

RESOLUTION NO. 09-184

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, RANKING FIVE (5) DISASTER RESPONSE SERVICE RESPONDERS AND AUTHORIZING STAFF TO NEGOTIATE FIVE (5) CONTRACTS FOR A TERM OF THREE YEARS (WITH A THREE YEAR OPTION; DIRECTING THE CITY MANAGER TO BRING THE CONTRACTS BACK TO THE COMMISSION FOR FINAL APPROVAL; PROVIDING FOR AN EFFECTIVE DATE

WHEREAS, the City issued RFP 09-007 for Disaster Response Service Responders, to which 15 firms responded; and

WHEREAS, City staff, at properly noticed public meetings, reviewed the proposals based upon specified criteria and ranked the fifteen firms responding.

NOW THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA, AS FOLLOWS:

Section 1: That top ranked firms as determined in order by the Commission are:

1. Crowder Disaster Recovery
2. Crowder Gulf Joint Venture, Inc.
3. Omni Pinnacle, LLC.
4. AshBritt Environmental, Inc.
5. DRC Emergency Services, LLC.

Section 2: That City Staff is authorized to negotiate five

contracts, starting with the topped ranked firm, for a term of three years, with a three year option. The City Manager is directed to bring the contracts before the City Commission for consideration.

Section 3: That this Resolution shall go into effect immediately upon its passage and adoption and authentication by the signature of the presiding officer and the Clerk of the Commission.

Passed and adopted by the City Commission at a meeting held this 21<sup>st</sup> day of July, 2009.

Authenticated by the presiding officer and Clerk of the Commission on July 22, 2009.

Filed with the Clerk July 22, 2009.



A handwritten signature in black ink, appearing to read 'Morgan McPherson', is written over a horizontal line.

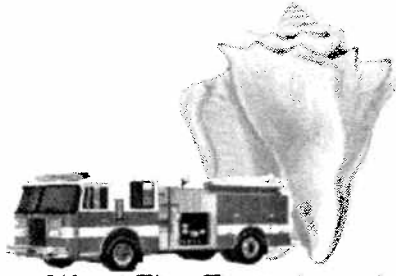
MORGAN MCPHERSON, MAYOR

ATTEST:



A handwritten signature in black ink, appearing to read 'Cheryl Smith', is written over a horizontal line.

CHERYL SMITH, CITY CLERK



Key West Fire Department

DIVISION OF EMERGENCY MANAGEMENT & TRAINING  
MEMORANDUM

**EXECUTIVE SUMMARY**

**DATE:** June 9, 2009

**TO:** Jim Scholl, City Manager

**CC:** David Fernandez, Assistant City Manager  
Mark Finigan, Assistant City Manager  
Shawn Smith, City Attorney

**FROM:** Craig Marston, Division Chief, Emergency Management and Training  
Greg Veliz, Director Community Services  
Gary Bowman, Director, Engineering and General Services

**SUBJECT:** Staff Review of RFP #09-007 Disaster Response Service Responder Proposals

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**ACTION STATEMENT:** A Resolution accepting staff's short listing of five (5) Disaster Response Service Responders and ranking the firms 1 through 5. Staff is directed to negotiate contracts with the top 3 firms. Should the parties be unable to reach agreement staff will negotiate with the next firm.

**STRATEGIC PLAN:**

Storm Event planning has been identified as a major priority in the Environment Management section of the Strategic Plan.

**CITIZEN BENEFIT:**

Maintaining contracts with multiple debris management and hauling firms, ensure that the City has adequate resources to respond to and recover from storm events. Selection of companies with debris management experience helps to ensure good business practices and record keeping, which are in line with FEMA and State guidelines for reimbursement, saving taxpayer's money.

**BACKGROUND:**

The City was impacted by one Tropical Storm and three Hurricanes during the 2008 storm season. Although three of the events were ineligible for FEMA or State reimbursement, each resulted in minor to moderate damage from wind and moderate damage from flooding. Flood damage was confined to the south side of the island; Smather's Beach and Atlantic Blvd.

Grubbs Emergency Services LLC has been the City's debris removal contractor since Hurricane Georges in 1998 and is under contract with the City until July of 2009. This contract was awarded as an emergency and was not competitively bid.

The intent of RFP #09-007 Disaster Response Services (RFP 09-007) is to rank, negotiate and eventually award contracts to multiple companies in the event that a debris contractor is unable to satisfactorily address the City's needs. After conversations with several solid waste administrators in other county and municipal governments, this is a highly recommended approach. This would also assure that if the

second or third contractor were needed, the City has awarded the contract through a formal bidding process, which is preferred by FEMA for reimbursement over “piggy-back” or “emergency” awards.

The “Request For Proposal” was comprehensive in description, all the critical information relevant to this type of work was requested by the City. It included a model storm of 200,000 cubic yards of debris and facilities support for the City’s response staff.

This model “storm” asked respondents to take into account severity, outlining amounts of debris generate and the types of debris involved. Respondents were asked to describe their methods, including response times, price, and the cost for them to provide the initial 72 hour push.

