

**COMMONWEALTH OF VIRGINIA  
STANDARD CONTRACT**

Contract Number: E194- 10018-2

This contract entered into this 9th day of April 2007, by DRC Emergency Services, LLC., hereinafter called the "Contractor" and Commonwealth of Virginia, Department of General Services, Division of Purchasing & Supply called the "Purchasing Agency."

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the goods/services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From April 9, 2007 through March 31, 2010.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal dated December 7, 2006:
  - (a) The Statement of Purpose & Needs
  - (b) The RFP definitions and Terms
  - (c) The General Terms and Conditions,
  - (d) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
- (3) The Contractor's Proposal dated January 19, 2007 and the following negotiated modifications to the Proposal, all of which documents are incorporated herein.
- (4) Negotiations held on March 26, 2007, it was agreed that during an emergency, in most cases, DRC will make a person available to be at the VEOC at no charge to the Commonwealth, that the initial pricing will be firm for the first 3 years of the Contract, that additional renewals will be held to increases per the CPI-W index for Transportation Services, and that if additional equipment is identified during an emergency that equipment will be added to this contract. The word "will" is a mandatory incurred obligation of the Division of Purchases and Supply.
- (5) DRC's Updated Pricing Schedule dated ~~April 26, 2007~~ *March 26, 2007* *cwv 4/28/10*
- (6) Note: Debris removal is not part of this Contract. *(quite sure should be March not April)*

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

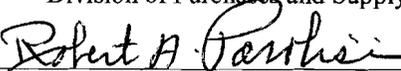
CONTRACTOR:

PURCHASING AGENCY:

Name: DRC Emergency Services, LLC

Commonwealth of Virginia,  
Department of General Services  
Division of Purchases and Supply

By: 

By: 

Title: Chief OPERATING OFFICER

Title: Statewide Commodity Contract Officer

**Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.**





# COMMONWEALTH of VIRGINIA

*Department of General Services*

Division of Purchases and Supply

1111 East Broad Street  
P.O. Box 1199  
Richmond, Virginia 23218-1199  
(804) 786-3842  
FAX (804) 225-3707

## **NOTICE OF CONTRACT EXTENSION**

DATE: **March 30, 2010**

CONTRACT NO.: **E194-10018-1**

COMMODITY: **Emergency Standby Services**

AUTHORIZED USER: **Virginia Department of Emergency Management (VDEM)**

EFFECTIVE DATE: **April 1, 2010 through September 30, 2010**

CONTRACTOR: **DRC**

THE PRICES, TERMS, AND CONDITIONS REMAIN THE SAME.

**The above contract has been extended for 6 months (September 30, 2010).**

By: /s/ Cynthia W. Wilson

Cynthia W. Wilson, MBA, CPPO, CPPB, VCO  
Statewide Contract Officer  
DGS/Division of Purchases & Supply  
1111 East Broad Street  
P. O. Box 1199  
Richmond, Virginia 23218-1199  
Cindy.Wilson@dgs.virginia.gov  
Phone: (804) 786-3853  
Fax: (804) 786-0223



# COMMONWEALTH of VIRGINIA

## Department of General Services

Division of Purchases and Supply

1111 East Broad Street  
P.O. Box 1199  
Richmond, Virginia 23218-1199  
(804) 786-3842  
FAX (804) 225-3707

March 29, 2010

Mr. Buddy Persons  
DRC Emergency Services, LLC  
740 Museum Drive  
Mobile, Alabama 36608

Dear Mr. Persons:

I spoke with you briefly on March 16, 2010 at approximately 6:00 PM, regarding the Commonwealth of Virginia's (COV), intention on behalf of the Virginia Department of Emergency Management (VDEM) to extend the current term contract E194-10018 for Emergency Standby Services (ESS). I explained the extension time period would be the earlier of 1. Six month extension; 2. Upon execution of a renewal contract, or 3. The award of a new contract, resulting from a re-solicitation for Emergency Standby Services.

At that point, I was directed to Ms. April Callaway, whom you explained handled your contracts. However, I am sending this document to you for signature with a copy to Ms. Callaway, because the signature on this form must be from someone who has the authority to obligate DRC, and we are two days away from expiration of the current Emergency Standby Services (ESS) contract.

Upon DRC's agreement to extend the *current contract* for 6 months or less (as described above), under all of the current terms, conditions and pricing, for Emergency Standby Services, kindly have the person who is authorized to obligate the company (DRC), sign, date, print their name and title at the spaces below. The signature below affirms that DRC agrees to enter into an additional six month or less period (as described above), under all of the *current terms, conditions and pricing*, for Emergency Standby Services.

Please fax *no later than Noon, EDT, Wednesday March 31, 2010*, to my attention at fax number: (804) 786-0223, and send me the original, signed copy through the mail.

Thank you very much. We look forward to working with your firm.

Sincerely,

/s/ Cynthia W. Wilson  
Cynthia W. Wilson, MBA, CPPO, CPPB, VCO (Cindy)  
Statewide Contract Officer  
DGS/Division of Purchases & Supply  
1111 East Broad Street  
P.O. Box 1199  
Richmond, Virginia 23218-1199  
Cindy.Wilson@dgs.virginia.gov  
Phone: (804) 786-3853  
Fax: (804) 786-0223

Paul Buddy Persons V.P. 3/31/2010  
(Signature and date, Mr. Buddy Persons)  
(Printed name and title at DRC)

cc: Ms. April Callaway

**Cindy Wilson**

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**From:** klaub [klaub@garner-es.com]  
**Sent:** Friday, March 19, 2010 11:01 AM  
**To:** 'klaub'; Cindy Wilson  
**Cc:** Paul Higgins; 'Sandy Reily'; 'Maria Parras'; 'brisner'; 'Ed Crook'  
**Subject:** RE: Garner VDEM six month extension starting 4-1-10  
**Importance:** High  
**Attachments:** Garner VDEM ESS 040110 thru 093010 Executed Extension 031910.pdf

Ms. Wilson,

Attached is the requested and executed Garner VDEM Emergency Support Services six extension. Please feel free to contact Garner if we can be of additional service. A copy will also be faxed to the number referenced in the extension. Have a good weekend.

**Keith B. Laub V.P.**  
 Disaster Response - Operations  
 (918) 230-4900

**From:** klaub [mailto:klaub@garner-es.com]  
**Sent:** Wednesday, March 17, 2010 2:44 PM  
**To:** 'Cindy Wilson'  
**Cc:** 'Paul Higgins'; 'Sandy Reily'; 'Maria Parras'; 'brisner'  
**Subject:** RE: Garner VDEM six month extension starting 4-1-10  
**Importance:** High

Ms. Wilson,

I left you a detailed voicemail requesting the opportunity to speak with you regarding the request for extension received yesterday as it poses some questions for discussion:

1. The request asks for submission by Friday March 18th (Thursday is the 18th).
2. Request is for six months or earlier predicated on the three conditions outlined in the letter, however;
3. The original contract stipulates one (1) year extensions (Section G, p. 7) with the allowance for price escalations not to exceed the, "*Consumer Price Index - Commodity and Service Group, Transportation Services category of the CPI-W section of the CPI of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.*" (Section G.1., p. 7) of which Garner has raised its prices, but they are less than the CPI stated.

On a final note, the signatory would be Mr. Mike Attaway, Executive Vice-President. Please call me at your earliest convenience to discuss the matter and if your schedule prohibits our being able to discuss the matter prior to Thursday, March 18th; we ask for a two-day extension post-discussion to finalize the matter. The below number is the best way to get in touch with me.

Respectfully,

**Keith B. Laub V.P.**  
 Disaster Response - Operations  
 (918) 230-4900

**From:** Cindy Wilson [mailto:Cindy.Wilson@dgs.virginia.gov]  
**Sent:** Tuesday, March 16, 2010 5:46 PM  
**To:** klaub

3/24/2010

**Cc:** Paul Higgins

**Subject:** Garner six month extension starting 4-1-10



Solicitation Print

[Return to Solicitation](#) [Send to Printer](#)

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Solicitation 81

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Procurement Folder: 10018

Solicitation: 81

Solicitation Type: Request for Proposals

Status: Open

Description: Emergency Standby Services

Issued Date:

Closing Date: 1/19/2007

Closing Time: 13:00

Requesting Office: E194

Phone: (804) 786-0078

Issuing Office: E194

Phone: (804) 786-0078

Pre-Bid Conference Type: Mandatory Pre-Bid Conference

Pre-Bid Conference Date: 1/5/2007

Category: Supplies

Pre-Bid Conference Time: 10:00

Work Location: VEOC

Created By: jsuiter

Modified By: rparolis

Created On: 11/20/2006

Modified On: 12/7/2006

Attachments

Attachment Name: Attach 1 RFP-  
EMERGENCY STANDBY SERVICES 12-  
06-06 modified swam info.doc

Description:

Attachment Name: Attachment 2 RFP12-  
01-06.xls

Description:

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Contact Information

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Robert Parolisi

Phone: (804) 786-0078

Email: [robert.parolisi@dgs.virginia.gov](mailto:robert.parolisi@dgs.virginia.gov)

Fax: 804-786-5413

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## Schedule Of Events

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1: 2006-12-07	Bid issue date
2: 2007-01-05	Mandatory pre-bid conference - 10:00 am
3: 2007-01-19	Bid close date & time 1:00 pm
4: 2007-01-22	Bid open date & time 1:00 pm

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## Commodity Information

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### Group 1: Emergency Services

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Group 1, Line 1	Line Type: Service
Commodity Code: 99000 Security, Fire, Safety, And Emergency Services	Start Date: 3/1/2007
Specifications:	End Date: 2/28/2011
Description:	

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## Evaluation Criteria

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## Terms And Conditions

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### Section GEN

#### GENERAL TERMS AND CONDITIONS

**VENDORS MANUAL:** This solicitation is subject to the provisions of the Commonwealth of Virginia Vendors Manual and any changes or revisions thereto, which are hereby incorporated into this contract in their entirety. The procedure for filing contractual claims is in section 7.19 of the Vendors Manual. A copy of the manual is normally available for review at the purchasing office and is accessible on the Internet at [www.dgs.state.va.us/dps](http://www.dgs.state.va.us/dps) under "Manuals."

#### APP. LAWS AND COURTS

**APPLICABLE LAWS AND COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The agency and the contractor are encouraged to resolve any issues in controversy arising from the award of the contract or any contractual dispute using Alternative Dispute Resolution (ADR) procedures (Code of Virginia, § 2.2-4366). ADR procedures are described in Chapter 9 of the Vendors Manual. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

ANTI-DISCRIMINATION (1 of 2)

ANTI-DISCRIMINATION (part 1 of 2): By submitting their (bids/proposals), (bidders/offerors) certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and § 2.2-4311 of the Virginia Public Procurement Act (VPPA). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (Code of Virginia, § 2.2-4343.1E). (continued on part 2)

#### ANTI-DISCRIMINATION (2 of 2)

ANTI-DISCRIMINATION (part 2 of 2): In every contract over \$10,000 the provisions in 1. and 2. below apply: 1.) During the performance of this contract, the contractor agrees as follows: (a.) The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause. (b.) The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer. (c.) Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements. 2.) The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

#### ETHICS IN PUBLIC CONTRACTING

ETHICS IN PUBLIC CONTRACTING: By submitting their (bids/proposals), (bidders/offerors) certify that their (bids/proposals) are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other (bidder/offeror), supplier, manufacturer or subcontractor in connection with their (bid/proposal), and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

#### IMMIGRATION REFORM

IMMIGRATION REFORM AND CONTROL ACT OF 1986: By submitting their (bids/proposals), (bidders/offerors) certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

#### DEBARMENT STATUS

DEBARMENT STATUS: By submitting their (bids/proposals), (bidders/offerors) certify that they are not currently debarred by the Commonwealth of Virginia from submitting bids or proposals on contracts for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

#### ANTITRUST

ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.

#### MANDATORY USE OF STATE FORM

MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS FOR RFP's: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.

#### CLARIFICATION OF TERMS

CLARIFICATION OF TERMS: If any prospective (bidder/offeror) has questions about the specifications or other solicitation documents, the prospective (bidder/offeror) should contact the buyer whose name appears on the face of the solicitation no later than five working days before the due date. Any revisions to the solicitation will be made only by addendum issued by the buyer.

#### PAYMENT (1 of 3)

PAYMENT (part 1 of 3): To Prime Contractor: a.) Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations). b.) Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however. c.) All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed. d.) The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act. e.) Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed.(Continued on part 2)

#### PAYMENT (2 of 3)

PAYMENT (part 2 of 3): In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be

reached. Upon determining that invoiced charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (Code of Virginia, § 2.2-4363). 2. To Subcontractors: a.) A contractor awarded a contract under this solicitation is hereby obligated: (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or (2) To notify the agency and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. (continued on part 3)

#### PAYMENT (3 of 3)

PAYMENT (part 3 of 3): b.) The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth. 3.) Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment..

