

Boone County Purchasing

Melinda Bobbitt, CPPO, CPPB
Director of Purchasing



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MEMORANDUM

TO: Notice of Award
FROM: Melinda Bobbitt, CPPO, CPPB
DATE: March 5, 2024
RE: Request for Proposal Award Recommendation: *C000705 (RFP 33-25OCT23 – Emergency Disaster Debris Removal and Disposal Services with Ceres Environmental Services, Inc.*

Request for Proposal *33-25OCT23 – Emergency Disaster Debris Removal and Disposal Services* closed on October 25, 2023. Seven proposal responses were received.

The evaluation committee consisted of:

Christopher Kelley, Director, Emergency Management Operations
Bill Florea, Director, Boone County Resource Management
Greg Edington, Director, Road & Bridge
Jacob Waller, Deputy Director, Emergency Management Operations

Recommendation for award is to Ceres Environmental Services, Inc. of Brooklyn Park, Minnesota per the attached Evaluation Report.

This is a Term & Supply contract for department 2707 – Disaster Relief Activities, Account 86850 – Contingency (Unknown Disaster Relief Expenses).

ATT: Evaluation Committee Report

cc: RFP File

Evaluation Report for Request for Proposal

33-25OCT23 – Emergency Disaster Debris Removal and Disposal Services

OFFEROR #1: AshBritt, Inc.

 X It has been determined that **AshBritt, Inc.** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

 It has been determined that **AshBritt, Inc.** has submitted a **non-responsive** proposal.

Note: AshBritt has already included their Insurance Certificate, already registered with the state of Missouri. If we contract with them, will need to obtain their W-9.

Method of Performance (Project Approach)

Strengths:

- Provided a list of management and supervisory positions that may be employed for a disaster recovery event. Can respond to concurrent disasters without impediment (page 21).
- Maintain long-term relationships with Midwestern and nationwide subcontractors, equipment rental companies, logistics/freight forwarding firms, recycling/disposal companies for subcontracting. Also give local firms and individuals the first opportunity for work when it is available (page 21).
- Have Small/Disadvantaged Business program to ensure that SBEs and MBEs are utilized when available (page 27). They have already contacted 200 regional subcontractors to gauge interest in working for them as a sub. Obtained list from Missouri Regional Certification Committee DBE Directory (page 28). 10 have already responded showing interest.
- Willing to assist the County in completing FEMA's *Public Assistance Simplified Procedures* to help in the County's reimbursement (page 75). They will also help with any situational guidance that may be issued with each event (page 74).
- Provided a clear 9 project phase approach to a disaster (pages 122-143). They coordinate annually with the County to review logistical, operational, and administrative elements of potential response and recovery plans and projects.
- Utilize a lot of technology for tracking and monitoring (pages 149-158).
- Already provided their Insurance Certificate naming the County as additional insureds.
- **Able to scale up to 60+ projects over several states.**
- Equipment fleet including temporary housing and sanitation facilities.
- **Provided an organizational chart specific to Boone County.**
- Very strong on pre-event planning with training for clients.
- Sophisticated data management system.
- Haul vehicle certification process.
- Has equipment and system to geo-locate debris piles and assets.

Concerns:

- Seems very dependent on local contractors. Do they have a push team that shows up first? If so, in what time frame?
 - Addressed in Clarification #2 response. Their push team shows up within 24 hours of notification from County.

Experience and Expertise

Strengths:

- Extensive federal disaster experience. Responded to 65+ federally declared disasters in 22 different states (page iii) and 65 federally declared disasters in 30 states (cover letter).
- Kentucky flooding disaster in 2022 removing 552,000 tons of debris (page iii)
- Kentucky tornadoes and straight-line windstorms in 2021-2022. 54 trucks in active use, removing 410,000 cy of debris (cover letter)
- 30 years of nationwide disaster response experience (cover letter)
- **Financial Stability:** Bonding capacity is \$850,000,000 (cover letter). Low to mid 8 figure line of credit (pg. 77). \$100 million working capital.
- United States Army Corps of Engineers has a contract with AshBritt for debris management and Missouri is one of the areas in this contract (page 3)
- Provided relative experience references for past five years for flooding, wildfires, tornadoes, straight-line windstorms (although the bulk of their experience is Hurricanes) (pages. 4-15; 48; 79-80)
- Proposed key personnel have multiple years of experience (page 37)
- Awarded pre-positioned contract by USACE, includes Missouri.
- Management team 20+ years of experience together.
- 40 million CY debris removed over last 7 years.
- Expert knowledge of FEMA reimbursement programs.
- Seems to have a very high capacity to respond to multiple events simultaneously.
- Very deep roster with specific knowledge of funding and reimbursement programs.
- Experience with inland, non-hurricane, event response.
- **Very thorough continuity of operations plan**

Concerns:

- Did not list any experience in Missouri.
- Existing clients are not local.
- How much equipment does the company own?
 - Per Clarification Response #2, no owned equipment. 1,043 pieces are contracts or leased.

