

LDEQ ANSWERS TO PROPOSERS QUESTIONS
RFP No. 3000016944
“Targeted Brownfields Assessment Services V”

LDEQ’s answers to the following questions are intended to provide information to potential proposers’ questions to RFP No. 3000016944.

Questions and answers that may potentially result in the disclosure of information from proposals of competing bidders will not be published.

Question 1: What is the estimated value of the contract and each contract year? Is a certain contract value guaranteed?

LDEQ’s answer: The estimated award value of the contract is \$100,000, however, the Department anticipates additional federal funding to become available for this work during the term of the contract. Any increases to the maximum amount of the contract shall be made by written amendment and approved by the Division of Administration, Office of State Procurement.

Per Attachment C, Sample Contract, Section 5, Payment Terms, paragraph 2, “The Department will pay the Contractor only for actual work performed, and the Department does not guarantee a maximum payment amount to be earned by the Contractor.”

Question 2: Is proof of insurance required at the time the proposal is submitted? Or may it be submitted after proposal submission at the time of contract award?

LDEQ’s answer: No, proof of insurance is not required at the time of proposal. It will be required from the apparent winner at the time of contract award.

Question 3: Will the proposer be reimbursed by the department for the cost of the performance bond, if a performance bond is required according to Section 3.3?

LDEQ’s answer: No, the proposer will not be reimbursed by the Department for the cost of a performance bond. Per RFP Part III, Section 3.3, Financial Information (Volume II):

...proposals should include evidence demonstrating the Proposer’s financial capability to carry out this project. Evidence can include, but is not limited to:

- (Preferred) Financial Statements reviewed by an independent Certified Public Accountant (CPA) for the past 3 years. This includes:
 - Notes to the Financial Statements, and
 - The CPA's reviewed report for each year
- or
- Letter of intent to obtain a 100% Performance Bond

Therefore, a performance bond is not strictly required. The proposer can choose which type of evidence to submit with their proposal to show financial capability.

Question 4: May a Louisiana Professional Civil Engineer License be used to satisfy the Louisiana Geoscientist License Requirement?

LDEQ's answer: No, Per Section 5.0 of Attachment 1, Statement of Work "At least one member of the project team shall be a licensed Professional Geoscientist in the State of Louisiana."

Question 5: If this is a recurring contract, who was last awarded the contract and how much revenue per year was paid out during each year (please list multiple contract years and revenue)?

LDEQ's answer: The last contract awarded from an RFP was to Shaw Environmental, Inc., later named CB&I Environmental & Infrastructure, Inc. This contract was identified by LaGov No. 2000056731 for a term of September 1, 2012 – August 31, 2015. The amounts below show the expenditures for the previous contract, per State Fiscal Year (July 1 – June 30).

Fiscal Year	Total Paid
FY12/13	\$92,606.34
FY13/14	\$111,737.01
FY14/15	\$205,924.94
FY15/16	\$85,209.24
	\$495,477.53

A non-competitive contract was entered into with Leaf Environmental, LLC. for a term of January 1, 2021 - August 31, 2021. No payments have been made as of the date of this Question & Answers document.

Question 6: If this is a recurring contract, approximately what percentage (%) of the previous year's revenue were associated with the "AT COST" line items on the Schedule of Prices?

LDEQ's answer: The previous contract had less than 10% of the total contract expenditures associated with "at cost" items. The "at cost" items in the Schedules of Prices for the previous contract only included Title Search and Waste Transport/Disposal.

Question 7: What is the estimated percentage (%) of the current contract revenue for associated with the "AT COST" line items on the Schedule of Prices?

LDEQ's answer: Due to the nature of the site selection and site work, the estimated percentage of current contract revenue associated with "at cost" line items is unknown at this time.

Question 8: What percentage (%) of the Brownfields Sites are expected to be:

- Underground Storage Tank (UST) Sites,
- Former Dry Cleaners;
- Others; and
- Etc.....

LDEQ's answer: Due to the nature of the site selection and site work, the specific tasks and types of Brownfield Sites are unknown at this time.

Question 9: Are there any Brownfield Sites currently identified for this contract? If so can you provide addresses and agency interest numbers?

LDEQ's answer: There are no Brownfield sites currently identified for this contract. The Remediation Division is currently working with community partners throughout the state to identify eligible Brownfield sites.

Question 10: Will the contractor be allowed to Bid-on and Self-Perform the "At Cost" Line Items on Attachment 2, Schedule E, "Removal and Disposal of USTS and Related Activities & Additional Env. Services"?

LDEQ's answer: Yes, "At Cost" line items on Attachment 2, Schedule of Prices E, "Removal and Disposal of Underground Storage Tanks and Related Activities & Additional Environmental Services" may be self-performed by the contractor, as long as the contractor holds the appropriate licenses for the work being performed.