#### PRECEDENCE OF TERMS

PRECEDENCE OF TERMS: The following General Terms and Conditions VENDORS MANUAL, APPLICABLE LAWS AND COURTS, ANTI-DISCRIMINATION, ETHICS IN PUBLIC CONTRACTING, IMMIGRATION REFORM AND CONTROL ACT OF 1986, DEBARMENT STATUS, ANTITRUST, MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS, CLARIFICATION OF TERMS, PAYMENT shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.

#### QUALIFICATIONS

QUALIFICATIONS OF (BIDDERS/OFFERORS): The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the (bidder/offeror) to perform the services/furnish the goods and the (bidder/offeror) shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect (bidder's/offeror's) physical facilities prior to award to satisfy questions regarding the (bidder's/offeror's) capabilities.

The Commonwealth further reserves the right to reject any (bid/proposal) if the evidence submitted by, or investigations of, such (bidder/offeror) fails to satisfy the Commonwealth that such (bidder/offeror) is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

#### TESTING AND INSPECTION

TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.

#### ASSIGNMENT OF CONTRACT

ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.

#### CHANGES TO CONTRACT (1 of 2)

CHANGES TO THE CONTRACT (part 1 of 2): Changes can be made to the contract in any of the following ways: (1.) The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract. (2.) The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods: (2a.) By mutual agreement between the parties in writing; or (2b.) By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or (continued on part 2)

#### CHANGES TO CONTRACT (2 of 2)

CHANGES TO THE CONTRACT (part 2 of 2): (2c.) By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Vendors Manual. Neither the

existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

#### DEFAULT

DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.

#### TAXES

TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.

#### USE OF BRAND NAMES

USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict (bidders/offerors) to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The (bidder/offeror) is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the (bidder/offeror) clearly indicates in its (bid/proposal) that the product offered is an equal product, such (bid/proposal) will be considered to offer the brand name product referenced in the solicitation.

#### TRANSPORTATION AND PACKAGING

TRANSPORTATION AND PACKAGING: By submitting their (bids/proposals), all (bidders/offerors) certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

#### INSURANCE (1 of 3)

INSURANCE (part 1 of 3): By signing and submitting a bid or proposal under this solicitation, the bidder or offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers'

compensation insurance in accordance with §§ 2.2-4332 and 65.2-800 et seq. of the Code of Virginia. The bidder or offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.  
(continued in part 2)

#### INSURANCE (2 of 3)

INSURANCE (part 2 of 3) MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS: 1) Workers' Compensation - Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirements under the Code of Virginia during the course of the contract shall be in noncompliance with the contract. 2). Employer's Liability - \$100,000. 3) Commercial General Liability - \$1,000,000 per occurrence. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy 4). Automobile Liability - \$1,000,000 per occurrence. (Only used if motor vehicle is to be used in the contract.).  
(continued in part 3)

#### INSURANCE (3 of 3)

INSURANCE (part 3 of 3): NOTE: In addition, various Professional Liability/Errors and Omissions coverage are required when soliciting those services as follows:  
Profession/Service /Limits, Accounting /\$1,000,000 per occurrence, \$3,000,000 aggregate  
Architecture/\$2,000,000 per occurrence, \$6,000,000 aggregate, Asbestos Design, Inspection or Abatement Contractors/ \$1,000,000 per occurrence, \$3,000,000 aggregate, Health Care Practitioner (to include Dentists, Licensed Dental, Hygienists, Optometrists, Registered or Licensed, Practical Nurses, Pharmacists, Physicians, Podiatrists, Chiropractors, Physical Therapists, Physical ,Therapist Assistants, Clinical Psychologists, Clinical Social Workers, Professional Counselors, Hospitals, or Health Maintenance Organizations.) \$1,750,000 per occurrence, \$3,000,000 aggregate, (Limits increase each July 1 through fiscal year 2008, as follows: July 1, 2005 - \$1,800,000, July 1, 2006 - \$1,850,000, July 1, 2007 - \$1,925,000, July 1, 2008 - \$2,000,000. This complies with §8.01-581.15 of the Code of Virginia. Insurance/Risk Management /\$1,000,000 per occurrence, \$3,000,000 aggregate, Landscape/Architecture/\$1,000,000 per occurrence, \$1,000,000 aggregate, Legal/\$1,000,000 per occurrence, \$5,000,000 aggregate. Professional Engineer/\$2,000,000 per occurrence, \$6,000,000 aggregate, Surveying/\$1,000,000 per occurrence, \$1,000,000 aggregate

#### ANNOUNCEMENT OF AWARD

ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$50,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA website ([www.eva.state.va.us](http://www.eva.state.va.us)) for a minimum of 10 days.

#### DRUG-FREE WORKPLACE

DRUG-FREE WORKPLACE: During the performance of this contract, the contractor

agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

#### NONDISCRIMINATION

**NONDISCRIMINATION OF CONTRACTORS:** A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

#### eVA REGISTRATION (1 of 2)

**eVA BUSINESS-TO-GOVERNMENT VENDOR REGISTRATION:** The eVA Internet electronic procurement solution, web site portal [www.eVA.virginia.gov](http://www.eVA.virginia.gov) streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution either through the eVA Basic Vendor Registration Service or eVA Premium Vendor Registration Service. All bidders or offerors must register in eVA; failure to register will result in the bid/proposal being rejected.

#### eVA REGISTRATION (2 of 2)

a.) eVA Basic Vendor Registration Service: \$25 Annual Fee plus the appropriate order Transaction Fee specified below. eVA Basic Vendor Registration Service includes electronic order receipt, vendor catalog posting, on-line registration, electronic bidding and the ability to research historical procurement data available in the eVA purchase transaction data warehouse. b.) eVA Premium Vendor Registration Service: \$25 Annual Fee plus the appropriate Transaction Fee specified below. eVA Premium Vendor

Registration Service includes all benefits of the eVA Basic Vendor Registration Service plus automatic email or fax notification of solicitations and amendments. c.) For orders issued prior to August 16, 2006 the Vendor Transaction Fee is 1% capped at a maximum of \$500 per order. d.) For orders issued August 16, 2006 and after, the Vendor Transaction Fee is: (i) DMBE-certified Small Businesses: 1% capped at \$500 per order. (ii) Businesses that are not DMBE-certified Small Businesses: 1% capped at \$1,500 per order.

#### AVAILABILITY OF FUNDS

It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

#### SET ASIDES

This solicitation is set-aside for DMBE-certified small business participation only when designated "SET-ASIDE FOR SMALL BUSINESSES" in the solicitation. Small businesses must be certified by the Virginia Department of Minority Business Enterprise not later than the solicitation due date and time. DMBE-certified women- and minority-owned businesses are also considered small businesses when they have received DMBE small business certification.

#### Section SPC

#### ADVERTISING

ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this bid/proposal, no indication of such sales or services to the Commonwealth and or issuing agency/public body will be used in product literature or advertising. The contractor shall not state in any of its advertising or product literature that the Commonwealth of Virginia or any agency or institution of the Commonwealth has purchased or uses its products or services.

#### BID PRICES

BID PRICES: Bid shall be in the form of a firm unit price for each item during the contract period.

#### RFP-PAYMENT

METHOD OF PAYMENT: The Contractor will be paid within thirty days of acceptable invoices in accordance with the accepted invoicing schedule. The invoice(s) must reference the Contract/Purchase order number, fully describe the work performed/milestone completed and submitted to the using agency.

#### RFP-CONFIDENTIALITY

CONFIDENTIALITY AND OWNERSHIP OF WORK PRODUCT: The Contractor shall keep all data, documents, opinions and information of any kind strictly confidential and shall reveal such matters only to authorized representatives of the Commonwealth of Virginia. For the same reason, all reports, estimates, working papers, tapes, pictures, documents, data and information and materials of any kind made, collected or produced by the Contractor or provided to it by the Commonwealth of Virginia shall be turned over to the representatives of the Commonwealth upon request. The Contractor's obligations imposed by this paragraph shall survive and continue after completion of the remainder of the contract and the Contractor shall continue to be responsible for any breach.

## CANCELLATION OF CONTRACT

**CANCELLATION OF CONTRACT:** The purchasing agency reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

## CONTRACTOR/SUB LICENSE

**CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT:** By my signature or electronic submission on this solicitation response, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified. I have included in the solicitation response: Contractor Name, Subcontractor Name, License #, and Type.

## CONTRACTOR CLASS REG. (1 of 2)

**CONTRACTOR CLASS REGISTRATION (part 1 of 2):** If a contract for construction, removal, repair or improvement of a building or other real property is for seventy thousand dollars (\$70,000) or more, or if the total value of all such contracts undertaken by bidder/offeror within any 12-month period is five hundred thousand dollars (\$500,000) or more, the bidder/offeror is required under Title 54.1-1100, Code of Virginia (1950), as amended, to be licensed by the State Board of Contractors a "CLASS A CONTRACTOR." If such a contract is for seventy-five hundred dollars (\$7,500) or more but less than seventy thousand dollars (\$70,000), (one thousand dollars (\$1,000) for electrical, plumbing and HVAC work) the bidder is required to be licensed as a "CLASS B CONTRACTOR." If such a contract is for one-thousand dollars (\$1,000) or more but less than seventy-five hundred dollars (\$7,500) and is not for electrical, plumbing and HVAC work, the bidder is required to be licensed as a "CLASS C CONTRACTOR." (continued in part 2)

## CONTRACTOR CLASS REG. (2 of 2)

**CONTRACTOR CLASS REGISTRATION (part 2 of 2):** The bidder/offeror shall include in their submitted solicitation response where requested the appropriate, inserting his contractor Class (A, B, or C) license number, and Specialty. If the bidder/offeror shall fail to provide this information on his bid/proposal and shall fail to promptly provide said contractor license number to the Commonwealth in writing when requested to do so before or after the opening of bids/proposals, he shall be deemed to be in violation of § 54.1-1115 of the Code of Virginia (1950), as amended, and his bid/proposal will not be considered. If a bidder/offeror shall fail to obtain the required license prior to submission of his bid/proposal, the bid/proposal shall not be considered.

## DELIVERY NOTIFICATION

**DELIVERY NOTIFICATION:** The Agency shall be notified as required in the solicitation prior to delivery of any items so that personnel may be available to allow access to the building and verify items received.

## PAPER SUBMISSION

**PAPER SUBMISSION OF BID/PROPOSAL AND ENVELOPE:** If completing a paper

submission of the solicitation response the bidder/offeror shall return the signed response in a sealed envelope and identified as follows: Name of Bidder/Offeror, Street or Box Number, City, State, Zip Code - AND - Close Date and Time, Solicitation No., Solicitation Description, Contract/Purchase Officer. The envelope should be addressed as directed in the solicitation. If a solicitation response is not contained in an envelope as indicated above the bidder or offeror takes the risk that the envelope, may be inadvertently opened and the information compromised which may cause the bid or proposal to be disqualified. Bids/proposals may be hand delivered to the designated location in the office issuing the solicitation. No other unrequested correspondence or other bids/proposals should be placed in the envelope.

#### INDEMNIFICATION

INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.

#### SWAM COMPLIANCE

SMALL, WOMEN, AND MINORITY-OWNED BUSINESSES SUBCONTRACTING AND EVIDENCE OF COMPLIANCE: A. Where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such business to small, women, and/or minority-owned (SWAM) businesses. If SWAM subcontractors are used, the prime contractor agrees to report the use of SWAM subcontractors by providing the purchasing office at a minimum the following information: name of firm, phone number, total dollar amount subcontracted, category type (small, women, or minority-owned), and type of product/service provided.

#### SWAM COMPLIANCE

SMALL, WOMEN, AND MINORITY-OWNED BUSINESSES SUBCONTRACTING AND EVIDENCE OF COMPLIANCE: B. Each prime contractor who wins an award in which provision of a small, women or minority-owned (SWAM) procurement plan is a condition of the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, total dollar amount subcontracted, category type (small, women, or minority-owned), and type of product/service provided. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate remedies may be assessed in lieu of withholding such payment.

#### AUDIT

AUDIT: The contractor shall retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or state auditors shall have full access to and the right to examine any of said materials during said period.