OFFEROR #2: Ceres Environmental Services, Inc.

 X It has been determined that **Ceres Environmental Services, Inc.** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

 It has been determined that **Ceres Environmental Services, Inc.** has submitted a **non-responsive** proposal.

Note: Ceres has already included their Insurance Certificate, W-9, and is registered with the state of Missouri.

Method of Performance (Project Approach)

Strengths:

- Committed to workplace safety. Provided multiple examples of awards won for safety (page B.1-6).
- **Large fleet of owned equipment. 1,804 pieces of equipment so can complete a lot of work themselves with rapid response times** (cover letter; B.1-2, B.1-7, B.6-1). [Per Clarification Response #2, they own 2,019 pieces of equipment.](#)
- Commit to local contractor utilization and working with MBE, WBE, SBE and DBE contractors (cover letter, B.1-8, E.4-7).
- Ceres assists the County with recordkeeping and reporting to ensure maximum reimbursement. After the project, they attend post-project briefings and provide lessons learned and recommendations for the next project to Boone County (B.1-8, B.1-9).
- Ceres supports clients during the closeout and audit process with outside auditor (pg. B.1-9).
- Ceres will provide forms for truck certification, load tickets, force account labor and equipment, man-hours, and equipment supplies (pg. B.3-3)
- Utilize technology for providing better estimates of debris quantities/types, track the progress of debris collection operations and help closeout zones/subzones (page B.3-4). With their software ticket entry, one data entry person can enter 700 tickets a day. The system does not allow double entry of tickets (pg. B.3-5)
- Ceres maintains a toll-free Storm Hotline that is staffed and accessible 24x7 to handle questions, concerns or complaints related to clean-up (pg. B.3-7)
- Ceres maintains an account with a satellite communications company and maintains satellite handsets for their managers and to provide County with “Loaner phones” until standard cell phone service is back online” (pg. E.1-5). Also participate in FirstNet.
- Each designated Debris Site Manager will commence construction of their DMS within 24 hours of notification. DMSs will be fully operational within 48-72 hours of Notice to Proceed (pg. E.1-6)
- Project Manager can be reached 24x7 (pg. E.1-11)
- Able to provide exercises and training pre-event to Boone County.
- Has access to life support systems for personnel: shelter, water, food, sewage storage.

- Comprehensive pre-disaster training for clients.
- Internal auditing function to ensure accuracy, integrates well with monitoring firm procedures.
- Cut and push crews work 24 hours (crew rotation)
- Haul vehicle certification process.
- Had a comprehensive continuity of operations plan
- Quick push activation in 6-12 hours. Have a local subcontractor.

Concerns:

- Provided a list of training they can do with the County. Is there an extra charge for that?
 - No charge per Clarification #2 response.
- Need the list of training they can provide with pricing. Some examples include review our existing Emergency Operations Plan and Disaster Debris Management Plan, draft a Disaster Debris Management Plan, provide workshops on Disaster Debris Management, provide training in changes in FEMA policy. (pg. B.3-2, E.1-3)
 - Provided in Clarification #2 response.
- On page E.1-4, “Ceres will provide, at the County’s request, a representative prior to hurricane landfall”.

Experience and Expertise

Strengths:

- Cleared 1,348,249 CY of debris in Livingston Parish, LA following 2016 floods and debris removal in California in 3/23 from floods (cover letter).
- **Financial Stability: Maintains \$2 Billion in bonding capacity** (cover letter, B.1-7, C-1). **8 figure line of credit.**
- Have a database of 3,346 subcontractors with **14 pre-qualified, local subcontractors within 100 miles of Boone County** (cover letter; page B.1-2, B.1-8, E.4-3).
- **Mid-west location office in MN** will manage post-disaster work in Boone County (cover letter).
- Provided services to governmental entities throughout the U.S. for 47 years.
- Have extensive experience with 300 FEMA-funded contracts including floods and winter storms (Page B.1-2, B.1-8). No client of Ceres has been denied reimbursement for work Ceres has performed (pg. E.3-1)
- Founded in 1976 (pg. B.2-1).
- Provided extensive list of projects for last five years that included projects that would be similar to what Boone County might experience including flooding, tornados, storms (pg B.2-1,
- Key personnel have extensive experience (pg. B.4-1)
- One of their staff, Allen Morse, Senior Debris Management Advisor worked the **Joplin, MO tornado** (Pg. B.5-36)
- Well diversified company.