Question 11: What areas or regions of the State will the Brownfields Sites be located in?

LDEQ's answer: See Question 9. Per Attachment 1, Statement of Work, Section 1.1, Goals and Objectives, "The Department's goal is to facilitate the cleanup and redevelopment of Brownfield sites throughout the State to encourage their reuse for economic development and/or community benefit."

Question 12: If the proposer, prime contractor, is Veteran Initiative certified and Hudson Initiative certified, does the proposer, prime contractor, receive all 12 points in the criteria evaluation? (Does Appendix D need to be submitted if the Prime Contractor is Veteran and Hudson Initiative Certified?)

LDEQ's answer: See RFP Part IV, Section 4.5 Veteran-Owned and Service-Connected Disabled Veteran-Owned Small Entrepreneurships (Veteran Initiative) and Louisiana Initiative for Small Entrepreneurships (Hudson Initiative) Programs Participation, Item B.

Proposers certified as a Veterans Initiative small entrepreneurship shall receive points equal to twelve percent (12%) of the total evaluation points in this RFP (i.e. 12 points). Proposers certified as a Hudson Initiative small entrepreneurship shall receive points equal to ten percent (10%) of the total evaluation points (i.e. 10 points). The total number of points awarded pursuant to this Section shall not exceed twelve percent (12%) of the total evaluation points (i.e. 12 points).

If Proposer is a certified Veterans Initiative or Hudson Initiative small entrepreneurship, Proposer must note this in its proposal in order to receive the full amount of applicable reserved points. This may be noted on Appendix A, Proposal Cover Sheet/Certification Statement or on Appendix D, Veterans/Hudson Initiative Proposal Table.

Question 13: How many qualified proposer's were there when this contract was previously awarded by the state? What was the score of the selected prime contractor? What was the score of the top 3 proposers at that time?

LDEQ's answer: Eleven proposals were received in response to RFP No. 2012-07-3901. The highest three (3) scores out of 100 were: 87.86, 79.62, and 79.

Question 14: Are additional line item charges allowed for Mobilization and Demobilization Labor and Equipment charges for Subcontractors (such as Drillers

performing Schedule of Prices C of the contract who travel to and from a site)? Costs such as Mileage reimbursement, labor hours for travel time, equipment hours, and Hotel and per diem for overnight stays for drillers/subcontractors)?

LDEQ's answer: No, additional line item charges are not allowed for mobilization, demobilization, labor, equipment charges, mileage reimbursement, labor hours for travel time, equipment hours, hotel or per diem for overnight stays for subcontractors such as drillers performing Schedule of Prices C work. Those costs are to be incorporated into the per-foot cost.

Question 15: Section 2.9 states that "The Proposer and their principals shall be registered and active on the Federal System for Award Management (SAM) website (<https://www.sam.gov/SAM>) at the time of the proposal deadline listed in RFP Part I, Section 1.5, Schedule of Events. Could you define "principals"?

LDEQ's answer: The definition of "principals" as found in the SAM User Guide is, "Principals means officers; directors; owners; partners; and, persons having primary management or supervisory responsibilities within a business entity (e.g., general manager; plant manager; head of a division, or business segment, and similar positions)."

[https://www.sam.gov/SAM/SAM_Guide/SAM_User_Guide.htm# Entity Management Content](https://www.sam.gov/SAM/SAM_Guide/SAM_User_Guide.htm#Entity_Management_Content)

Question 16: If you come out with an "amendment" to this RFP before submittal deadline, will the amendment be clear where to place the signed acknowledgment of the amendment in the proposal?

LDEQ's answer: The RFP does not require a signed acknowledgment of any amendment or addenda in the proposal. See RFP Part I, Section 1.10, Changes or Addenda, "It shall be the responsibility of the Proposer to check the website for addenda to the RFP, if any."

Question 17: Follow up to principals question, so you want each person to be signed up individually, not just the firm. Assuming 20 principals, then each individual?

LDEQ's answer: No, each person or "principal" does not need to signed up in Sam.gov individually. As part of your firm's registration, you must provide information on any principals currently debarred, suspended, proposed for debarment, or declared ineligible for the award of contracts by any Federal Agency. See SAM User Guide linked in Question 15.

Question 18: How many teams will you be choosing for this contract?

LDEQ's answer: See RFP Part I, Section 1.1 Purpose, "Only one contract will be awarded."

Question 19: Must the Proposal include the DBE certificate?

LDEQ's answer: A DBE certificate is not required to be submitted with the proposal.

Question 20: Can a firm submit as prime on one submittal and as a subcontractor on another?