#### OPTIONAL PREBID/PROPOSAL CONF

OPTIONAL PREBID/PREPROPOSAL CONFERENCE: An optional prebid/preproposal conference will be held at (time) and (date) at the (place) . The purpose of this conference is to allow potential bidders/offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation. While attendance at this conference will not be a prerequisite to submitting a bid/proposal, bidders/offerors who intend to submit a bid/proposal are encouraged to attend. Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

#### PRICE ESCALATION (1 of 2)

PRICE ESCALATION/DE-ESCALATION (part 1 of 2): Price adjustments may be permitted for changes in the contractor's cost of materials not to exceed the increase in the following index/indices: \_\_\_\_\_. Price adjustments may also be allowed if the Commonwealth institutes an eVA transaction fee to be paid by Vendors effective July 1, 2003. No price increases will be authorized for \_\_\_ calendar days after the effective date of the contract, except for the eVA transaction fee. Price escalation may be permitted only at the end of this period and each \_\_\_ days thereafter and only where verified to the satisfaction of the purchasing office. However, "across the board" price decreases are subject to implementation at any time and shall be immediately conveyed to the Commonwealth. Contractor shall give not less than 30 days advance notice of any price increase to the purchasing office. Any approved price changes will be effective only at the beginning of the calendar month following the end of the full 30 day notification period. (continued in part 2)

#### PRICE ESCALATION (2 of 2)

PRICE ESCALATION/DE-ESCALATION (part 2 of 2): The contractor shall document the amount and proposed effective date of any general change in the price of materials. Documentation shall be supplied with the contractor's request for increase which will: (1) verify that the requested price increase is general in scope and not applicable just to the Commonwealth of Virginia; and (2) verify the amount or percentage of increase which is being passed on to the contractor by the contractor's suppliers. The purchasing office will notify the using agencies and contractor in writing of the effective date of any increase which it approves. However, the contractor shall fill all purchase orders received prior to the effective date of the price adjustment at the old contract prices. The contractor is further advised that decreases which affect the cost of materials are required to be communicated immediately to the purchasing office.

#### PRIME CONTRACTOR RESPONSIB.

PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons

employed by them as he is for the acts and omissions of his own employees.

#### REFERENCES

REFERENCES: Bidders shall provide a list of at least 3 references where similar goods and/or services have been provided. Each reference shall include the name of the organization, the complete mailing address, the name of the contact person and telephone number.

#### RENEWAL OF CONTRACT

RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth upon written agreement of both parties for (one year)/( successive one year periods), under the terms of the current contract, and at a reasonable time (approximately 90 days) prior to the expiration.

#### RENEWAL OF CONTRACT

RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for (one year)/(\_\_\_\_ successive one year periods) under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.

1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the \_\_\_\_\_ category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available. 2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the \_\_\_\_\_ category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

#### SUBCONTRACTS

SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract

#### eVA BUS.-TO-GOVERN. CONTRACT

eVA BUSINESS-TO-GOVERNMENT CONTRACTS & ORDERS: The contract will result in ( ) eVA purchase order(s) with the following transaction fees. For orders issued prior to August 16, 2006 the Vendor Transaction Fee is 1% capped at a maximum of \$500 per order. For orders issued August 16, 2006 and after, the Vendor Transaction Fee is: (i) DMBE-certified Small Businesses: 1% capped at \$500 per order. (ii) Businesses that are not DMBE-certified Small Businesses: 1% capped at \$1,500 per order. The eVA transaction fee will be assessed approx. 30 days after each purchase order is issued. Any adjustments (increases/decreases) will be handled through eVA change orders. eVA the

Internet electronic procurement solution, web site portal streamlines & automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies & public bodies. The eVA transaction fee will be assessed approx. 30 days after each purchase order is issued. Any adjustments (increases/decreases) will be handled through eVA change orders. eVA the Internet electronic procurement solution, web site portal streamlines & automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies & public bodies.

#### eVA BUS-TO-GOVERN. CONTRACT

Vendors desiring to provide goods &/or services to the Commonwealth shall participate in the eVA Internet e procurement solution & agree to comply with the following: If this solicitation is for a term contract, failure to comply with the requirements in a. & b. below will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. a.) Submit a fully executed AMS Trading Partner Agreement, which can be downloaded from [www.eva.state.va.us](http://www.eva.state.va.us). AMS is the Commonwealth's service provider to implement & host the eVA e-procurement solution. b.) Provide an electronic catalog (price list) or index page catalog for items awarded under a term contract. The format of this catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be downloaded from [www.eva.state.va.us](http://www.eva.state.va.us). Contractors should e-mail Catalog or Index Page to [eva-catalog-manager@dgs.virginia.gov](mailto:eva-catalog-manager@dgs.virginia.gov).

#### AVAILABILITY OF FUNDS

AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

#### BEST VALUE AWARD(S)

BEST VALUE AWARD(S): Selection shall be made of two or more offeror(s) deemed to be fully qualified and best suited among those submitting best value proposals on the basis of the evaluation factors included in this solicitation, including price, if so stated. Negotiations shall be conducted with the Offeror(s) whose proposal(s) represent the most advantageous and best offer. Awards up to \$100,000 may be made to a reasonably ranked minority or woman-owned offeror that is other than the highest ranking offeror when such purchases are made under a remedial procurement plan established in accordance with guidelines proscribed by the Department of Minority Business Enterprise (DMBE). Awards over \$100,000 will be made on a best value basis to the Offeror(s) which, in its opinion, represents the best overall combination of quality, price, and various elements of required goods/services, as stated in this solicitation, that in total are optimal relative to the agency's needs. The Commonwealth may cancel this solicitation or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (Code of Virginia, § 2.2-4359 D). The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's offer as negotiated.



**REQUEST FOR PROPOSAL (RFP)**

**Issue Date: December 07, 2006**

**RFP #81 - Folder E194-10018**

**Title: EMERGENCY STANDBY SERVICES**

**Commodity Code: 39000**

Issuing Agency: Department of General Services  
Division of Purchases and Supply  
1111 E. Broad Street, 6th Floor  
Richmond, VA 23219

Authorized Contract Users: Virginia Department of Emergency Management, with the approval of VDEM/VEOC other State Agencies, Institutions of Higher Education, Public Bodies, Community Service Boards, Cities, Counties and other entities can be authorized to use these contracts in accordance with the Code of Virginia

Initial Period Of Contract: April 1, 2007 or a mutually agreed upon start date through March 31, 2010, with three (3) annual renewable options.

**Sealed Proposals Will Be Received Until 1:00 p.m. January 19, 2007.** For Furnishing The Goods/Services Described Herein.

Proposals will be opened on January 22, 2007 at 1:00 pm.

All Inquiries For Information Should Be Directed, in writing, to: Bob Parolisi via e-mail: robert.parolisi@dgs.virginia.gov or via fax: (804) 786-5413.

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1D or against an Offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

IF PROPOSALS ARE MAILED, SEND DIRECTLY TO ISSUING AGENCY SHOWN ABOVE. IF PROPOSALS ARE HAND DELIVERED, DELIVER TO: Department of General Services, Division of Purchases and Supply, 1111 E. Broad Street, 6<sup>th</sup> floor, Reception Desk, Richmond, VA 23219

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers and Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name And Address Of Firm:

\_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ By: \_\_\_\_\_  
(Signature In Ink)

\_\_\_\_\_ Name: \_\_\_\_\_  
(Please Print)

\_\_\_\_\_ Zip Code: \_\_\_\_\_ Title: \_\_\_\_\_

FEI/FIN NO. \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

DUNS NO. \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

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1. **PURPOSE:** The purpose of this Request for Proposals is to solicit sealed proposals to establish “Emergency Standby Services” indefinite delivery contract(s), to be activated only in preparation of or as a result of declared emergencies or disasters, through competitive negotiations with multiple qualified contractors. The intent of the resulting contract(s) is to support the Virginia Department of Emergency Management (VDEM/Virginia Emergency Operations Center (VEOC), with the permission of VEOC other public entities including all the Commonwealth’s agencies and political subdivisions as approved, upon their officially declaring a local emergency, may be granted permission to access this contract(s). To obtain or check current information regarding this RFP please refer to the following website. [www.eva.state.va.us](http://www.eva.state.va.us)
  
2. **BACKGROUND:** The Virginia Department of Emergency Management is a State Agency that works closely with local government emergency managers, other State Agencies, voluntary organizations and Federal Agencies such as the Federal Emergency Management Agency (FEMA) to ensure a comprehensive, efficient and effective response to emergencies and disasters throughout Virginia.
  - 2.1 **Information:**
    - a. For the purpose of this solicitation and any resulting contract(s), DGS/DPS is referred to as the “Contracting Agency”. Agencies utilizing the services described herein and provided as a result of any contract awards will be referred to as “Participating Agencies” or “Authorized Users.”
    - b. The DGS/DPS (Contracting Agency) is responsible for:
      - Administering the resulting contract.
      - Contract Changes, if required. Changes to the Scope of Work and/or Contract will be made only upon executed approval of the Contracting Agency.
      - Resolving disputes and interpreting terms and conditions.
  
  - 2.2 **Small, Women-Owned and Minority Business Participation:** It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in State procurement activities. The Commonwealth encourages Contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, or other contractual opportunities. Submission of a report of past efforts to utilize the goods and services of such businesses and plans for involvement on this contract are required. By submitting a proposal, Offerors certify that all information provided in their response to this RFP is true and accurate. Failure to provide information required by this RFP will ultimately result in rejection of the proposal.
  
3. **STATEMENT OF NEEDS:** The Virginia Department of Emergency Management (VDEM)/Virginia Emergency Operation Center (VEOC) is in need of an Emergency Response Company(s) that can provide equipment, goods and additional manpower to provide assistance in emergencies and disasters. The Agency is looking for a Contractor(s) who would be able to respond to any of the following disasters; Hurricanes, Earthquakes, Tornadoes, Floods, Wildfires, Oil Spills, Ice Storms, Hazardous Materials incidents, Terrorist Attacks, Weapons of mass destruction, disease-carrying vector control, Biological and Viral threats, Fires/explosions and other man-made or natural disasters, the Virginia Department of Emergency Management will need the contractor to provide personnel, equipment, goods and other material needed for the response to a disaster on an as-needed basis. The contractor(s) must have availability of a wide variety of emergency responses and recovery resources such as generator, hazardous materials response equipment, disaster management personnel, see Attachment 2 for a more complete list of items. This attachment is offered as a guide and is not intended to be a complete list of items that may be required. Offerors are encouraged to present a more comprehensive list of emergency items. The contractor(s) shall provide all labor, supervision, equipment, supplies, during or in preparation of emergencies and disasters as stated within to include loading, unloading, transportation to deliver, set-up if required, provide quality control, technical advice and reporting on all matters related to the contract. As requirements arise for specific quantities of items covered herein, the authorized individuals will place orders **CONTRACTOR(S) SHALL PROVIDE EQUIPMENT, MATERIAL AND/OR ANY ASSOCIATED SERVICES WITH DUE DILIGENCE AND RAPID RESPONSIVENESS FOR THE DURATION OF THE EMERGENCY.**

#### 4. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS

- 4.1. General Requirements: In order to be considered for selection, Offerors must submit a complete response to this RFP, One (1) original and Five (5) copies of each proposal must be submitted to the issuing state agency. No other distribution of the proposal shall be made by the Offeror.
- 4.1.2. Proposal Preparation:
- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested shall be submitted. Failure to submit all information requested may result in the issuing agency requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the issuing agency. Mandatory requirements are those required by law or regulation and are such that they cannot be waived and are not subject to negotiation.
  - b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
  - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
  - d. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - e. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protection of Section 2.2-4342 of the Code of Virginia, in writing, either before or at the time the data or material is submitted. The written notice (see Attachment C) must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as

proprietary or trade secrets is not acceptable and will result in rejection of the proposal.

- f. All information requested in this RFP on the ownership, utilization and planned involvement of small businesses, women-owned businesses and minority-owned businesses must be submitted. If an Offeror fails to submit all information requested, the purchasing agency may require prompt submission of missing information after the receipt of vendor proposals.

4.1.3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to the Issuing Agency. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. The Issuing Agency will schedule the time and location of these presentations. Oral presentations are an option of the Issuing Agency and may or may not be conducted.

4.2. Specific Proposal Requirements:

Proposals should be as thorough and detailed as possible so that the Commonwealth may properly evaluate your capabilities to provide the required goods/services. Offerors are required to submit the following items as a complete proposal:

- 4.2.1. The complete RFP (including cover sheet) and all addenda acknowledgments, if any, signed and filled out as required.
- 4.2.2. Completed Offerors Data Sheet, included as **Attachment A** to the RFP, and other specific items or data requested in the RFP.
- 4.2.3. A written narrative statement to include experience in providing the services described herein and the demonstrated ability to provide Emergency Standby Services. Offerors should include information substantiating their ability to provide adequate levels of service. Such information should include, but not be limited to:
- Offerors should clearly state the types of Emergency services they can provide.
  - Number and description equipment they can provide
  - Location, size and number of hubs or distribution points if applicable
  - Description of facilities and operations that may be utilized in the performance of a declared emergency.
- 4.2.4. Specific plans for providing services including:
- a. Describe/explain your company's capability to provide and or perform each of the goods and or services identified in Section 3 "XXXXXXX" (specifically address each item within this section)
  - b. Describe the types of XXXX containers to be furnished by your company.
  - c. Location of office(s) and hours of operation
  - d. Describe your capability to offer a charge card payment program.
  - e. Specify whether or not an account manager(s) will be assigned. Describe fully any services provided through the account manager, such as site visits, consultation, problem and/or dispute resolution regarding shipments and invoices, etc.