- Required debris training program for all employees
- No reimbursement denial.

Concerns:

- Did not list any experience in Missouri but they are registered with the State of Missouri and they list that one of their staff people worked the Joplin tornado.
- Existing clients are not local.
- Are contractors required to have the same debris and safety training as company employees?
 - Per Clarification Response #2, Ceres reviews the training that the subcontractors' employees have received.
- Can they provide an organizational chart specific to Boone County?
 - Provided with Clarification Response #2.

OFFEROR #3: CrowderGulf, LLC

 X It has been determined that **CrowderGulf, LLC** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

 It has been determined that **CrowderGulf, LLC** has submitted a **non-responsive** proposal.

Note: Included their W-9 and is registered with the State of MO. If we contract with them, will need to obtain their Insurance Certificate.

Method of Performance (Project Approach)

Strengths:

- **Provide pre-planning and training free of charge throughout the contract term** (cover letter). Annual pre-disaster planning sessions (training, plan development, etc.) at no cost.
- Within 12 hours of receiving a Notice to Proceed, CrowderGulf management team will report to the County representative for operations planning and mobilization of personnel and equipment. Within 48 hours of initial NTP, crews will be fully operational and hauling debris (pg. 25). [Per Clarification Response #2, push crews will begin within 12-24 hours of Notice to Proceed.](#)
- Will commit a senior employee to be stationed in the County's ECC to coordinate plans for debris operations, communications, and scheduling (pg. 29).
- CrowderGulf can set up a mobile repair shop to work on their equipment (pg. 37).
- Committed to using local subcontractors to the maximum extent possible (pg. 55).
- Have 130 pre-qualified subcontractors in Missouri (pg. 55).
- Clear subcontracting policy to ensure the subcontractors have all forms required for federal grant contracts (pg. 56).
- Technical training for client at no extra cost.
- Annual training and pre-planning.
- Senior employee stationed at EOC.
- Has mobile repair trucks for company and contracted equipment.

Concerns:

- Is there no charge for their pre-event training? (pg. 31)
 - [Per Clarification Response #2, there is no charge.](#)
- Does not specify details about the no-cost technical training.
 - [Details provided in Clarification Response #2.](#)
- 70-hour mobilization for push crews, but later in proposal it says 12 or 48 hours.

- Per Clarification Response #2, push crews will begin within 12-24 hours of Notice to Proceed.
- Does not specify what senior employee will be stationed at EOC.
 - Per Clarification #2 response: Bill Doran, former FEMA Region 6 Federal Coordinating Officer
- Composition of clearing crews is variable which requires decision making which may delay response.
 - Per Clarification #2 response, there are no timing implications. Composition of crews, only helps expedite the mobilization and the recovery efforts.
- Smaller fleet of owned/leased equipment. “350 pieces of company-owned/leased equipment available for rapid response (pg. 1, 23).” Do they have the capacity to respond to a major disaster to multiple agencies in our area?
- Proposal lacks detail. Many instances of Crowder will do X, but no detail.

Experience and Expertise

Strengths:

- **Financial Stability:** Aggregate bonding capacity (\$1,000,000,000) and single bonding capacity (\$250,000,000) (cover letter). Has a bank line of credit of **\$150,000,000.00**.
- 50 years of experience in debris management, removal and disposal services (pg. 1), with CrowderGulf formally created in 2002 (pg. 2).
- Over \$1 billion in work has been completed in the last five years. Extensive debris removal listed on page 7.
- Provided a detailed list of work for the past five years with reference contact information. Work included similar things that the County might experience such as tornadoes and ice storms (pg. 12-20). List of references also included a tornado, flooding & severe storms (pg. 22).
- “Over the past 20 years, 98% of CrowderGulf’s work has been with cities, counties, states and agencies that receive reimbursement from FEMA” (pg. 53). They will work with County to make sure that all documentation is complete, accurate and provided in whatever format FEMA requests.
- Provided an extensive list of M/SBE Subcontractors (Pg 59-60).
- **Provided a list of subcontractors that is exclusive to them and one of them is Dotson & Sons out of Higbee, MO that has done a lot of work for them across many states for flooding, ice storms, hurricanes.** They list other MO subcontractors from Missouri that they have used.
- On their summary of subcontractor activations for past 15 years, they list ABC Hauling Services for the 2011 **Joplin tornado** (pg. 65).
- “Since 2012, CrowderGulf has received no citations, notification or violations, pertaining to OSHA. CrowderGulf has worked 1,561,271 and experience 1 total recordable, which is well below industry standard”. (pg. 72)
- List of management personnel have extensive experience (pg. 76, 91).
- Wide range in terms to size of events they have responded to.

Concerns:

- Even though the cover letter listed they have worked in Missouri, it wasn't included in their detailed list of work performed in the past five years or their reference list. (pg. 12-20).
- Experience is focused on hurricanes.
- No references north of Little Rock, AR. Existing clients are not local.

OFFEROR #4: CTC Disaster Response, Inc.

 X It has been determined that **CTC Disaster Response, Inc.** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

 It has been determined that **CTC Disaster Response, Inc.** has submitted a **non-responsive** proposal.

Note: Included their W-9 and is registered with the State of MO. If we contract with them, will need to obtain their Insurance Certificate.

Method of Performance (Project Approach)

Strengths:

- **Per clarification #1 response, CTC is headquartered 3 hours away from Boone County and can have equipment and crews on ground within the initial hour as they have priority agreements with other large contractors in the area.**
- **Their main teaming partner is located in Fayette, MO allowing them to respond immediately and be on site with personnel and equipment within a few hours of activation (pg. 3).** Although pages 8, 9 & 10 say 24 hours.
- They provide a clear explanation of what is separated under the headings: Vegetative Debris, Construction & Demolition Debris, Appliance & White Goods, Electronics, Household Hazardous Waste (pg. 19).
- On-site classroom training. There is no charge for pre-event training.
- Uses in-house resources for nearly immediate commencement of removal operations.
- Specifies established procedures for non-warning disasters: tornado, earthquake.
- **Will identify staging areas within a 50-100 mile radius of the forecast impact zone and mobilize the equipment and manpower needed for the immediate push. Through this advance planning, they guarantee an immediate response to the emergency clearance of debris from the roadways (page 11). Push activities described in greater detail on page 12.**

Concerns:

- Page 6 estimates the time frame for post-event operations to be 70 hours for preliminary damage assessment and road clearing. This statement conflicts with the statements above about having equipment/crews on the ground within three hours. Also, “70 hours” does not meet the RFP requirement on Page 34 of the Request for Proposal which states “The Contractor shall have a maximum of 24 hours from notification by the County to mobilize and begin their response.”
 - **Per Clarification #2 response, they can respond with personnel and equipment within 2 hours to begin work as their main partner is located in Fayette. Did not provide details, though.**

- No dedicated team or identified personnel assigned to Boone County.
 - [Team identified in Clarification #2 response.](#)
- Smaller fleet of owned/leased equipment. Provided a list of 689 pieces of owned and leased equipment (pg. 44-45) (not as large a list of some of the other Offerors). Do they have the capacity to respond to multiple agencies responding to the same event?
- Continuity plan of operations was a little vague.

Experience and Expertise

Strengths:

- Lots of references from previous jobs. Provided work performed for tornadoes, ice storms, floods with agency contact information (pg. 23-32). **Have performed work in neighboring states of Indiana, Illinois, Kansas and Iowa.**
- Been in business over 24 years, founded in 1999 (pg. 3,21). Incorporated in Kansas in 2001.
- Will utilize local, qualified contractors and M/WBE Contractors (pg. 43, 68).
- **Financial Stability:** bonding capacity to \$20,000,000 (Pg. 62).

Concerns:

- Did not see their line of credit to determine if they can pay their labor weekly and respond to multiple events.
- Smaller company. Would Boone County be competing with other agencies trying to respond to the same event? The County hopes to make the resulting contract a cooperative contract that other agencies in our area could use.
- Existing clients are not local.

OFFEROR #5: DRC Emergency Services, LLC

X It has been determined that **DRC Emergency Services, LLC** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

It has been determined that **DRC Emergency Services, LLC** has submitted a **non-responsive** proposal.