LDEQ's answer: Yes, a firm may submit a proposal as prime contractor and also be listed as subcontractor in another proposer's submittal.

Question 21: On the Sam requirement, is a screenshot ok to show verification?

LDEQ's answer: A screenshot may be submitted in the proposal to show verification of registration. However, the Department will check Sam.gov for the proposer (prime) and any subcontractors by using the DUNS number(s) provided on Appendix A, Proposal Cover Sheet / Certification Statement.

Question 22: Will a recording of this webinar be available?

LDEQ's answer: The webinar was not recorded, therefore it cannot be made available.

Question 23: If you did not attend the pre-proposal webinar can you still submit a proposal?

LDEQ's answer: Yes, you may submit a proposal if you did not attend the pre-proposal webinar. Per RFP Part 1, Section 1.6.1, Pre-Proposal Conference, the webinar was non-mandatory.

Question 24: What does “one sampler per kit” mean for the 5035?

LDEQ’s answer: “One sampler per kit” means either one Encore® sampler or one TerraCore® sampling kit. The Proposer must identify which sampler kit will be used on Attachment 2, Schedule of Prices B.

Question 25: Will you want to use Encores or terracores for field sample collection?

LDEQ’s answer: Either Encore® or TerraCore® sampling kits may be used. The Proposer must identify which will be used on Attachment 2, Schedule of Prices B.

Question 26: For TO-15, should this price include a summa can and flow controller?

LDEQ’s answer: The price should include a summa canister and flow controller.

Question 27: On the line item for canister cleaning – does that mean they want individual can certification cleaning?

LDEQ’s answer: Yes

Question 28: Is there a way I can view the recording?

LDEQ’s answer: See Question 22.

Question 29: Also, how can I go about registering as an interested bidder?

LDEQ’s answer: You are not required to register as an interested bidder. You may submit a proposal in response to this RFP in accordance with RFP Part I, Section 1.7, Electronic Proposal Submittal, and all other requirements stated in the RFP.

Question 30: Please confirm that in accordance with Louisiana Administrative Code “The state will encourage the formation of joint ventures/alliances among certified SEs and larger firms to provide opportunities for certified SEs to gain experience” that the Proposer will receive credit toward the Hudson Initiatives goal

if Proposer submits as a Joint Venture consisting of one large company and one Small Entrepreneurship (SE).

LDEQ's answer: RFP Part II, Section 2.5, Veteran and Hudson Initiative Programs, gives information on how each Proposer should address Veteran or Hudson participation in their proposal.

RFP Part IV, Section 4.5 Veteran-Owned and Service-Connected Disabled Veteran-Owned Small Entrepreneurships (Veteran Initiative) and Louisiana Initiative for Small Entrepreneurships (Hudson Initiative) Programs Participation gives information about how points are awarded for Proposers who are themselves certified Veteran or Hudson or Proposers engaged with one or more Veteran or Hudson subcontractors.

Question 31: If possible, please provide an estimated number of projects and/or anticipated contract value for either the three-year duration or annually.

LDEQ's answer: Due to the nature of the site selection and site work, the specific tasks and types of Brownfield Sites are unknown at this time so it is not possible to provide an estimated number of projects. See Question 1 for anticipated contract value.

Question 32: Appendix B, Experience Table: If multiple project sites are evaluated for the same client under one contract under various Task Orders (e.g, work completed for 6 different sites under the same contract), should that be counted as one entry on the Experience Table or, in this example, as six entries? If six entries, should the Dollar Amount of the Contract be for each Task Order or for the Contract?

LDEQ's answer: It is up to the proposer to decide how to best present their experience and ability to manage this contract.

Question 33: Subcontractor Signed Letter of Agreement: Do the subcontractor signed letter of agreement requirements apply to vendors such as EDR?

LDEQ's answer: Vendors such as EDR that provide a database report as a purchased product are not considered subcontractors for this RFP; therefore, a signed letter of agreement is not required.

Question 34: Subcontractor Sam.gov Registration Requirements: Do the Sam.gov registration requirements apply to vendors such as EDR?

LDEQ's answer: Vendors such as EDR that provide a database report as a purchased product are not considered subcontractors for this RFP; therefore Sam.gov registration is not required.

Question 35: Financial Statements reviewed by an independent Certified Public Accountant for the past three years: If the Proposer's FY21 financial year ended March 31, 2021 and audited Financial Statements reviewed by an Independent CPA are not available by the proposal submittal deadline, will Financial Statements provided for FY18, FY19, and FY20 (April 1, 2017 through March 31, 2020) be acceptable?

LDEQ's answer: Yes, in the example given FY18, FY19, and FY20 (April 1, 2017 through March 31, 2020) would be acceptable to submit for review.