5. EVALUATION AND AWARD CRITERIA:

5.1. Evaluation Criteria:

Proposals will be evaluated using the following criteria:

5.1.1.	Specific plans or methodology to be used in performing services, and time of delivery.	25%
5.1.2	Quality and quantity of equipment offered including their suitability for the intended purpose.	20%
5.1.3	Experience in providing the goods and services	25%.
5.1.4.	Maintenance Support.	10%
5.1.5.	Participation of small, Women-owned, and Minority-owned businesses	20%
	<b>Total</b>	<b>100%</b>

5.2 Award of Contract:

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror(s) which, in its opinion, has made the best proposal, and shall award the contract to that offeror(s). The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Code of Virginia, § 2.2-4359D*). Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

8. SPECIAL TERMS AND CONDITIONS:

- A. MANDATORY PREBID/PREPROPOSAL CONFERENCE: A mandatory prebid/preproposal conference will be held at 10:00 am on January 5, 2007, at the Division of Purchases and Supply, Department of General Services, 1111 East Broad Street, 6<sup>th</sup> floor, Richmond, VA 23218. The purpose of this conference is to allow potential bidders/offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation.

Due to the importance of all bidders/offerors having a clear understanding of the specifications/scope of work and requirements of this solicitation, attendance at this conference will be a prerequisite for submitting a bid/proposal. Bids/Proposals will only be accepted from those bidders/offerors, which are represented at this prebid/preproposal conference. Attendance at the conference will be evidenced by the representative's signature on the attendance roster. No one will be admitted after 10:15 am.

Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

- B. ADDITIONAL INFORMATION: The Commonwealth reserves the right to ask any offeror to submit information missing from its offer, to clarify its offer, and to submit additional information which the Commonwealth deems desirable.
- C. AUDIT: The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- D. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- E. IDENTIFICATION OF PROPOSAL ENVELOPE: If a special envelope is not furnished, or if return in the special envelope is not possible, the signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:

Name of Offeror	Due Date / Time
Street or Box Number	RFP No.
City, State, Zip Code	RFP Title
Name of Contract/Purchase Officer or Buyer: _____	

The envelope should be addressed as directed on Page 1 of the solicitation.

If a proposal not contained in the special envelope is mailed, the Offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- F. SUBCONTRACTS: In the event that the Contractor desires to subcontract some part of the work specific herein the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- G. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for (three (3) successive one year periods) under the terms and conditions of the original contract except as stated in 1 and 2 below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
  - 1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year should not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the Consumer Price Index, Commodity and Service Group, Transportation Services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period should not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the Consumer Price Index, Commodity and Service Group, Transportation Services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

9. **METHOD OF PAYMENT:**

Payment shall be made to the Contractor on a monthly basis. Invoices are to be submitted by the 10<sup>th</sup> of the month following the month services were rendered.

10. **ATTACHMENTS:**

- A. OFFEROR'S DATA SHEET
- B. SUBMISSION FORMS: PARTICIPATION IN STATE PROCUREMENT TRANSACTIONS BY SMALL BUSINESS AND BUSINESSES OWNED BY WOMEN AND MINORITIES.
- C. PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION

**ATTACHMENT A**

**OFFEROR'S DATA SHEET**

1. **QUALIFICATIONS OF OFFEROR:** The Offeror must have the capability and capacity in all respects to fully satisfy all of the contractual requirements.

2. **VENDOR'S PRIMARY CONTACT:**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_ Cell: \_\_\_\_\_

3. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing this type of service.  
 \_\_\_\_\_ Years      \_\_\_\_\_ Months

4. **VENDOR INFORMATION:**

FIN OR FEI Number: \_\_\_\_\_  
 (If Company, Corporation, or Partnership)

SSN: \_\_\_\_\_  
 (If Individual)

5. **REFERENCES:**

A. Indicate below a listing of at least four (4) current accounts, either commercial or governmental, that your company is servicing. Include the length of service and the name and phone number of the person the purchasing agency has your permission to contact.

CLIENT'S NAME & ADDRESS	LENGTH OF SERVICE	CONTACT PERSON AND TELEPHONE NUMBER

**ATTACHMENT B**

**Small Business Subcontracting Plan**

**Definitions**

**Small Business:** "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: DMBE-certified women- and minority-owned businesses shall also be considered small businesses when they have received DMBE small business certification.

**Women-Owned Business:** Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

**Minority-Owned Business:** Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

**All small businesses must be certified by the Commonwealth of Virginia, Department of Minority Business Enterprise (DMBE) to participate in the SWAM program. Certification applications are available through DMBE online at [www.dmbe.virginia.gov](http://www.dmbe.virginia.gov) (Customer Service).**

**Bidder/Offeror Name:** \_\_\_\_\_

**Preparer Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Instructions**

- A. If you are certified by the Department of Minority Business Enterprise (DMBE) as a small business, complete only Section A of this form. This shall include DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification.
- B. If you are not certified by DMBE as a small business and plan to subcontract part of this contract with a DMBE certified business, complete only Section B of this form.
- C. If you are not certified by DMBE as a small business and cannot identify any subcontracting opportunities to subcontract part of this contract with a DMBE-certified business, only provide the information requested in Section C of this form.

**Section A**

If your firm is certified by the Department of Minority Business Enterprise (DMBE), are you certified as a (**check only one below**):

\_\_\_\_\_ Small Business

\_\_\_\_\_ Small and Women-owned Business

\_\_\_\_\_ Small and Minority-owned Business

Certification number: \_\_\_\_\_

Certification date: \_\_\_\_\_



Section C

Respond to how your business has met or exceeded at least two of the following indicators within the past 24 months. Your response may include any good faith efforts made regarding this procurement.

C. Good Faith Effort Indicators by the Bidder/Offeror

1. Identify areas of work your business has subcontracted to DMBE-certified small businesses for other contracts. Include company names, dates, dollar amounts, and percentages on a per contract basis.
2. List research efforts conducted by your business in the past to locate DMBE-certified small businesses by advertising in publications or in the classified section of the newspaper where small businesses are likely to see it. List specific publications and dates.
3. List small business outreach meetings, conferences, or workshops conducted by your firm to locate DMBE-certified small businesses—including the dates, participation numbers, and results.
4. Provide documented correspondence (i.e., certified mail, email, receipt of fax transmissions, etc.) to small businesses from the lists provided by DMBE and other outreach agencies and organizations which indicates your solicitation of such for utilization of subcontracting opportunities on other contracts for which your business has competed.
5. List areas of work which your business has subcontracted with DMBE-certified small businesses for upcoming contracts—including the name of the business, certification number, dates, dollar amounts, and percentages on a per contract basis.
6. Provide documentation of any assistance offered to interested small businesses in obtaining bonds, lines of credit, and/or insurance for any present or past contracts your business has in place.
7. Provide documentation of follow-up on initial contacts with DMBE-certified small businesses (e.g., telephone call logs, emails, certified letters, etc.). Be sure to list the small business name and dates of contact.





ATTACHMENT 2 TO EMERGENCY STANDBY SERVICES RFP

Commodity	Shelter Commodities		
Water (additional)	Rolls of Toilet Paper 96 rolls / case	Nature's Goodness Prunes & Pears Baby Food 24/4 OZ	Cups, 12 oz. cold, Meridian design, Solo R12N, 2000/case.
Ice (additional)	Pack of Diapers, Small 40 / Pkg	Nature's Goodness Squash Baby Food 24/4 OZ	Coffee, regular/drip grind, S & D Gourmet Roast, one pouch makes a 3 gallon urn, 327.5 oz/case
MREs	Pack of Diapers, Medium 40 / Pkg	Beef & Beef Gravy Baby Food 24/2.5 OZ	Hamilton Beach 42 cup Coffee Urn
Blankets	Pack of Diapers, Large 30 / Pkg	Chicken & Gravy Baby Food 24/2.5 OZ	Deodorant wall bars, cherry, paradichlorobenzene with dispenser, 36/24 oz/case
Cots	Pack of Diapers, Large 26 / Pkg	Turkey & Gravy Baby Food 24/2.5 OZ	Disinfectant-Deodorizer, aerosol, tuberculocidal, germicidal, virucidal, fungicidal, for use on hard surfaces: tile, countertops, washbasins walls, fixtures, and as a room deodorizer. 12/13 oz/case Brand: Amphyl II
Logistics Base Camps	Infant Bottle Sets	Pureed Beef Baby Food 12/15OZ	Hand rinse-sanitizer, pocket size squeeze plastic bottle, waterless, contains alcohol, 24/4 oz/case.
Sand Bags	Toddler Bottle Sets	Pureed Chicken Baby Food, 12/15 oz	Skin cleanser, liquid antimicrobial soap, for healthcare use, Brand: Kutol Skin cleanser, liquid antimicrobial soap, for healthcare use, Brand: Kutol Summa, 4/1 gallon/case
Body Bags	Diaper Bags	Turkey Baby Food 12/15 oz	Hand Pump for 1 gallon soap or shampoo containers, 12/case.
Travel Trailers	Gerber Fruit Packs / 24 @ 4 oz bottles	Frame, dust mop, metal, 5" width, fits 24" mophead. Heavy duty construction, rounded ends. 1 dozen/case	Tampons, Regular, individually wrapped, non-vending, bulk pack, 500/case
Disposable Gloves	Nature's Goodness Applesauce Baby Food 24/4 OZ \$10.33	Mop handle, dust, wooden, 60", 180o swivel base, clip on. Fits 24" dust mop frame. 1 dozen/case	Tampons, Super, individually wrapped, non-vending, bulk pack, 500/case
Respirators	Nature's Goodness Apricots Baby Food 24/4 OZ	Mop handle, gripper type, fiberglass. Allows for removal of wet mopheadwithout hand contact. 1 dozen/case	Sanitary Napkins, Maxi-pad, belt-less, individually wrapped, non-vending, bulk pack. 500/case
Splash Suits	Nature's Goodness Bananas Baby Food 24/4 OZ	Mop head, wet, 12 oz, 4 ply, tangle-free, 1 dozen/case	
	Nature's Goodness Carrots Baby Food 24/4 OZ	Disinfectant, pine scented, concentrate, a minimal claim disinfectant cleaner, 4/1gallon/case	
	910017 Nature's Goodness Green Beans Baby Food 24/4 OZ \$10.33	Toilet Bowl Brush, polypropylene, with handle, 1 dozen/case	
	Nature's Goodness Vegetable Baby Food 24/4 OZ	Plastic receptacle, 45 gallon, with hinged top and door, brown, 1/each	
	Nature's Goodness Peaches Baby Food 24/4 OZ	Liner, CLEAR plastic, heavy duty, 1 mil. 55 -60 gallon, 36" x 60", 100/case	
	Nature's Goodness Pears Baby Food 24/4 OZ	Dust pan, heavy duty, plastic, black , Brand: Rubbermaid, 1/each	
	Nature's Goodness Peas Baby Food 24/4 OZ	Bowl cleaner, non-acid, liquid, general purpose use, 12/1quart/case	
	Nature's Goodness Prunes & Pears Baby Food 24/4 OZ	Towels, multi fold, 9.5" x 9.25", bleached, 2880/case	
	Nature's Goodness Squash Baby Food 24/4 OZ	Cups, 8 oz hot, Meridian design, Solo 378M, 1000/case	
	Beef & Beef Gravy Baby Food 24/2.5 OZ	Lids, for 8 oz hot cup, CL30, 1000/case	



**Proposal  
RFP No. 81  
Emergency Standby Services  
DUE: January 19, 2007 at 1:00 PM**

**Submitted to:  
Department of General Services  
Attn: Robert Parolisi  
Division of Purchases and Supply  
1111 E. Broad Street, 6<sup>th</sup> Floor  
Richmond, VA 23219**

**DRC  
Proposal**



**SUBMITTED BY:  
DRC EMERGENCY SERVICES, LLC  
740 MUSEUM DRIVE  
MOBILE, AL 36608**

**ORIGINAL**



**DRC Emergency Services, LLC.**  
740 Museum Drive • Mobile, Alabama 36608  
1-888-721-4372 • 1-251-343-3581 • FAX 1-251-343-5554

January 18, 2007

Department of General Services  
Division of Purchases and Supply  
1111 E. Broad Street, 6<sup>th</sup> Floor  
Richmond, Virginia 23219

Re: RFP #81 Emergency Standby Services

Dear Sir or Madam,

We are pleased to submit to you our proposal for the Emergency Standby Services for the Virginia Department of Emergency Management. To best serve the needs of the State of Virginia, DRC Emergency Services will team with Base Logistics to provide Virginia with a team uniquely qualified to provide large and unlimited Emergency Services, Base Camps, Life Support and Bases of Operation. Base Logistics is an emergency response and logistics company that has been involved in over 70 emergency responses since its founding in 2002. The DRC Group of companies (The DRC Group), founded in 1989, has extensive experience in camp construction and life support, gained through work performed for various Government and Private entities and agencies in numerous war zones throughout the world. The DRC Group has also responded to scores of disasters throughout the United States since its founding in 1989. In Kuwait, Somalia, Kosovo, Angola and Iraq, DRC and/or its key personnel performed a wide range of workforce housing and life support, construction, restoration, security, logistics, explosive ordinance removal and/or landfill management services, in active military theatres of operations and often in the face of opposing forces.

