waterways" but does not specify whether that is via land based or water-based operations. Can the City kindly consider separating these bid line items into land-based and water-based operations?
8. Will the City kindly consider annual contract price increases based on Consumer Price Index (CPI) provided based on data provided by the US Bureau of Labor Statistics at the time of renewal?  
[www.bls.gov](http://www.bls.gov)
9. There are various references in the specs to scope of work that FEMA considers to be "debris monitoring" per FEMA's Public Assistance Debris Monitoring Guide March 2021. Section 3.6.8, Utilization of a Standardized "Load Ticket," states that the Contractor and all Subcontractors will utilize a standardized "load ticket" for documenting each load of debris from its origin to the TDMS and/or final disposal location. 3.6.4 Online Data Storage/Access: Throughout operations, Contractor shall maintain an updated secure electronic database accessible to the City containing, at a minimum, equipment certifications, load tickets, disposal and tipping tickets, invoices, and other documentation required by the City. The database and all supporting records shall remain available for at least five (5) years after final payment and project closeout, or longer if required by law, audit, litigation, public-records retention schedules, or the funding source. While we have the capability to perform these reimbursement documentation requirements, can the City please confirm that they are aware of the potential conflict that exists per Chapter 3, paragraph B. Contractor Resources of the Public Assistance Debris Monitoring Guide March 2021 (pg. 5) which states, "Debris monitoring contractors should not be employed by or affiliated with the debris removal contractor." If confirmed, will the City be removing these monitoring scopes of work?
10. It is currently unclear how the City wants proposers to fully verify the Minimum Requirements listed in RFP Section 2.2. Attachment Y addresses some of the minimum qualifications but not all of them. Would the City consider updating Attachment Y to include the entire scope of the Section 2.2 Minimum Requirements?
11. The form for "Acknowledgement of OSHA Standards" is included as both Attachment K and Attachment T. Will the City please revise the RFP to remove one of these attachments from the proposal requirements to reduce redundancy?
12. RFP Section 2.5 states: "The entire proposal must be resubmitted, including all executed forms, with each section signed to indicate it has been read and understood, and all response forms fully completed." Please clarify if the intent is to have Proposers include the entire RFP with their submissions or if we are expected to provide only the completed and executed forms listed in Section 4 of the RFP with our proposal.

Thank you,



**SHELBY PAY-CHANEY**  
Proposal Manager

954.675.1245  
SPAYCHANEY@ASHBRITT.COM

[ASHBRITT.COM](http://ASHBRITT.COM)

Office: 954.725.6992

AshBritt is a national rapid-response emergency management, turn-key logistics, and disaster debris removal contractor. Since its inception in 1992, AshBritt has conducted over 600 disaster recovery and emergency response missions, successfully serving more than 600 clients across the United States. The AshBritt team has been directly involved in the recovery efforts of 110+ federally declared disasters in 36 states, responding to major weather events, like Hurricanes Milton, Helene, Ian, Harvey, Irma, and Michael, wildfires in northern California, historic flooding in Kentucky, and mobilizing during the COVID-19 pandemic to administer more than 1 million vaccines across 20 states. Through the AshBritt Foundation, AshBritt supports communities where our team lives and works, investing more than \$15 million across the U.S. Learn more at [AshBritt.com](http://AshBritt.com)

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Friday, May 1, 2026 1:06 PM  
**To:** Katelynn Roy  
**Cc:** Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] Key West (City of), FL - RFP#26-008 - Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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---

**From:** Katelynn Roy <kroy@drcusa.com>  
**Sent:** Wednesday, April 29, 2026 2:03 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Subject:** [EXTERNAL] Key West (City of), FL - RFP#26-008 - Services for Disaster Response

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Good afternoon,

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- 

Thank you,



Katelynn Roy

Bids & Research | **DRC Emergency Services**

A: 111 Veterans Memorial Blvd, STE 1420 | Metairie, LA 70005

O: [504.605.2503](tel:504.605.2503) F: [504.482.2852](tel:504.482.2852)

E: [www.kroy@drcusa.com](mailto:kroy@drcusa.com) W: [www.drcusa.com](http://www.drcusa.com)

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Friday, May 1, 2026 1:05 PM  
**To:** omarino@ctcdisaster.com  
**Cc:** 'Kristen Crawford'; Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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---

**From:** omarino@ctcdisaster.com <omarino@ctcdisaster.com>  
**Sent:** Wednesday, April 29, 2026 12:46 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** 'Kristen Crawford' <kcrawford@ctcdisaster.com>  
**Subject:** [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good Morning,

I have read the above mentioned RFP and have the following questions:

1. The RFP states we are to provide 1 original and 2 flash drives.
  - a. Please confirm no additional copies of the proposals are required.
2. Please confirm if we are to include the completed FEMA contract provisions with our proposal.