Note: DRC has already included their Insurance Certificate, W-9, and is registered with the state of Missouri.

Method of Performance (Project Approach)

Strengths:

- Able to provide workshops & training to Boone County and also the region. They will provide planning and training exercises at no additional cost. List of training provided on page 16 with benefits on page 72.
- Utilizes local vendors to the maximum extent possible (pg. 38).
- **Has large fleet of owned equipment. The company has 2,568 trucks and 1,657 pieces of support equipment, either owned or under agreement, available for immediate use (pg. 67).**
- DRC maintains a damage hotline and investigates all complaints within 24 hours and will propose a resolution to the damaged party within 48 hours (pg. 96).
- Has set productivity records for FEMA.
- Dedicated person for technical assistance and training.
- Has large inventory of company owned equipment: 2,568 trucks, 1,657 pieces of equipment and provided an inventory list.
- Quarterly meetings with clients.
- Push operations underway within 24-hours.
- Continuity plan of operations was satisfactory.

Concerns:

- Within 24-48 hours of NTP, debris removal operations with multiple Debris Removal crews begin (pg. 80). (County RFP, page 33, requires 24 hours to mobilize and begin their response).
 - Per Clarification Response #2, within 24 hours, DRC will be mobilizing and beginning the disaster response following the Notice to Proceed.
- Commits to providing free training but doesn't describe it.
 - Workshops were described in Clarification Response #2.
- Uses sidewalk to determine limits of public right of way for debris removal.
 - Per Clarification response #2, this is mapped out upon award between the County and DRC management personnel.

- Lack of detail about method of monitoring quantity of debris that is hauled.

Experience and Expertise

Strengths:

- Have managed over 650 debris removal projects with removal of 178,600,000 cubic yards of debris (pg. 5).
- The bulk of their experience is Hurricane, but they do list some experience with flooding, tornado and winter ice storms (pg. 10-12, 29-31). Tornado and ice storm debris removal experience in Kentucky, Iowa, Missouri and Oklahoma (pg.20-21, 29-31). **Emergency Flood Debris removal and disposal for St. Charles County, Missouri. (pg. 28).**
- DRC's Director of Technical Assistance and Training was the Region VI Debris Subject Matter Expert from 2013 – 2021 for FEMA. He has also served as the Infrastructure Branch Director, Emergency Management Specialist, Appeals Analyst, Procurement Specialist, and Trainer for over 100 federally declared disasters and emergencies (pg. 29).
- DRC has 2,000 pre-qualified subcontractors, including D & T Trucking, LLC in Brookfield, MO (pg. 38).
- **Financial Stability:** Over 1 billion bonding capacity and credit lines in excess of \$500 million (pg. 42, 43). Ability to self-fund until paid.
- DRC's combined contract total for 2022 was \$159,000,000. During that time, they removed and disposed over 3,600,000 cubic yards of debris across 9 states.
- Has documented ability to respond to multiple activations across a large geographic area.
- Dedicated Director of Tech. Assistance and Training.
- Has responded to many inland disasters: flood, fire, tornado, winter storm.

Concerns:

- Several project managers with less than 5 years of experience.
 - [Per Clarification Response #2, proposed team does have more than 5 years of experience with disasters.](#)
- Existing clients are not local.
- Organizational chart did not provide a very specific chart on who would be responding to the County.

OFFEROR #6: KDF Enterprises, LLC

 X It has been determined that **KDF Enterprises, LLC** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

 It has been determined that **KDF Enterprises, LLC** has submitted a **non-responsive** proposal.

Note: Included their W-9 and is registered with the State of MO. If we contract with them, will need to obtain their Insurance Certificate and their backup page showing proof of enrollment in E-verify.

Method of Performance (Project Approach)

Strengths:

- They can offer disaster recovery specific training as part of their services. (46, 71).
- Full project team and all field personnel, including pre-arranged subcontractors, will be on site within 24 hours of NTP. Mobile command center setup and functioning within 12 hours. Debris collection will start within 48 hours (pg. 47, 63, 64). Advance project team to include PM and project administrative staff to be on site within 6 hours for debris removal operations (Pg. 62). Then page 72 says for “Sudden Impact” scenarios (earthquakes, tornadoes, ice storms, floods, and some man-made issues), a project manager is onsite within 12 hours. They are fully operational within 48-72 hours.
- Will focus on finding and using local companies (pg. 56).
- Dedicated project manager to lead response team including training phase with County personnel.
- Allocated team member to monitor project for environmental/weather changes.
- Has predefined composition of debris clearing teams.