In response to the 2004 and 2005 hurricane seasons alone, Base Logistics' and DRC's response teams were deployed to over 200 work sites in approximately 75 counties in eight (8) states with contracts totaling almost \$400,000,000. In response to Hurricane Katrina, Base Logistics provided sixty-one (61) catering units which served over two million meals. Both Base Logistics and The DRC Group, in response to disasters and/or defense theater operations have supplied, built and managed workforce housing and/or offices for workers and soldiers, supplied thousands of meals per day, provided and serviced toilets, laundry facilities, ice, water and generators, and built and operated water and sewage treatment and disposal facilities. The DRC Group and/or its principals have served tens of thousands of hot, individually cooked meals per day in war zones throughout the world. The DRC Group has also provided extensive individual laundry facilities and services, maintenance, life support and logistics operations for up to 5,000 workers per day in multiple air conditioned, hard frame cabins in the worse of conditions.

In Somalia, DRC was contracted to drill water wells; haul garbage; purchase, ship and supply shiploads of bottled water and other perishable foodstuffs; supply by air and sea a number of large Man Camps; construct four (4) 300-man offices; design and build numerous mortar protection screens for various highly sensitive facilities; provide construction and reconstruction services, including detailed electrical services and telecommunication systems for the U.S. Embassy Compound and the University of Somalia used by US Forces for housing, feeding, laundry and offices; provide heavy equipment; and build and operate the only U.S. approved landfill in Somalia.

Base Logistics and DRC are among the leading disaster management companies in the United States and World that provide emergency preparation, response, and recovery from major catastrophes. Base Logistics and/or DRC have developed extensive experience and capabilities in emergency response and recovery involving, but not limited to:

- Temporary Housing, Workforce Housing and Life Support
- Generators, Ice, Water, Food, and Relief Supplies
- Disaster Management and Relief Services
- Technical Assistance and Project Management
- Construction, Construction Management, and Demolition
- Civil, Heavy, and Vertical Construction

Both DRC and Base Logistics are dedicated to providing professional, cost effective, responsive and quality service. We have the experience, personnel, and equipment to mobilize immediately.

- Highly Qualified and Experienced Program Managers, Project Managers and Supervisors
- Professional and Knowledgeable Contract and Administrative Personnel
- Efficient and Professional Work Crews and Equipment Crews
- Qualified, Experienced, and Licensed Subcontractors and Contract Reservists
- Heavy Trucks and Hauling Equipment
- Mobile Command Center

The team of Base Logistics and The DRC Group provides unsurpassed experience and nearly unlimited financial and mobilization capacity in disaster response and base camp operations. Our attached proposal will further detail our qualifications. We welcome the opportunity to work closely with you in this endeavor. Please contact us if we may provide further information or clarification.

Sincerely,



Mark Stafford  
Chief Operating Officer

<b>1</b>	Management Profile
<b>2</b>	Past Performance
<b>3</b>	Emergency Services Plan
<b>4</b>	Project Photos
<b>5</b>	RFP Documents







**DRC Emergency Services, LLC**  
740 Museum Drive • Mobile, Alabama 36608  
1-888-721-4372 • 1-251-343-3581 • FAX 1-251-343-5554

## **MANAGEMENT PROFILE**

### **DRC EMERGENCY SERVICES, LLC**

DRC Emergency Services, LLC (DRC ES), part of the DRC group of companies (DRC), is among the leading disaster management companies in the United States that provide emergency preparation, response, and recovery from major catastrophes. The primary mission of DRC is professional, honest, and immediate response to natural and man-made disasters throughout the world. The DRC group has, over the past seventeen years, developed extensive experience and capabilities in emergency response and recovery involving, but not limited to:

- Disaster Management and Relief Services
- Temporary Housing, Workforce Housing and Life Support
- Debris Management
- Vehicle and Vessel Removal And Processing
- Technical Assistance and Project Management
- Construction, Construction Management, and Demolition
- Hazardous Waste Remediation and Disposal
- Landfill Management
- Civil, Heavy, and Vertical Construction

We are capable of handling all or part of any disaster remediation including the FEMA reimbursement process. DRC group is dedicated to providing professional, cost effective, responsive and quality service. We have the experience, personnel, and equipment to mobilize immediately.

- Highly Qualified and Experienced Program Managers, Supervisors and Foremen
- Professional and Knowledgeable Contract and Administrative Personnel
- Efficient and Professional Work Crews and Equipment Crews
- Qualified, Experienced, and Licensed Subcontractors and Contract Reservists
- Specialized and Maintained Knuckle-Booms Loaders and Bucket Truck Crews
- Heavy Trucks and Hauling Equipment
- Specialized Attachments and All Necessary Support Equipment
- Mobile Command Center

## **CAPACITY**

Since 1989, the group has responded to nearly 60 natural or man-made disaster events involving hundreds of contracts, housed thousands of individuals under the most trying of circumstances and fed up to 10,000 hot meals per day. To date, we have removed in excess of 30,000,000 cubic yards of debris. As a result of the 2004 Hurricane season alone, DRC worked approximately 37 virtually simultaneous, separate contracts performing a total of over \$150,000,000 in emergency work. In approximately 100 days DRC removed and disposed of approximately 10,000,000 cubic yards of debris. DRC also recovered, screened and restored tens of thousands of cubic yards of displaced sand and debris to restore 15 miles of beaches destroyed in Florida in the aftermath of Hurricane Ivan. During 2005 and 2006, the DRC family has worked and continues to work on damages from Hurricanes Katrina, Rita and Wilma from the Florida Keys to Louisiana all the way to Houston, Texas. DRC is also recovering tens of thousands of destroyed vessels and vehicles throughout the State of Louisiana and removing hundreds of destroyed vessels in the Florida Keys.

## **Management and Personnel**

Key personnel of the DRC group of affiliated and associated companies, subcontractors, contract reservists and associate personnel have been involved in hurricane emergency responses for many years, our Managing Director since as early as 1961. For the past 17 years, this team has responded to virtually every major natural or man-made disasters occurring within the continental United States and its territories, in theaters of U.S.-led troop operations, and in Central America. These personnel are trained, motivated and available for immediate deployment for emergency response. Many are CPR and Red Cross First Aid certified and equipped with utility vehicles, digital, portable, multi-state, two-way radios, cellular communications, and handheld computers. Under normal circumstances each will have the experience and/or training to respond immediately to disasters and is typically provided with a DRC supervisor handbook including required reports and forms for successful disaster response and management thereof.

## **Professional Recognition**

DRC and its affiliates are leaders in the field of disaster management and emergency recovery. Many DRC and affiliate employees, subcontractors, associates, and contract reservist personnel have specialized training for emergency management and/or have attended multiple industry seminars and conferences. DRC, its subcontractors, and/or personnel as described above are or have been members of many professional organizations including NEMA, APWA, SWANA and the Society of American Military Engineers. DRC and/or its' affiliates, associates and/or subcontractors are licensed General Contractors.

DRC is familiar with FEMA and FHWA rules and regulations, the Stafford Act, and 44CFR as they pertain to emergency response, recovery and reimbursement. DRC also enjoys a very close working relationship with numerous former senior, mid-level, and operational-level FEMA personnel.

DRC ES has also established a very detailed ethics program with procedures to detect some of the obvious and easier ways that fraud occasionally occurs. For instance, typically, no DRC ES or subcontractor employees are allowed to participate in the measurement of trucks; this is entrusted to local government, state EMA and/or FEMA officials. DRC ES utilizes a detailed measurement documentation program to ensure the integrity of the haul and vehicle measurements and the safety and integrity of the vehicles and their drivers.

DRC ES has a detailed and specific program of ticketing and reconciliation verification that, we believe, meets or exceeds the FEMA requirements and has instituted additional programs and procedures to ensure to protect to the greatest possible extent against fraud, waste, and/or abuse.

### **DRC ES Senior Management**

**Robert J. Isakson** is Administrative Manager of DRC ES. Mr. Isakson was a founder and serves as Secretary/Treasurer and Managing Director of DRC, Inc., and the majority of its associate and affiliate companies which are actively engaged in building, marine, road and civil construction, emergency workforce housing and life support, disaster reconstruction, demolition, hazardous waste remediation and disposal, and landfill management services worldwide including recent contracts in war-torn Kuwait, Somalia, Kosovo, and Iraq, in addition to numerous contracts with hurricane, ice storm, typhoon and flood ravaged cities, counties, states and territories. He is also a Director of the Claridge Group, a licensed real estate brokerage firm, formed in 1986 and has been active in construction, development, landfill management, disaster reconstruction and restoration projects for the past twenty-five or more years. Previously, Mr. Isakson was a Special Agent with the Federal Bureau of Investigation of the United States for ten years, serving as a Supervisor in charge of "white-collar" crime and political corruption in the State of Louisiana. He was also one of the founders of Al-Ayoub Marr Bell Trading and Contracting, W.L.L., a construction and life support service company founded in Kuwait, and directed its international operations from its inception. Mr. Isakson has served on the Board of Directors and as the Managing Director of MANCO Recruiters International, a worldwide manpower recruitment firm registered and headquartered in Delhi, India and on the Board of Directors of New Gurkhas International, Kathmandu, Nepal. He has worked and traveled throughout over 106 countries and territories on six continents and is intimately familiar with international corporate and business development, finance, landfill management, workforce housing and life support, crisis management, recycling, hazardous waste remediation and removal, and civil construction. Mr. Isakson holds a B.B.A. in accounting from Lamar University in Beaumont, Texas.

**Thomas M. Marr, Sr.**, is a Member of DRC ES. Mr. Marr is one of the founders of DRC, Inc. and has directed overall operations and management since inception. He is a former Assistant Attorney General for the State of Alabama, and was a Member of the State of Alabama Legislature and the State of Alabama Constitutional Committee. He also served as President and Chairman of the Board of Deposit National Bank of Mobile and Director of Compass Bank of Mobile. Mr. Marr holds a degree in civil engineering and is a practicing attorney licensed in the State of Alabama since 1957.

**Mark Stafford** is Chief Operating Officer of DRC ES. Mr. Stafford has many years of experience in disaster and commercial and industrial waste management and has participated in recovery following ice storms and hurricanes throughout the Southeast. He has overseen and operated landfills, recycling operations, and transportation companies exceeding \$200 million in annual revenues. He has managed teams of over 1100 staff serving business, industry, and municipalities. Previous to joining DRC, he was the President and Regional Director of Allied Waste for the State of Louisiana. He also worked in an executive capacity for Waste Management. He handles the day to day operations and marketing for DRC Emergency Services. Mr. Stafford earned a B. S. in business from the University of Louisiana Lafayette.

## **Program Management and Business Development**

**Paul F. Persons, Jr.** is Vice President for Project Management and Business Development, on a consulting basis, for the DRC family of companies. Mr. Persons controls project estimating and bid proposals from DRC ES's Mobile, Alabama headquarters. Mr. Persons has served as a Senior Project Manager for a multi-million dollar beach restoration contract and a number of disaster management and debris removal contracts. He has also served as Safety Officer on a major mechanical infrastructure project in Latin America (Honduras) and has also worked overseas during the Kosovo Conflict as a project and account manager for DRC. Mr. Persons is currently Senior Construction Manager and Project Estimator for U.S. Coast Guard facilities ID/IQ Contract with DRC throughout the mid-Atlantic states of North Carolina, Virginia, Maryland, Delaware, New Jersey, and New York. In 2004, Mr. Persons served as Senior Project Manager for several multi-million dollar recovery projects in the aftermath of Hurricanes Charley, Frances, Jeanne, and Ivan, including the massive restoration of 15 miles of beachfront destroyed in Escambia County, Florida during Hurricane Ivan. As Director of Operations during the 2005 hurricane season, he was in charge of over \$100 million in contracts. Mr. Persons holds a B.S. in building science from the School of Architecture at Auburn University.