3. I see evaluation criteria and a forms listing. Is there a required proposal format for this proposal?
  - a. Are we to submit the forms to satisfy the evaluation criteria?
  - b. Are we to satisfy the evaluation criteria through narrative proposal sections and include the forms in addition?

Thanks,

Olivia Marino  
Senior Proposal Coordinator  
CTC Disaster Response, Inc.  
985-705-0200  
omarino@ctcdisaster.com



## Keri O'Brien

---

**From:** Chris Carder <chrisc@edsteam.com>  
**Sent:** Monday, May 4, 2026 9:50 AM  
**To:** Lucas Torres-Bull  
**Cc:** government; Donna Phillips; Keri O'Brien  
**Subject:** [EXTERNAL] Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

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Understood Sir. Oversight on my part for the question deadline.

Thank you.  
Chris

---

**From:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Sent:** Monday, May 04, 2026 09:26  
**To:** Chris Carder <chrisc@edsteam.com>  
**Cc:** government <government@edsteam.com>; Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>  
**Subject:** Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

Good morning, Chris-

Please note that the City is unable to respond to the questions submitted, as they were received after the Request for Information period established in **RFP 26-008**. The deadline for submitting questions to the City was **April 29, 2026**.

Due to the City's current timeline for this solicitation and the need to maintain a fair and consistent process for all prospective proposers, the Request for Information period will not be extended or reopened. Accordingly, the City will not issue responses to questions received after the established deadline.

Thank you for your understanding.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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---

**From:** Chris Carder <chrisc@edsteam.com>  
**Sent:** Friday, May 1, 2026 3:59 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** government <government@edsteam.com>  
**Subject:** [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

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Good Afternoon,

The Table B pricing form lists the unit of measure for the various size "Emergency Portable Power Generators" as "Each Unit".

Can you please clarify if that is based on a daily rate for each unit?

Best regards,

---

**CHRISTOPHER CARDER**  
Director Environmental Services

(859) 365-1281  
(502) 640-8461  
chrisc@edsteam.com  
emergencydisasterservices.com



## Keri O'Brien

---

**From:** Brian Thomason <bthomason@ashbritt.com>  
**Sent:** Monday, May 4, 2026 12:48 PM  
**To:** Lucas Torres-Bull; Shelby Pay-Chaney  
**Cc:** Donna Phillips; Keri O'Brien; Jackie Ryan; Emily McKnight; Dow Knight; Brian Thomason  
**Subject:** [EXTERNAL] RE: [EXTERNAL] RE: [EXTERNAL] RFP No. 26-008 - Services for Disaster Response  
**Attachments:** Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

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Mr. Torres-Bell,

I misinterpreted you attached email as an opportunity for further clarification. Your email stated, “Please review the posted responses and let us know if you have any additional questions or concerns.”

We saw that as an opportunity to bring some noted items the addendum that may need to be addressed as well as additional clarifications.

We fully understand your position; it was a misinterpretation on my part as we too want to preserve the integrity of the RFP.

Thank you for responding and updating us.

Respectfully,



**BRIAN THOMASON**  
**Senior Vice President**

954-240-1110  
BTHOMASON@ASHBRITT.COM  
ASHBRITT.COM  
O: 954.725.6992 F: 954.725.6991  
565 E. Hillsboro Blvd,  
Deerfield Beach, Florida, 33441



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**From:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>

**Sent:** Monday, May 4, 2026 12:39 PM

**To:** Shelby Pay-Chaney <spaychaney@ashbritt.com>

**Cc:** Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>; Brian Thomason <bthomason@ashbritt.com>; Jackie Ryan <jryan@ashbritt.com>; Emily McKnight <emily@ashbritt.com>; Dow Knight <dow@ashbritt.com>

**Subject:** Re: [EXTERNAL] RE: [EXTERNAL] RFP No. 26-008 - Services for Disaster Response

Some people who received this message don't often get email from [lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov). [Learn why this is important](#)

Good morning, Shelby-

Please note that the City is unable to respond to the questions submitted, as they were received after the Request for Information period established in RFP 26-008. The deadline for submitting questions to the City was April 29, 2026.