Concerns:

- Bid \$5,000 mobilization/demobilization. How many miles do they consider mobilization?
 - Per Clarification Response #2, the mobilization fee is charged only once per event.
- Does not differentiate between push operations and debris removal.
 - Discussed in Clarification #2 with Push activities starting within 72 hours and Debris removal part of 2nd phase. Will meet County’s requirement of full project team and subcontractor team if required mobilized within 24 hours.
- No discussion of haul vehicle certification and monitoring.
 - Discussed in Clarification #2 response.

- Smaller fleet of owned/leased equipment. Listed about 99 pieces of owned equipment but have access to hundreds of subcontractors and their equipment and expertise (pg. 51-55). (not as large a list of some of the other Offerors). Do they have the capacity to respond to multiple agencies responding to the same event?

Experience and Expertise

Strengths:

- **Financial Stability:** Have a 3 million line of credit. Checking account has an average yearly balance of \$300 million. Bonding capacity of \$15,000,000 and \$50,000,000 aggregate. (pg. 22-23).
- Founded in 2014 (Pg.30)
- Did provide references for debris removal from tornados in Alabama and floods in Texas (pg. 38-39).
- No client has ever been denied FEMA reimbursement for work KDF has performed (page 76).
- Their Director of Contract Administration worked a Missouri ice storm in 2007 (pg. 17)
- Operate nationally and at large events.
- FEMA liaison officers for compliance and reimbursement assistance.

Concerns:

- No work in Missouri other than biohazard debris removal for bird flu outbreak.
- Smaller owned fleet of equipment. Smaller line of credit. Would Boone County be competing with other agencies trying to respond to the same event? The County hopes to make the resulting contract a cooperative contract that other agencies in our area could use.
- Experience focused on hurricanes and tornadoes. All references are from the south, do they have any experience with winter weather?
- Existing clients are not local.

OFFEROR #7: TFR Enterprises, Inc.

 X It has been determined that **TFR Enterprises, Inc.** has submitted a **responsive** RFP response meeting the requirements set forth in the original Request for Proposal.

 It has been determined that **TFR Enterprises, Inc.** has submitted a **non-responsive** proposal.

Note: Included their W-9. They do not appear to be registered with the State of MO. If we contract with them, will need to obtain their Insurance Certificate and will have to wait until they are registered with the State of MO.

Method of Performance (Project Approach)

Strengths:

- They hire as many local subcontractors as possible and purchase products and supplies from local suppliers (page 37, 65).
- Will hold in-house classes and training. Offer training and tabletop exercise (page 43).
- Proposal did a good job of explaining incineration: the difference between *open burn* and *air curtain incineration* (page 57).
- In RFP: will meet all program standards in FEMA Debris Management Guide.
- Scaled defined response based on type and scale of event.
- Large database of specialized prequalified subcontractors.
- Dedicated FEMA compliance team with client training program.
- Owns five self-contained command centers with sanitary storage.
- Has defined process for haul vehicle certification.
- Has relationships with temporary shelter providers and life support services such as food, ice, water.
- Push crews immediately begin mobilizing upon notice (pg. 37, 44, 46).

Concerns:

- Does not have documented history of handling multiple large projects at the same time.
 - Clarification Response #2 provided a list of multiple contracts that they handled in years 2016 - 2020.
- Smaller owned fleet of equipment. Own more than 200 pieces of equipment (cover letter, 65). Also, lower line of credit as some of the other Offerors. Would Boone County be competing with other agencies trying to respond to the same event? The County hopes to make the resulting contract a cooperative contract that other agencies in our area could use.

Experience and Expertise

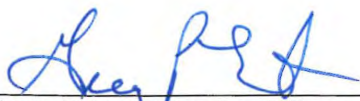
Strengths:

- **Financial Stability:** Bonding capacity of \$200,000,000.00 and a line of credit of \$5,000,000.00 (page 27-29).
- Established in 1989. Completed more than 450 federally funded debris removal projects with over 40,000,000 cubic yards of debris (cover letter, 27).
- Provided contact information for previous, similar work for ice storm in Kentucky, windstorm in Iowa, and flooding from heavy rain in Texas (pages 3-12).
- They provided a listing of work done in the past 10 years that included the surrounding states of Oklahoma, Iowa, Arkansas, Kentucky and Kansas for events such as tornados, ice storms and severe storms (pages 17 – 26).
- Can perform a wide suite of services in addition to cleaning & removal of debris.
- Has managed up to 26 simultaneous contract activations.
- Experience with disaster response in northern states such as ice storms.