**Dr. Walter Maestri** is an Emergency Management Consultant. Dr. Maestri served for over a decade as Director of Emergency Management for Jefferson Parish, Louisiana, playing a key role in preparation and evacuation planning for Louisiana's largest suburban parish. His expertise and experience have been utilized by federal and state emergency planners as well as nationwide news networks over the past ten years. Most recently, Dr. Maestri served the citizens of his parish and state with distinction during Hurricane Katrina and its aftermath, the nation's worst-ever natural disaster. He has authored over a dozen publications and presentations on emergency management, has ten different certifications from the Emergency Management Institute and the Federal Emergency Management Agency, and holds a bachelors degree from Spring Hill College in Mobile, as well as a doctorate from the University of Southern Mississippi.

**Daniel Craig** is Federal Emergency Management Consultant. Mr. Craig most recently served as Director of the Recovery Division for the Federal Emergency Management Agency of the United States Department of Homeland Security. He was appointed by President Bush in 2003 as the Director of the Recovery Division and was responsible for overseeing the Federal government's recovery efforts on all Presidential declared events including the Space Shuttle Columbia crash, the wildfires of 2003, and the hurricanes of 2004. Prior to being the Director of the Recovery Division, he was the Regional Director for the New England area where he was responsible for all FEMA mitigation, preparedness, response and recovery, and training activities in the six New England states. Mr. Craig holds a bachelors degree from Purdue University.

**Tom B. Combs** is Director of Governmental Affairs, Regional Manager for Texas and Oklahoma, and Emergency Housing Coordinator. Mr. Combs joined the DRC team on a consulting basis in 2002 and brings over 25 years in "hands-on" housing experience. Previously, he spent over 10 years in public office as City Councilman and Mayor Pro-tem for The City of Beaumont, Texas. In that capacity he served as liaison to the Beaumont Housing Authority and as President of the Innovative Housing Corporation. He also held the position of Homeless Programs and AIDS Housing Coordinator for the City of Houston. In this position he directly supervised, coordinated and monitored over 30 million in temporary, transitional, and permanent housing construction and operations contracts. Additionally, Mr. Combs served as District Director and Chief of Staff for two members of Congress where he personally directed all

housing related activities and serves as liaison between the congressmen, the cities, and the Department of Housing and Urban Development. He has extensive experience in minority, women, and disadvantaged contractor outreach programs. Mr. Combs has also owned his own firm, Tom Combs & Associates, which specialized in local, state, and federal contract negotiations. He lives and is headquartered in Houston, Texas.

**Lee Wilson** is Senior Project Manager, is one of the most trusted and respected managers at DRC. Mr. Wilson has forty years of extensive and invaluable experience in the civil construction industry. Mr. Wilson has for the last twenty years, acted extensively in the capacity as a project manager and estimator, building airports, interstates, state, city, county projects including water and sewer, storm drain, and large excavation projects. While with DRC, Mr. Wilson managed the Martin County, Florida project in 2004 which accounted for 1.1 million cubic yards of debris recovered and processed. Lee managed the demolition of 417 homes for the University of South Alabama, Mobile, Alabama. Within hours of the landfall of Hurricane Katrina he was on site in Louisiana leading the project in East Baton Rouge. Mr. Wilson has since and is currently working on the Louisiana DOTD project and is responsible for the management of the project for debris removal that encompasses thirteen parishes. He has personally overseen the management of this project that accounts for the recovery of 2.2 million cubic yards of debris. Mr. Wilson has international project management experience that extends as far as Nogliki, Russia where he served as Civil Engineering Consultant to Exxon Mobil in the building of an airport, a project valued at \$58 million. He was the Construction Manager managing and overseeing the installation of water and sewer infrastructure for an entire county in Central America.

## BASE LOGISTICS, LLC

Base Logistics, LLC (herein referred to as Base) provides planned solutions to the logistical challenges associated with emergency restoration operations. Our proactive and quality measured processes have proven effective in more than seventy **(70) events since 1998**.

Several of the largest producers and distributors of commercial and residential electricity are our customers. Additionally, we support governmental agencies tasked with managing emergency situations.

Base commits logistical requirements to a written plan that identifies the resources and processes required for emergency support of deployed personnel and documents implementation timelines. Each plan is individually designed to compliment our customers operating strategy. This approach allows for support that enhances the customer's ability to respond quickly and efficiently.

Base manages an extensive network of high quality, customer-focused service and product providers. This network includes but is not limited to:

- **Mobile Catering Units**
- **Ice**
- **Bottled Water**
- **Sodas**
- **Sports Drinks**
- **Snacks**
- **Tents**
- **Tables**
- **Chairs**
- **Fans**
- **Heat/Air Conditioner Units**
- **Portable Restrooms**
- **Hand Wash Stations**
- **Trash Bins**
- **Tower Lights**
- **Tent/Outdoor Flooring**
- **Mobile Laundry Units**
- **Mobile Shower Units**
- **Generators**
- **Travel Trailers**
- **Modular Office Units**
- **Air Mattresses**
- **Disposable Work Kits (plastic basin, soap holder, soap, one disposable hand towel, two bath towels, and one wash cloth)**
- **Cots**
- **Sleeping Bags**
- **Potable Water Trucks**
- **Grey Water Trucks**
- **Bus Transportation**
- **Golf Carts**
- **Laundry Service**

Vendors are strategically located throughout North America to effect quick and reliable response times. Base maintains and continually expands the network to ensure its capability. Currently,

our vendor network consists of more than sixty (60) qualified caterers and five major food supply vendors which include three national food supply houses. In addition, we have relationships with the **five largest ice producers in the region**. Base is a major customer of Coca Cola in the United States and can procure sodas, water, and sports drinks from several manufacturing and distribution plants. During Hurricane Katrina restoration mobile shower units were deployed from all regions of the United States and Canada resulting in over 300 shower heads being utilized because of our relationships with mobile shower vendors.

During the 2005 Hurricane Season alone, Base Logistics, LLC managed **seventy-nine (79) staging sites over five states cumulating over a six month period**. As of this date we are still managing a staging site in Buras, Louisiana. For Hurricane Katrina, Base deployed **sixty-one (61) catering units** which served over **two million meals**. We were responsible for the deployment of a large number of resources to these sites, including but not limited to:

- **345,000 sq. foot of Dining Tents**
- **Alternative Housing (Tents, Bunk Trailers) for 13,600**
- **8,500 Sleeping Cots**
- **7,000 Sleeping Bags**
- **10,000 Linen Sets**
- **300+ Shower Heads**
- **13 Mobile Laundry Units**
- **1500+ Portable Restrooms**
- **200+ 30 yd. Roll Offs**

Base's structure allows for targeting vendors to specific customer needs allowing for superior, cost effective support. This flexibility is crucial to securing optimal support for personnel assigned to the restoration effort.

Base's employees are all experienced, well trained and highly motivated; we are acutely aware of the logistics' role in restoration and emergency operations and stay focused on the task at hand. Additionally, our team truly understands the value of efficient logistics to the overall success of the restoration/storm event.

### **BASE Personnel**

#### **William A. Lazaro, Jr.**

#### **Executive Vice President / Partner**

William Lazaro is the company's COO responsible for the daily operations of Base Logistics, LLC, including finance.

He earned a Bachelor's Degree in Business Administration from Loyola University in New Orleans, Louisiana. His working experience includes banking and as a Director in Parish Government, prior to accepting an active role in Base Logistics, LLC.

With Base Logistics, LLC, William has been involved with seven (7) storm events, bearing responsibility of all aspects of deployment. Areas worked include Florida, Mississippi, Louisiana, Alabama, Texas and Arkansas.

#### **Ken Cryer**

#### **Logistics Manager**

Ken has worked for Base Logistics, LLC since its formation and previously in the incarnation as Hub Group, Inc. He graduated from the University of New Orleans with a Business Management degree and has worked some forty (40) storms for over 8 years of experience.

Ken's responsibilities include creating and maintaining vendor networks throughout a customer's territory, interacting with designated accounts such as CLECO to determine their needs and changes in environment and running staging site locations in emergency events.

**Norman Swanner  
Operations Manager**

Norman Swanner is currently the Operations Manager for Base Logistics, LLC.

Norman owned and operated Bubba's II Restaurant Lounge & Catering for eleven (11) years before turning the business over to his son. Norman chose to utilize his knowledge of catering operations by joining Base Logistics, LLC in 2002.

With Base Logistics, LLC, Norman has been in charge of generally overseeing our on-site catering operations. He has established principals and guidelines for all of caterers, which are detailed in our Catering Handbook. He has also been responsible for the ordering of all food during storm responses. To date, Norman has been involved in **(46)** storm events in the states of Arkansas, Mississippi, Louisiana, Alabama, Texas, Florida and Oklahoma.

**Robert Murray  
Logistics Manager**

Robert Murray is a Logistics Manager for Base Logistics, LLC

Robert received a Bachelor's Degree in Education from Mississippi State University. Robert taught in the public school system for fifteen years before pursuing a career in logistics.

Being with Base Logistics, LLC for four (4) years, Robert has been involved with thirty-five **(35)** storm events, assuming responsibility of all aspects on-site management. Areas worked include Florida, Mississippi, Louisiana, Alabama, Oklahoma, Kansas, Texas and Arkansas.

Robert lives in Mississippi and is our liaison person with the utilities in Mississippi and Arkansas.





**DRC Emergency Services, LLC**  
 740 Museum Drive • Mobile, Alabama 36608  
 1-888-721-4372 • 1-251-343-3581 • FAX 1-251-343-5554

**HISTORY OF THE FIRM**

**DRC was incorporated in 1989** and initially worked in the southern states of North America. The corporate group expanded in February 1991 by establishing offices in Saudi Arabia and Kuwait in the aftermath of the liberation of Kuwait from Iraqi occupation. DRC has since undertaken major reconstruction projects, civil engineering works, vertical construction, heavy road and infrastructure construction, and established numerous work camps throughout the world and performed manpower and equipment leasing and landfill management, in addition to hazardous and medical waste remediation and disposal services.

**EXPERIENCE: PAST PROJECTS OF THE DRC FAMILY OF COMPANIES**

<b>DATE</b>	<b>EVENT</b>	<b>DATE</b>	<b>EVENT</b>
1989-1990	Hurricane Hugo - South Carolina and St. Croix, U. S. Virgin Islands	2001	Tropical Storm Allison - Texas and Louisiana
1991-1995	Operation Desert Storm, Kuwait and Saudi Arabia	2001	Anthrax Terrorism Attack- U.S. Congress, Washington, DC
1992-1993	Hurricane Andrew - Florida	2001	Tropical Storm Gabrielle - Florida
1992-1994	U. S. Military Liberation, Somalia	2001	Ice Storm- Kansas and Missouri
1995-1996	Hurricane Marilyn, U.S. Virgin Islands and Puerto Rico	2002	Snow Storm - New York
1995-1996	Hurricane Opal - Florida	2002	Typhoon Chata'an - Guam
1996-1997	Hurricane Fran - North Carolina	2002	Floods- State of Virginia
1997	Hurricane Danny - Alabama	2002	Hurricane Isadore – Louisiana
1997-1998	Ice Storm - Nebraska	2002	Emergency Tire Fire (3 million tires) -Virginia
1998-2001	Super Typhoon Paka – Guam	2002	Hurricane Lili - Louisiana
1998-1999	Hurricane Georges - Puerto Rico and Alabama	2002-2003	U.S. Coast Guard IDIQ Facilities Maintenance and Emergency Construction
1998-2001	Hurricane Mitch - Honduras		
1999	Ice Storm - Alabama and Tennessee	2002-2003	Super Typhoon Pongsona - Guam
1999	Tropical Storm - Texas	2003	Operation Iraqi Freedom – Iraq
1999-2000	Liberation of Kosovo, Serbia	2003-2004	Hurricane Isabel – Virginia
1999-2001	Category 5 Tornado - Oklahoma	2004	Floods- State of Texas
1999-2001	Hurricane Floyd - Florida, South Carolina and North Carolina	2004-2005	Hurricanes Charley, Frances, Jeanne and Ivan - Florida
1999	Hurricane Irene - Florida	2004-2005	Tropical Strom Gaston- South Carolina
2000	Ice Storm - Georgia		
2000	Ice Storm - North Carolina	2005	Hurricane Dennis - Florida
2000	Category 4 Tornado - Texas	2005	Hurricane Katrina - Florida, Louisiana, and Mississippi
2000	Catastrophic Flood - New Jersey		
2001	Ice Storms - Oklahoma, Louisiana, Texas and Arkansas	2005	Hurricane Ophelia - North Carolina
2001	Texas Floods - Houston Area	2005	Hurricane Rita – Texas and Louisiana
2001	West Virginia Flooding	2005	Hurricane Wilma - Florida