Due to the City's current timeline for this solicitation and the need to maintain a fair, consistent, and transparent process for all prospective proposers, the Request for Information period will not be extended or reopened. Accordingly, the City will not issue responses to questions received after the established deadline.

The City issued a narrow and limited addendum, solely to address administrative corrections, clarify solicitation instructions, correct typographical or formatting errors, or provide information deemed necessary by the City to preserve the integrity of the solicitation. Any such addendum would be issued at the City's discretion and would not constitute a reopening of the Request for Information period or an opportunity for additional questions.

Thank you for your understanding.

Sincerely,

**Lucas Torres-Bull**

Procurement Manager

1300 White Street, Key West, FL 33040

Ext: 305-809-3807



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---

**From:** Shelby Pay-Chaney <[spaychaney@ashbritt.com](mailto:spaychaney@ashbritt.com)>  
**Sent:** Monday, May 4, 2026 11:50 AM  
**To:** Lucas Torres-Bull <[lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov)>  
**Cc:** Donna Phillips <[donna.phillips@cityofkeywest-fl.gov](mailto:donna.phillips@cityofkeywest-fl.gov)>; Keri O'Brien <[kobrien@cityofkeywest-fl.gov](mailto:kobrien@cityofkeywest-fl.gov)>; Brian Thomason <[bthomason@ashbritt.com](mailto:bthomason@ashbritt.com)>; Jackie Ryan <[jryan@ashbritt.com](mailto:jryan@ashbritt.com)>; Emily McKnight <[emily@ashbritt.com](mailto:emily@ashbritt.com)>; Dow Knight <[dow@ashbritt.com](mailto:dow@ashbritt.com)>  
**Subject:** [EXTERNAL] RE: [EXTERNAL] RFP No. 26-008 - Services for Disaster Response

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Good morning Mr. Torres-Bull,

Thank you for notifying us of the posted responses. After reviewing them, our team has some follow-up questions:

1. A CPI review provision serves both parties:

**Preserving cost stability.** The CPI is the standard federal measure of inflation. Indexing contract rates to CPI keeps the contractor's cost basis aligned with the broader economy over the life of the agreement, reducing the risk that contracted rates fall behind actual operating costs in years three, four, and five.

**Absorbing inflationary pressure.** Disaster debris operations are exposed to the same input-cost pressures as any logistics-intensive business: fuel, equipment, labor, lodging, and insurance. A multi-year contract with no adjustment mechanism shifts the entire inflation risk to the contractor, which over time degrades the resources available to the City when an event occurs.

**Budget predictability.** A defined CPI mechanism gives the City a known, bounded escalation path rather than the alternative — mid-contract renegotiation, scope changes, or post-event rate disputes. CPI is a ceiling on surprise, not a source of one.

This is also consistent with current Florida practice. Roughly half of the pre-positioned debris contracts in the Florida market now include annual CPI adjustment provisions. Pinellas County, for example, allows the contractor to request an annual CPI adjustment, and separately permits a temporary Market Rate Adjustment during "grey sky" conditions when successive disasters reduce available equipment and manpower regionally — recognizing that surge-cycle market conditions can move faster than annual CPI alone.

Would the City consider incorporating a comparable annual CPI review mechanism in the awarded contract, with adjustments tied to documented Bureau of Labor Specifics ([www.bls.gov](http://www.bls.gov)) CPI data and subject to City approval?

2. A 40% cost weight in a "blue skies" procurement creates a structural incentive to bid aggressively low in pursuit of maximum evaluation points — pricing that may not hold when an actual event activates the contract. The disaster debris industry has demonstrated this risk in three Florida response cycles in the last decade, including one in the Keys:

**Monroe County, September 2017 (Hurricane Irma).** Following Irma's direct strike, FDOT District 6 executed Emergency Contract H-6088 under Governor's Executive Order 17-235 for cut-and-toss and debris removal services in Monroe County. The unit rates established under that post-event H-contract cleared at two to three times the pre-positioned rates then in place for the Keys. This post-event market reset the existing pre-positioned contract rates by a factor of 2–3x.