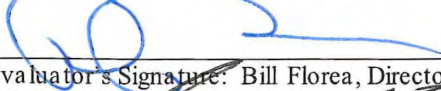
Concerns:

- Not registered with the State of Missouri
- Existing clients are not local.
- Did not have a customized work chart for Boone County.za

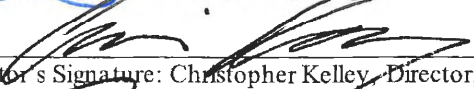
Recommendation for Award: Ceres Environmental Services, Inc. per the evaluation report and scoring.



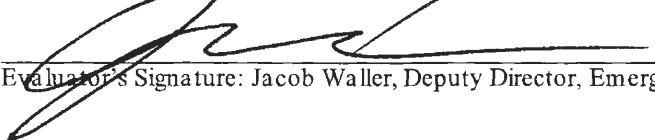
Evaluator's Signature: Greg Edington, Director, Road & Bridge
Date 3/4/24



Evaluator's Signature: Bill Florea, Director, Resource Management
Date 3/4/24



Evaluator's Signature: Christopher Kelley, Director, Emergency Management Operations
Date 3-4-24



Evaluator's Signature: Jacob Waller, Deputy Director, Emergency Management Operations
Date 3/4/24

EVALUATION REPORT FORM - Initial Scoring

PURCHASING DEPARTMENT - BOONE COUNTY - MISSOURI

Request for Proposal: 33-25OCT23 - Emergency Disaster Debris Removal and Disposal Services

Melinda Bobbitt, CPPO, CPPB, Director of Purchasing

					For Purchasing Use Only	
	NAME OF OFFEROR	Method of Performance (Project Approach) (20 points)	Experience and Expertise (30 points)	TOTAL SUBJECTIVE POINTS (50 pts.)	COST POINTS (50 pts.)	TOTAL POINTS (Max 100 pts.)
1	AshBritt, Inc.	19	29	48	40	88
2	Ceres Environmental Services, Inc.	19	29	48	42	90
3	CrowderGulf, LLC	16	26	42	40	82
4	CTC Disaster Response, Inc.	13	23	36	44	80
5	DRC Emergency Services, LLC	15	26	41	39	80
6	KDF Enterprises, LLC	11	22	33	42	75
7	TFR Enterprises, Inc.	10	23	33	50	83

We hereby attest that the subjective points assigned to each offeror above were scored pursuant to the established evaluation criteria and represent our best judgement of the subjective areas of the offerors' proposals. We have attached a narrative, which highlights some, but not all, of the reasons for our evaluation of the proposals as indicated by the scores above. Our comments represent our opinions only and do not represent the position of the Purchasing Department of Boone County, MO or any other party.

Scenario: Boone County has been hit by a large tornado that has affected twenty miles of county-maintained roadways throughout the county that have a width of twenty-two feet. The roadways are closed to traffic due to 14,450 cubic yards of debris, not including electronic waste, covering them. The debris on the roadways has been identified as being 14,000 cubic yards of tree debris with the average tree having a fifteen-inch diameter. In addition, on the roadways there are 450 cubic yards of household waste (i.e. construction debris such as sheetrock, couches, etc.), and 1,000 units of electronic waste. In addition, on one of the roadways there are thirty trees broken off at the top that are hanging over the roadway causing a substantial hazard.

The tree debris described above would need to be transported 31-60 miles from damaged areas to a DMS, then ground material hauled 0-30 miles to the landfill. All other debris will be hauled directly to the landfill.

CTC Disaster Response, Inc.	AshBritt, Inc.	KDF Enterprises, LLC	DRC Emergency Services, LLC	TFR Enterprises, Inc.	Ceres Environmental Services, Inc.	CrowderGulf, LLC
\$223,261.00	\$244,365.00	\$230,472.00	\$248,902.11	\$194,615.00	\$230,243.78	\$242,175.00

Cost Points

CTC Disaster	AshBritt, Inc.	KDF Enterprises, LLC	DRC Emergency	TFR Enterprises,	Ceres	CrowderGulf, LLC
44	40	42	39	50	42	40