# DRC ES, LLC

## EXPERIENCE: CLIENT BASE OF THE DRC FAMILY OF COMPANIES

### U.S. Cities and Towns

Benton, Arkansas  
Blue Springs, Missouri  
Camden, Arkansas  
Carrboro, North Carolina  
Carruthersville, Missouri  
Cary, North Carolina  
Charleston, South Carolina  
Fairhope, Alabama  
Ft. Worth, Texas  
Friendswood, Texas  
Garner, North Carolina  
Gulfport, Mississippi  
Hope, Arkansas  
Houston, Texas  
Indian River Shores, Florida  
Jacksonville, North Carolina  
Jacksonville Beach, Florida  
Kinston, North Carolina  
Lilesville, North Carolina  
Lincoln, Nebraska  
Moroven, North Carolina  
Myrtle Beach, South Carolina  
North Topsail Beach, North Carolina  
Orchid, Florida  
Orlando, Florida  
Raleigh, North Carolina  
Shreveport, Louisiana  
Slidell, Louisiana  
Sparta, New Jersey  
Tulahoma, Tennessee  
Tampa, Florida  
Vero Beach, Florida  
Wadesboro, North Carolina  
West Palm Beach, Florida

### US Counties and Parishes

Berkeley County, South Carolina  
Brevard County, Florida  
Broward County, Florida  
Dawson County, Georgia  
DeKalb County, Georgia  
Escambia County, Florida

Hillsborough County, Florida  
Indian River County, Florida  
Jefferson Parish, Louisiana  
Lenoir County, North Carolina  
Lincoln, Nebraska  
Manatee County, Florida  
Martin County, Florida  
McCurtain County, Oklahoma  
Mobile County, Alabama  
Monroe County, Florida  
New Hanover County, North Carolina  
Okaloosa County, Florida  
Orleans Parish, Louisiana  
Osceola County, Florida  
Ouachita County, Arkansas  
Pender County, North Carolina  
Red River County, Texas  
Rockdale County, Georgia  
Sarasota County, Florida  
St. Bernard Parish, Louisiana  
St. Lucie County, Florida  
Wake County School District, North Carolina  
Walton County, Florida  
Washington Parish, Louisiana

### U.S. State Agencies

Alabama Department of Transportation  
Florida Department of Transportation  
Louisiana Department of Environmental Quality  
North Carolina Department of Transportation  
North Carolina Department of Parks and Recreation  
North Carolina Forestry Service  
Texas Department of Transportation  
Virginia Department of Emergency Management  
Virginia Department of

Transportation  
Virginia Department of Parks and Recreation

### U.S. Federal Agencies

U.S. Congress  
U.S. Department of Agriculture  
U.S. State Department  
U.S. Department of Homeland Security  
U.S. Army Corps of Engineers

### United States Corporations

Allied Waste, Inc.  
Bechtel International  
Blount International, Inc.  
Brown and Root  
Browning Ferris Industries, Inc.  
Bugshan/Stone-Webster(Saudi/USA)  
Burlington Southern  
CSX Railroad  
Conventional Munitions Systems E.O.D.  
E.H.R.T. (E.O.D.)  
Flowers Industries, Inc.  
Foster Wheeler  
General Electric- Capital, Inc.  
Gilbert Southern  
Milpark International Ltd.  
Norfolk Southern Railroad  
Passive Barriers (E.O.D.)  
Raith Engineering  
Tampa International  
Waste Management, Inc.  
Will Brothers Middle East Ltd.

### International Companies

Alghanim Industries (Kuwait)  
Archdiocese of Agana, (Guam)  
Arche Roden (Greece)  
ATCO International, Inc.

(Canada)  
British Army (United Kingdom)  
Catalytic Maintenance Ltd. (Canada)  
China Petroleum (China)  
Ericsson  
Telecommunications (Swedish)  
Guam EPA (Territory of Guam)  
M.F. Kent (Ireland)  
Kuwait Oil Company (Kuwait)  
Kuwait National Petroleum Corporation (Kuwait)  
Kuwait Ministry of Defense (Kuwait)  
Marwarid Group L.L.C. (Saudi)  
Morrison International (Morrison Shand) (U.K.)  
NATO- Armed Forces (E.U.)  
North Atlantic Treaty Organization-Albania Force (AFOR) (Albania)  
McConnel Dowell Co. Ltd. (New Zealand)  
National Industries Trading Company (U.A.E.)  
Royal Ordnance - A division of British Aerospace (U.K.)  
Sofremi (French Ministry of Interior)  
Soviet National Oil Company (Russia)  
Tarig Alghanim Ltd. (Kuwait)  
Tekfen Construction Co. (Turkish)  
The National Industries Co. (Kuwait)  
United Nations (New York)

## THE HURRICANE SEASONS OF 2004 & 2005

In the aftermath of Hurricanes Charley, Frances, Jeanne and Ivan in the fall of 2004, the DRC family of companies and its teaming partners and/or subcontractors, performed in excess of 37 virtually simultaneous contracts and \$150,000,000 in emergency work, including the removal of over 10,000,000 cubic yards of debris and the restoration of miles of beaches, throughout the state of Florida, from Monroe County to Escambia County, as well as projects in Virginia, South Carolina, and Texas.

The 2005 hurricane season brought the strongest storms and the worst natural disaster in our nation's history. The DRC family of companies is proud to have assisted in the recovery following the devastation of Hurricanes Katrina, Rita, and Wilma affecting the Florida Keys, throughout Mississippi and Louisiana, and into Houston, Texas. To date, DRC has successfully completed over \$130,000,000 in disaster remediation in the hardest hit parishes of Louisiana, in Monroe, Escambia, and Miami-Dade counties in Florida, and in the eastern coastal counties of Texas. DRC continues today to assist in affected areas of Louisiana and Florida.

## **EQUIPMENT RESOURCES**

DRC ES, Equipment Leasing, their affiliates, and their subcontractors own a substantial numbers of trucks and specialized pieces of heavy equipment, attachments and support equipment for emergency response as well as dozens of cellular, radio, and/or satellite telephones for use in an emergency. DRC, DRC ES, and its subcontractors are able to mobilize dozens of equipped work crews virtually immediately and simultaneously throughout multiple disaster events. DRC's subcontractors have national priority contracts with multiple smaller subcontractors and/or national equipment leasing companies through which hundreds of trucks and pieces of heavy loading equipment are available to supplement DRC's fleet.

## **PERSONNEL**

DRC ES is capable of mobilizing dozens to hundreds of work crews involving thousands of men and women in multiple locations in multiple states simultaneously. Key personnel of DRC have been involved in hurricane emergency responses for many years, since as early as 1961. These personnel are trained and available for immediate deployment for emergency response. Many are CPR and Red Cross First Aid certified and equipped with utility vehicles, digital, handheld, multi-state, two-way radios, cellular communications, and handheld computers. Many DRC ES and affiliate employees, subcontractors, associates, and contract reservist personnel have specialized training for emergency management, and/or have attended multiple industry seminars and conferences, and/or are or have been members of professional organizations including NEMA, APWA, SWANA and the Society of American Military Engineers. DRC, its affiliates, associates and/or subcontractors are licensed General Contractors in several states, including Florida.

DRC ES is familiar with FEMA and FHWA rules and regulations, the Stafford Act, and CFR 44 as they pertain to emergency response, recovery and reimbursement. DRC ES also enjoys a very close working relationship with James Lee Witt and Associates, LLC, Washington, D.C. Mr. Witt was the Director of FEMA for eight years.

## **Past Emergency and Life Support Contracts and Projects**

### **Project Location: Port-au-Prince, Haiti**

#### **Client: Fluor Corporation (US Department of State contract)**

Construction and Operation in 2006-2007 of 250/400 man camp to support construction of United States Embassy in Haiti within 45 days of notice to proceed. Camp includes interior hallway multi unit buildings for single or dual person occupancy bedrooms with individual baths; bunkhouse facilities for laborers, 250/400-man kitchen and dining facility with walk-in freezers and coolers; MWR facilities, laundry facilities, and offices. Operation includes provision of clean water, power generation and grid, waste water services, food services, and telecommunication facilities.

Cost: \$20,000,000 estimated

### **Project Location: Baghdad, Iraq (Operation Iraqi Freedom)**

#### **Client: Coalition Provisional Authority/Ministry of Interior/C.B., LLC**

Construction of temporary camp within Terminal D, Baghdad International Airport (formerly Saddam Hussein International Airport) for 150 personnel, both male and female, within 7 days including custom-built shower units, power generation, sleeping facilities, offices, MWR, and full service kitchen and cold storage.

Construction of 150 person permanent Greenfield Camp in BIAP, Baghdad, Iraq within 30 days of Notice to Proceed. Camp included interior hallway multi unit buildings for single or dual person

occupancy bedrooms with individual baths; bunkhouse facilities for laborers, 500-man kitchen and dining facility with walk-in freezers and coolers; MWR facilities, laundry facilities, and offices.

Cost: \$5,000,000 estimated

**Project Location: Mogadishu, Somalia (Liberation of Somalia)**

**Client: NATO/United Nations/U.S. Navy/U.S. Department of State**

Construction of multiple man-camps, large indoor dining and kitchen facilities for hundreds, large air conditioned individual bedrooms and baths, multiple MWR facilities, multiple laundry facilities, sewer, water, and power generation facilities for each. In addition, the emergency reconstruction of 38 massive buildings inside the US Embassy Compound and the University of Somalia, drilling of water wells, provision, maintenance, cleaning and servicing of 175 portable toilets (delivered by airlift). Also supplied catering, life support, pest control, laundry, MWR, travel, and banking facilities in this very desolate location.

**Project Location: Kuwait and the Demilitarized Zone between Kuwait and Iraq.**

**Project Title: Desert Storm**

Construction of 14 separate simultaneous permanent camps for up to 10,000 personnel. All cabins or renovated complexes constructed within 30-45 days of Notice to Proceed as required. Included full life support facilities, kitchens, dining rooms, laundry facilities, convenience stores, mechanical and service shops for trucks and equipment, power generation, sewer and water facilities, and security.

DRC also provided approximately 13,000 skilled laborers on a contract basis to extinguish oil fires set by Saddam Hussein, rebuild the school system, reconnect the 300KVA transmission power lines destroyed by fleeing Iraqi troops and coalition bombing, clean, demine and perform and perform UXO explosive ordnance and munitions recovery for 65 miles of beachfront trenches, several destroyed former Kuwaiti military bases occupied by Iraqi troops, thousands of square miles of dessert and major portions of Kuwait/Iraq demilitarized zone. Some camps operated for up to 4 years.

**Project Location: Kosovo**

**Project Title: Kosovo Liberation**

DRC provided camps, life support, logistics, overseas troops, helicopter hilltop standby rescue, recovery and observation facilities, medical employees, construction of barriers, roads, traffic intersections (including the first working traffic signal in post-war Kosovo); large 12,000 square meter, extra heavy stress, winter poured, concrete tank staging areas and truck refueling areas.

Shower and toilet facilities manned and operated 24 hours per day.

**Other relevant disaster and housing experience:**

**Project Title:** Hurricane Debris Management - Virginia Department of Transportation and Virginia State Parks Department – through Virginia Department of Emergency Management

Performance period: October 2003

Approximate fee for services: \$39,266,771

Brief description of project: In response to the extensive devastation caused by Hurricane Isabel, DRC was immediately tasked through its existing pre-event contracts to initiate recovery and debris

removal by the Virginia Department of Transportation (VDOT) and the State of Virginia Parks Department. DRC worked throughout six counties, covering what we understand was approximately 10,000 miles of roads for VDOT and eleven State Parks for the Parks Department. DRC removed and processed, through separation and grinding, over 2,748,000 cubic yards of debris in approximately 110 workdays.

**Project Title:** Tom’s Mountain, WV Temporary Housing Site Work and Development

Client name, address and telephone number: U.S. Army Corps of Engineers

Performance period: August 2001-September 2001

Approximate fee for services: \$2,599,024

Brief description of project: Emergency construction of temporary housing site.

**Project Title:** Hurricane Debris Management – Louisiana Department of Transportation and Development

Performance period: September 2005-February 2006

Approximate fee for services: Over \$100,000,000

Brief description of project: Emergency hurricane debris clearing and removal assistance in the aftermath of Hurricanes Katrina and Rita.

**Project Title:** Hurricane Debris Management and Beach Restoration – Escambia County, Florida

Performance period: September 2004

Approximate fee for services: approximately \$50,000,000.00

Brief description of project: Emergency restoration of approximately 15 miles of beach destroyed by Hurricane Ivan. Provided technical assistance and removed tens of thousands of cubic yards of construction and demolition debris.