**Tampa, October 2024 (Helene/Milton).** The same dynamic repeated on the west coast. During active response, the City of Tampa amended its pre-positioned debris agreement mid-mission to mirror FDOT District 1 Contract H1212 surge rates, consistent with Hillsborough County's adoption of the same rate structure. The driver was ensuring adequate resources to meet the 90-day 100% FEMA reimbursement window — pre-positioned rates were not producing the response the event required.

**Orlando, March 2026 (RFP26-0010).** In Addendum #2, the City of Orlando reduced the cost weight in its current debris solicitation from 40% to 25%, reallocating points to Operational Plan and References/Experience. A peer Florida jurisdiction, in an active 2026 procurement for the same scope, just made this change.

The case for Key West is stronger than for Orlando. Operating at the southernmost point of the continental U.S. compounds every cost driver surge pricing exists to absorb — mobilization, lodging, equipment transport across the Overseas Highway, and crew retention against competing mainland activations.

Would the City reconsider revising the cost weight to a range consistent with current Florida practice (15–30%), with the reallocated points applied to Past Performance, Qualifications, or Operational Plan — in line with the structure Orlando adopted in RFP26-0010?

3. Is the intent of the City's change to Table B regarding "Debris Removal from Canals and Waterways" to mean the following? It is not clear as revised.

- a. Land Based Debris Removal from Canals and Waterways
- b. Water Based Debris Removal from Canal and Waterways

Land Based Debris Removal	Per Cubic Yard	
Water Based Debris Removal – Including Canals and Waterways	Per Cubic Yard	

4. There appears to be a typo in Table B associated with the line item below. So not to alter the form, can the city please revise Table B to correct the typo?

Motor Vehicles Removal Towing right of way) including to TDMS	(from	Each
---	-------	------

5. Would the City consider issuing the revised cost proposal pages (Tables A & B) as a standalone attachment, separate from the body of Addendum #2? Pulling these pages out as a discrete document would eliminate any ambiguity over which version of the pricing tables is the controlling submittal format and reduce the risk of inconsistent submissions across proposers.
6. Addendum #2, Response #19 instructs proposers to organize their proposal in a manner that clearly addresses each evaluation criterion stated in the RFP **and** provide the required forms/affidavits/etc. included in the RFP attachments. There is significant overlap between some of the attachments (e.g., Attachment R and Attachment Y) and the evaluation criterion. Where

information requests are duplicated in the forms, is the City amenable to allowing form responses to refer back to pertinent sections of the proposal that previously contained the sought information to avoid redundancy, or does the City prefer we duplicate information with these forms?

We appreciate the opportunity for additional clarification.

Best regards,



**SHELBY PAY-CHANEY**  
Proposal Manager

954.675.1245  
SPAYCHANEY@ASHBRITT.COM

[ASHBRITT.COM](http://ASHBRITT.COM)

Office: 954.725.6992

AshBritt is a national rapid-response emergency management, turn-key logistics, and disaster debris removal contractor. Since its inception in 1992, AshBritt has conducted over 600 disaster recovery and emergency response missions, successfully serving more than 600 clients across the United States. The AshBritt team has been directly involved in the recovery efforts of 110+ federally declared disasters in 36 states, responding to major weather events, like Hurricanes Milton, Helene, Ian, Harvey, Irma, and Michael, wildfires in northern California, historic flooding in Kentucky, and mobilizing during the COVID-19 pandemic to administer more than 1 million vaccines across 20 states. Through the AshBritt Foundation, AshBritt supports communities where our team lives and works, investing more than \$15 million across the U.S. Learn more at [AshBritt.com](http://AshBritt.com)

**From:** Lucas Torres-Bull <[lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov)>

**Sent:** Friday, May 1, 2026 1:07 PM

**To:** Brian Thomason <[bthomason@ashbritt.com](mailto:bthomason@ashbritt.com)>

**Cc:** Shelby Pay-Chaney <[spaychaney@ashbritt.com](mailto:spaychaney@ashbritt.com)>; Donna Phillips <[donna.phillips@cityofkeywest-fl.gov](mailto:donna.phillips@cityofkeywest-fl.gov)>; Keri O'Brien <[kobrien@cityofkeywest-fl.gov](mailto:kobrien@cityofkeywest-fl.gov)>