The City received fifteen proposals for RFP 09-007. Proposals were received and levels of responsiveness varied among proposals as outlined in the attached spreadsheet. Some proposals were deemed incomplete and this was reflected in their scores. The respondents were as follows:

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| <ol style="list-style-type: none"> <li>1. Ashbritt Environmental, Inc.<br/>480 S. Andrews Avenue, Suite 103<br/>Pompano Beach, FL 33069</li> <li>2. ATL Disaster Recovery (dba Arbor Tree &amp; Land, Inc.)<br/>5796 Western Way<br/>Lake Worth, FL 33463</li> <li>3. BAT Construction Group, LLC<br/>127 Industrial Road, Suite E<br/>Big Pine Key, FL 33043</li> <li>4. Bergeron Emergency Services, Inc.<br/>19612 SW 69<sup>th</sup> Place<br/>Ft. Lauderdale, FL 33332</li> <li>5. Ceres Environmental Services, Inc.<br/>5590 Broadcast Court<br/>Sarasota, FL 34240</li> <li>6. CKA, LLC<br/>1136 New York Avenue<br/>Saint Cloud, FL 34769</li> <li>7. J.B. Coxwell Contracting, Inc.<br/>6741 Lloyd Road West<br/>Jacksonville, FL 32254</li> </ol> | <ol style="list-style-type: none"> <li>8. Jimmy Crowder Excavating and Land Clearing, Inc. (dba Crowder Disaster Recovery)<br/>901 Geddie Road<br/>Tallahassee, FL 32304</li> <li>9. CrowderGulf Joint Venture, Inc.<br/>5435 Business Parkway<br/>Theodore, AL 36582</li> <li>10. D &amp; J Enterprises, Inc.<br/>3495 Lee Road 10<br/>Auburn, AL 36832</li> <li>11. DRC Emergency Services, LLC<br/>740 Museum Drive<br/>Mobile, AL 36608</li> <li>12. Grubbs Emergency Services, LLC<br/>1115 South Main Street<br/>Brooksville, FL 34601</li> <li>13. Omni Pinnacle, LLC<br/>90 Glen Court<br/>Pearl River, LA 70452</li> <li>14. SRS-Storm Reconstruction Services, Inc.<br/>Mobile, AL 36693</li> <li>15. T.F.R. Enterprises, Inc.<br/>601 Leander Drive<br/>Leander, TX 78641</li> </ol> |
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These fifteen (15) Respondents were ranked on a detailed matrix evaluating many criteria including:

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| <ul style="list-style-type: none"> <li>• RFP Bid Points</li> <li>• Qualifications/Experience</li> <li>• General Operations Plan</li> <li>• Financial Stability</li> <li>• Past Performance (reference verification)</li> <li>• Cost Proposal Points</li> </ul> | <ul style="list-style-type: none"> <li>Maximum 900 points</li> <li>Maximum 200 points</li> <li>Maximum 200 points</li> <li>Maximum 100 points</li> <li>Maximum 400 points</li> <li>Maximum 400 points</li> </ul> |
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City staff, during a series of advertised public meetings, evaluated the respondents on the above mentioned criteria in addition to several other items. Staff also took into consideration other criteria including proximity of Respondents equipment and resources to Key West. Alternate means of transporting said equipment in the event that we lose connection to the mainland. Taken into consideration were any past auditing/invoicing or FEMA reimbursement issues or past issues with sub-contractors. (Please see attached Excel Workbook titled "RFP 09007 Comparison")

Based on these criteria a scoring system was devised to assign a point value to each of the specific line items. A compilation of these point totals allowed staff to rank the fifteen (15) respondents. This information was collected and entered into the spreadsheet, which was designed to rank the proposals in three categories:

- Combined Score (Best value, adds price and experience together)
- Experience and Resources (Most qualified based on their experience/resources)
- Cost of Services (Cheapest cost for services proposed)

Ranking	Proposer	Criteria	Cost of Services Matrix	Performance Proposal Scores	
1	CrowderGulf Joint Venture, Inc.	Lump Sum	3,298,000.00	2,063,062.50	1080
		72 hr Push	22,176.00		
		Unit Price			
2	Crowder Disaster Recovery	Lump Sum	1,826,500.00	2,063,062.50	1030
		72 hr Push	22,176.00		
		Unit Price			
3	Omni Pinnacle	Lump Sum	2,475,130.00	3,282,479.00	858
		72 hr Push	24,849.00		
		Unit Price			
4	DRC Emergency Services	Lump Sum	1,911,084.00	2,112,764.00	980
		72 hr Push	28,980.00		
		Unit Price			
5	J.B. Coxwell Contracting, Inc	Lump Sum	2,910,300.00	3,391,683.28	872
		72 hr Push	25,089.00		
		Unit Price			
6	AshBritt Environmental, Inc	Lump Sum	4,464,640.00	9,241,770.00	858
		72 hr Push	26,640.00		
		Unit Price			
7	Grubbs Emergency Services	Lump Sum	3,159,600.00	4,248,625.00	848
		72 hr Push	23,925.00		
		Unit Price			
8	T.F.R. Enterprises	Lump Sum	2,789,610.00	4,103,490.00	775
		72 hr Push	22,680.00		
		Unit Price			
9	ATL Disaster Recovery	Lump Sum	4,418,900.00	5,257,926.00	751
		72 hr Push	38,265.00		
		Unit Price			
10	CKA, LLC	Lump Sum	3,492,150.00	3,644,158.00	747
		72 hr Push	20,508.00		
		Unit Price			

11	SRS-Storm Reconstruction Services	Lump Sum	3,421,044.00	739
		72 hr Push	32,400.00	
		Unit Price	4,124,509.00	
12	Ceres Environmental Services, Inc	Lump Sum	2,802,725.00	718
		72 hr Push	24,615.00	
		Unit Price	2,943,311.00	
13	D&J Enterprises, Inc.	Lump Sum	3,104,700.00	697
		72 hr Push	18,900.00	
		Unit Price	7,820,100.00	
14	BAT Construction Group, LLC	Lump Sum	4,109,440.00	532
		72 hr Push	43,668.00	
		Unit Price	5,370,276.00	
15	Bergeron Emergency Services, Inc.	Lump Sum	5,223,100.00	521
		72 hr Push	24,945.00	
		Unit Price	6,343,535.00	

"In order to fulfill its needs, the City intends to retain a contractor under a disaster response services agreement (the "Contract"). The Contract will be for a three-year term for such services as may be required in the event of a natural or man-made disaster. No minimum amount of such services or compensation will be assured to any contractor so retained, and the City shall not be prevented in any manner from retaining other contractors at its sole discretion." (RFP 09-007)

The City of Key West intends to enter into three year contracts with three of the five finalists, with the capabilities of extending said contracts. Once contracts have been established, the City will reserve the right to deal with each of the three providers equally and dependant on availability and performance.

**OPTIONS / ADVANTAGES / DISADVANTAGES:**

- Reject all proposals and develop a more comprehensive RFP.  
This option is not recommended. There were no proposers determined to be "Non-Responsive."
- Reject adopted scoring system and consider other scoring possibilities in the formulation of a short list of Respondents.  
  
This option is not recommended. This scoring system was comprehensive and allowed for all aspects of service and potential service to be considered.
- Accept staff's recommended rankings (Combined Score) of the Proposers; instruct staff to negotiate contracts with five Proposers. Proposers will be negotiated with in the order of ranking, provided by the City Commission, and the City of Key West will enter into contracts with five proposers. The City of Key West reserves the right to task any one or more of the Proposers during any event.

Based on these criterion, a scoring system was devised to assign a point value to each of the specific line items. A compilation of these point totals allowed staff to rank the fifteen (15) respondents. This information was collected and entered into the spreadsheet, which was designed to rank the proposals in three categories:

- Combined Score (Best value, adds price and experience together)

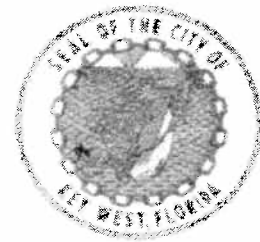
- Experience and Resources (Most qualified based on their experience/resources)
- Cost of Services (Cheapest cost for services proposed)

**FINANCIAL IMPACT:**

This item has no current financial impact. In the event of a storm event and the services of the secondary debris contractor were needed, typically the City would pay 12.5% of the total cost of services if a declaration of emergency was signed by the Governor of Florida. The rest of the cost of services would be reimbursed by FEMA at 75% and the state of Florida at 12.5%. There is a large difference between the lowest service cost proposed and the most expensive. The highest cost proposal is more than two times the cost of the lowest cost proposal.

**RECOMMENDATION:**

Staff recommends approval of the Resolution ranking the 5 firms.



\* Attachment 1

**Company Rankings for RFP # 09-007 Debris Management and Removal Services**

Ranking of Proposers Based on Combined Score				
	Experience / Capacity	Lump Sum		Total
1	CrowderGulf Joint Venture	680	400	1080
2	Crowder Disaster Recovery	630	400	1030
3	AshBritt Environmental, Inc.	668	190	858
4	Omni Pinnacle, LLC	737	250	987
5	JB Coxwell Contracting, Inc.	592	295	887

**Ranking of Proposers Based on Experience / Resources Alone**

1	CrowderGulf Joint Venture	680
2	AshBritt Environmental, Inc.	668
3	Crowder Disaster Recovery	630
4	Omni Pinnacle, LLC	737
5	JB Coxwell Contracting, Inc.	592

**Ranking of Proposers Based on Estimated Cost Alone (Lump Sum)**

1	CrowderGulf Joint Venture	\$1,826,500.00
2	Crowder Disaster Recovery	\$1,826,500.00
3	Omni Pinnacle, LLC	\$2,475,130.00
4	JB Coxwell Contracting, Inc.	\$2,910,300.00
5	AshBritt Environmental, Inc.	\$4,464,640.00