**Subject:** Re: [EXTERNAL] RFP No. 26-008 - Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**

Procurement Manager

1300 White Street, Key West, Fl 33040

Ext: 305-809-3807



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**From:** Brian Thomason <[bthomason@ashbritt.com](mailto:bthomason@ashbritt.com)>  
**Sent:** Wednesday, April 29, 2026 2:53 PM  
**To:** Lucas Torres-Bull <[lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov)>  
**Cc:** Shelby Pay-Chaney <[spaychaney@ashbritt.com](mailto:spaychaney@ashbritt.com)>; Brian Thomason <[bthomason@ashbritt.com](mailto:bthomason@ashbritt.com)>  
**Subject:** [EXTERNAL] RFP No. 26-008 - Services for Disaster Response

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Mr. Torresbull,

Please find an additional question for clarification below:

1. "Table B" of the Price Form states, "Debris Removal from Canals and Waterways."  
Can the city confirm if debris removal for this line item is land based or water-based operations? If two separate operations, can the city separate out in a "land based" and "water based" bid line items?

Respectfully,



**BRIAN THOMASON**  
**Senior Vice President**

954-240-1110  
BTHOMASON@ASHBRITT.COM  
ASHBRITT.COM  
O: 954.725.6992 F: 954.725.6991  
565 E. Hillsboro Blvd,  
Deerfield Beach, Florida, 33441



AshBritt is a national rapid-response emergency management, turn-key logistics, and disaster debris removal contractor. Since its inception in 1992, AshBritt has conducted over 600 disaster recovery and emergency response missions, successfully serving more than 600 clients across the United States. The AshBritt team has been directly involved in the recovery efforts of 110+ federally declared disasters in 36 states, responding to major weather events, like Hurricanes Milton, Helene, Ian, Harvey, Irma, and Michael, wildfires in northern California, historic flooding in Kentucky, and mobilizing during the COVID-19 pandemic to administer more than 1 million vaccines across 20 states. Through the AshBritt Foundation, AshBritt supports communities where our team lives and works, investing more than \$15 million across the U.S. Learn more at [AshBritt.com](https://www.ashbritt.com)

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## Keri O'Brien

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**From:** Lucas Torres-Bull  
**Sent:** Monday, May 4, 2026 12:40 PM  
**To:** Chris Carder  
**Cc:** government; Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

Good afternoon, Chris-

Please note that the City is unable to respond to the questions submitted, as they were received after the Request for Information period established in RFP 26-008. The deadline for submitting questions to the City was April 29, 2026.

Due to the City's current timeline for this solicitation and the need to maintain a fair, consistent, and transparent process for all prospective proposers, the Request for Information period will not be extended or reopened. Accordingly, the City will not issue responses to questions received after the established deadline.

The City issued a narrow and limited addendum, solely to address administrative corrections, clarify solicitation instructions, correct typographical or formatting errors, or provide information deemed necessary by the City to preserve the integrity of the solicitation. Any such addendum would be issued at the City's discretion and would not constitute a reopening of the Request for Information period or an opportunity for additional questions.

Thank you for your understanding.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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**From:** Chris Carder <chrisc@edsteam.com>  
**Sent:** Monday, May 4, 2026 9:50 AM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>

Cc: government <government@edsteam.com>; Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>

Subject: [EXTERNAL] Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

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Understood Sir. Oversight on my part for the question deadline.

Thank you.

Chris

---

**From:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>

**Sent:** Monday, May 04, 2026 09:26

**To:** Chris Carder <chrisc@edsteam.com>

**Cc:** government <government@edsteam.com>; Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>

**Subject:** Re: [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

Good morning, Chris-

Please note that the City is unable to respond to the questions submitted, as they were received after the Request for Information period established in **RFP 26-008**. The deadline for submitting questions to the City was **April 29, 2026**.

Due to the City's current timeline for this solicitation and the need to maintain a fair and consistent process for all prospective proposers, the Request for Information period will not be extended or reopened. Accordingly, the City will not issue responses to questions received after the established deadline.

Thank you for your understanding.

Sincerely,

**Lucas Torres-Bull**

Procurement Manager

1300 White Street, Key West, FL 33040

Ext: 305-809-3807



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**From:** Chris Carder <chrisc@edsteam.com>  
**Sent:** Friday, May 1, 2026 3:59 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** government <government@edsteam.com>  
**Subject:** [EXTERNAL] RFP No. 26-008 –Services for Disaster Response

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Good Afternoon,

The Table B pricing form lists the unit of measure for the various size "Emergency Portable Power Generators" as "Each Unit".

Can you please clarify if that is based on a daily rate for each unit?

Best regards,

---

**CHRISTOPHER CARDER**  
Director Environmental Services

 (859) 365-1281  
 (502) 640-8461  
 chrisc@edsteam.com  
 emergencydisasterservices.com



## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Wednesday, May 6, 2026 12:08 PM  
**To:** omarino@ctcdisaster.com  
**Cc:** 'Kristen Crawford'; Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] RE: [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

Good afternoon,

Please note that the City is unable to respond to the questions submitted, as they were received after the Request for Information period established in RFP 26-008. The deadline for submitting questions to the City was April 29, 2026.

Due to the City's current timeline for this solicitation and the need to maintain a fair, consistent, and transparent process for all prospective proposers, the Request for Information period will not be extended or reopened. Accordingly, the City will not issue responses to questions received after the established deadline.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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**From:** omarino@ctcdisaster.com <omarino@ctcdisaster.com>  
**Sent:** Wednesday, May 6, 2026 9:24 AM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** 'Kristen Crawford' <kcrawford@ctcdisaster.com>; Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>  
**Subject:** [EXTERNAL] RE: [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

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Good Morning!

I wanted to follow up in the clarification below.

Thanks,

Olivia Marino  
Senior Proposal Coordinator  
CTC Disaster Response, Inc.  
985-705-0200  
omarino@ctcdisaster.com



**From:** omarino@ctcdisaster.com <omarino@ctcdisaster.com>  
**Sent:** Tuesday, May 5, 2026 9:56 AM  
**To:** 'Lucas Torres-Bull' <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** 'Kristen Crawford' <kcrawford@ctcdisaster.com>; 'Donna Phillips' <donna.phillips@cityofkeywest-fl.gov>; 'Keri O'Brien' <kobrien@cityofkeywest-fl.gov>  
**Subject:** RE: [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

Good Morning,

I have a clarifying question regarding Addendum 2.

In addendum no. 2, the response to question no. 4 states proposers shall include draft contract documents provided in Exhibit C within their response under Attachment M. However, the response to question no. 18 states Proposers are not required to complete, rewrite, or separately submit the FEMA contract provisions template with their proposal. The FEMA contract provisions is listed as Exhibit C.

Please clarify what we are to provide under attachment M.

If we are to provide a draft contract, please confirm if it needs to be signed at time of submittal.

Thanks,

Olivia Marino  
Senior Proposal Coordinator  
CTC Disaster Response, Inc.  
985-705-0200  
omarino@ctcdisaster.com



**From:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Sent:** Friday, May 1, 2026 12:05 PM  
**To:** omarino@ctcdisaster.com  
**Cc:** 'Kristen Crawford' <kcrawford@ctcdisaster.com>; Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>  
**Subject:** Re: [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

Good afternoon,

Answers to your questions have been uploaded to DemandStar for your reference.

Please review the posted responses and let us know if you have any additional questions or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



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---

**From:** [omarino@ctcdisaster.com](mailto:omarino@ctcdisaster.com) <[omarino@ctcdisaster.com](mailto:omarino@ctcdisaster.com)>  
**Sent:** Wednesday, April 29, 2026 12:46 PM  
**To:** Lucas Torres-Bull <[lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov)>  
**Cc:** 'Kristen Crawford' <[kcrawford@ctcdisaster.com](mailto:kcrawford@ctcdisaster.com)>  
**Subject:** [EXTERNAL] RFP No. 26-008 -Services for Disaster Response

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Good Morning,

I have read the above mentioned RFP and have the following questions:

1. The RFP states we are to provide 1 original and 2 flash drives.
  - a. Please confirm no additional copies of the proposals are required.
2. Please confirm if we are to include the completed FEMA contract provisions with our proposal.
3. I see evaluation criteria and a forms listing. Is there a required proposal format for this proposal?
  - a. Are we to submit the forms to satisfy the evaluation criteria?
  - b. Are we to satisfy the evaluation criteria through narrative proposal sections and include the forms in addition?

Thanks,

Olivia Marino  
Senior Proposal Coordinator  
CTC Disaster Response, Inc.  
985-705-0200  
omarin@ctcdisaster.com