**BASE LOGISTICS – Past Performance References**

	<b>Value of Work</b>	<b>Approximate Dates</b>
CenterPoint Energy Mr. Ed Russell Post Office Box 1700 Houston, TX 77251-1700 (713) 945-4741	\$1,500,000 - \$2,000,000	09/05 – 12/05
Cleco Power, LLC Mr. Mike Clark 2030 Donahue Ferry Rd. Pineville, LA 71361 (337) 550-3503	\$7,500,000 - \$9,000,000	08/05 – 12/05
Entergy Corporation Mr. Bill Howell Post Office Box 1640 Jackson, MS 39215 (601) 925-6581	\$20,000,000 - \$25,000,000	07/05 – 12/05
Jefferson Parish Government Mr. Darryl Ward, Deputy C.A.A. 1221 Elmwood Park Blvd., 10 <sup>th</sup> Floor Jefferson, LA 70123 (504) 731-4557	\$1,500,000 - \$2,000,000	07/05 – 12/05





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### **Emergency Services Plan**

- Within 24 hours of notice, Base Logistics/DRC will have deployed sufficient resources and equipment to provide management, supply, and oversight of Emergency Services for governmental entities and political subdivisions of the State of Virginia .

DRC/Base Logistics will provide management and oversight of each Emergency Services location. DRC/Base Logistics has extensive experience supporting governmental agencies in emergency response having participated in over 70 emergency response events. DRC/Base Logistics' deployments will be staffed by experienced management and logistics teams from DRC, who have extensive experience in support of governmental operations, including numerous emergency camps and life support contracts in post disaster and post war environments. Base/DRC will deploy a Program Manager on-site to provide oversight, execution, and quality control and will assign a command center response manager to each camp to coordinate sufficient staffing, resources, equipment, and supplies to each site from a central location.

Base/DRC, in accordance with the intent of the Stafford Act, will make extensive use of local subcontractors, vendors, suppliers, and resources to provide material, rentals, foodstuffs, equipment, and services to each camp.

- DRC/Base will establish fully operational emergency service hubs within a disaster area that will meet the requirements as stated in the RFP. Sites will operate 24/7 for whatever duration specified by the governmental entity.

Prior to initiation of contract, DRC/Base will prearrange agreements with local and regional vendors for supplies and rentals such as tents, trailers, laundry facilities, catering, staffing, hotel facilities, etc. Base/DRC will work with the governmental entity to pre-identify and prearrange, insofar as is possible, potential service sites. Base/DRC is also prepared to mobilize, if necessary, dozens to hundreds of contractors and reservists from DRC's personnel base to ensure adequate and timely staffing of each operational camp.

DRC/Base typically mobilizes its emergency service centers and begins providing food and other services and supplies within 24 hours of Notice to Proceed. Whenever, possible, such as in the case of an impending hurricane, Base/DRC will contact the governmental entity in advance to determine the level of alert. Based on alert level, BASE/DRC will begin readiness notification of vendor networks up to 96 hours in advance of a disaster event. Base/DRC will also begin in this preactivation period to prepare systems and personnel for potential response.

Within 24-48 hours of an impending event, Base/DRC will reconfirm level of alert with the governmental entity, and initiate the securing of resources for Notice to Proceed and deployment of certain resources to a "safe zone" that is near the affected area.

DRC/Base has built temporary camps in active war zones in less than 7 days and permanent camps for hundreds to thousands with air-conditioned cabins, individual baths, cafeterias for thousands, laundry facilities, recreation, sanitation, and offices in weeks: Normally involving

transport of hundreds of cabins across the borders of multiple developing countries by sea, land, and/or by air.

Once the storm/event has passed, Base/DRC, following Notice to Proceed, will deploy appropriate materials, personnel, and resources to the designated site/s, including on site catering units; tents; cabins and/or trailers; ice; water; generators; foodstuffs; sanitation facilities; refrigeration units; etc. Facilities shall be ready for occupancy and fresh, hot meals prepared for occupants well within the 24-72-hour time frame.

- Billeting for emergency camp occupants in suitable air conditioned/heated temporary facilities.

Base/DRC can provide quarters for up to 1000 persons or more if requested in the form of tented camps, bunk trailers, cabins, and/or prearranged local hotel facilities as requested and/or required by the circumstances and/or the client. Facilities will be supplied with sufficient beds, cots, bunks, air mattresses, linen sets, and/or sleeping bags to provide comfortable, individual sleeping and living space (45 square feet per occupant) for each camp occupant. Sufficient generator power and HVAC units will be deployed to provide comfortable and safe climate control in all facilities in accordance with all applicable local, state, and federal codes. Facilities will be equipped with fire extinguishers, UL listed lighting equipment, and cell phone charging stations.

- Ablution: Showers, portable hand wash stations and latrines for camp occupants. Diapers and sanitary products for very young children and infants.

Each Emergency Services location can be equipped with approximately 50 shower heads, 50 hand wash stations and 100 portable restroom facilities. Shower units will be serviced with an ASME rated propane water heater and an anti scald safety valve. Heated water shall be provided at a minimum of 101 degrees Fahrenheit. Disposable work kits (plastic basin, soap, hand towel, bath towel, and wash cloth) can be provided to each camp occupant. Diapers, wipes, and necessary sanitary products will be provided for the care of very young children and infants.

- Potable water, grey and black water disposal for the camp.

Potable water can be provided by truck in cases where local/municipal water sources are not available and/or have been compromised. Similarly, grey and black water treatment will be site specific with all alternatives from treatment to haul-off available. Where possible and advantageous, treatment units may be deployed to Emergency Service sites. In most cases, grey and black water will be removed by truck and disposed of in accordance with all local, state, and federal requirements.

- Food for camp occupants consisting of hot meals for breakfast and dinner along with a noon sack lunch.

On-site catering units, fully-equipped base camp kitchens, food supply trailers, and cold storage units are available to provide healthy and safe meals to Emergency sites at least three times a day. Meals are served in accordance with a rotating menu program. Meals typically include a balance of meat and other proteins (at least 6 ounces), vegetables, fruit, carbohydrates, and dessert. Hot coffee, tea, water, and snacks are available 24 hours a day at a service bar. Quality sack or box lunches will be provided both at the camp site and/or at designated job sites. These are normally equipped with a cold gel pack to ensure freshness. Ovo-lacto vegetarian meals can be provided

as an alternative as necessary or desired. Catering operations are typically staffed with a 12-person catering crew, a catering manager, and a supply chain coordinator. Food stocks are bulk selected, purchased, and provided by Base/DRC and shipped to each camp to ensure freshness, availability, and quality. Age-appropriate foodstuffs, baby food, and formula are provided for babies and toddlers.

- Full laundry service for emergency site/camp occupants.

Each emergency site/base camp can be supplied with two fully staffed mobile laundry units, each with typically at least 7 sets of laundry machines that are each capable of 36 cycles per day. Additionally, prearranged local vendors/facilities will be utilized to augment laundry services as necessary. This would enable each camp occupant access to laundry facilities with maximum 24-hour turnaround. Laundry services will also provide clean linens for all applications daily.

- Basic medical unit (nurse with Advanced Life Support equipment) for Emergency Service Sites

ALS qualified medical unit will be staffed with rotation of at least one RPN/LPN/NP and one nurse's assistant for each shift and will be equipped with basic first aid and sick bay equipment as well as life support equipment typical of that supplied to a paramedic/first responder. Medical services will be provided 24 hours 7 days a week.

- MWR area for occupants (TV, internet, etc.) that can accommodate up to 5% of occupants.

Morale, welfare, and recreation units capable of accommodating at least 50 people will be provided to each Emergency Service location. MWR units will be large, single room facilities equipped with several television/DVD/VCR units, computer stations with internet access, seating areas with tables, chairs, cell phone charging stations, reading materials, vending machines with snacks and beverages, a gaming area with ping-pong and billiard tables, etc.

- Administrative area for camp management.

Each Emergency Services site will be equipped with one to two office trailers capable of accommodating both contractor and governmental administrative staffs. Trailers will be climate controlled and equipped with office furniture, computing and printing facilities, and telecommunications service.

- All necessary power, generators and HV/AC.

Base/DRC can provide a full range of generators for Emergency Services. Base/DRC can also provide reverse cycle ECUs and/or other units capable of controlling the ambient temperature in all living and dining spaces to maintain a temperature of 72 degrees Fahrenheit.

- All necessary portable light towers.

Base/DRC can provide portable light stanchions sufficient to provide a safe, secure, well-lit environment for the entire camp premises and perimeter 24 hours a day.

- DRC/Base takes responsibility for meeting all applicable codes, regulations, laws, etc.

All emergency structures, premises, and fencing will be in conformity with all local, state, and federal safety and code requirements.

- DRC/Base will meet ADA standards.

All emergency structures, premises, and fencing will be in conformity with all applicable ADA requirements with appropriate ramps, portals, lifts, etc.

- Solid waste disposal.

Solid waste collection and disposal will be provided. Waste and litter bins will be cleared daily and/or as required by Contractor staff. Solid waste will be collected in on-site dumpsters which will be cleared daily and/or as required, as well.

- All cleaning and janitorial services.

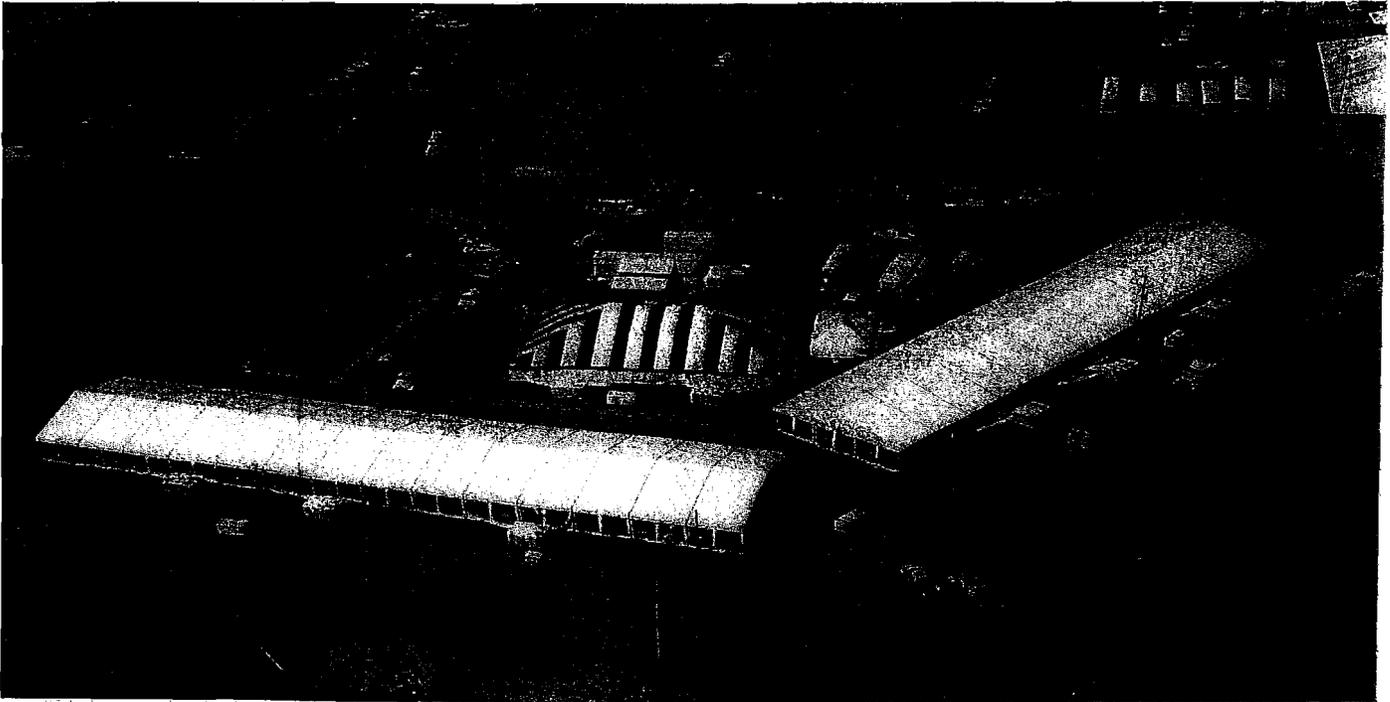
All emergency facilities will be cleaned at least once a day and all dining/food facilities will be cleaned following each meal by Contractor-provided staff. Entire base premises will be kept clean and sanitary at all times.

- DRC/Base is capable of securing/removing vulnerable assets, taking down tents, etc. within eight hours notice of impending storm, hurricane, etc.

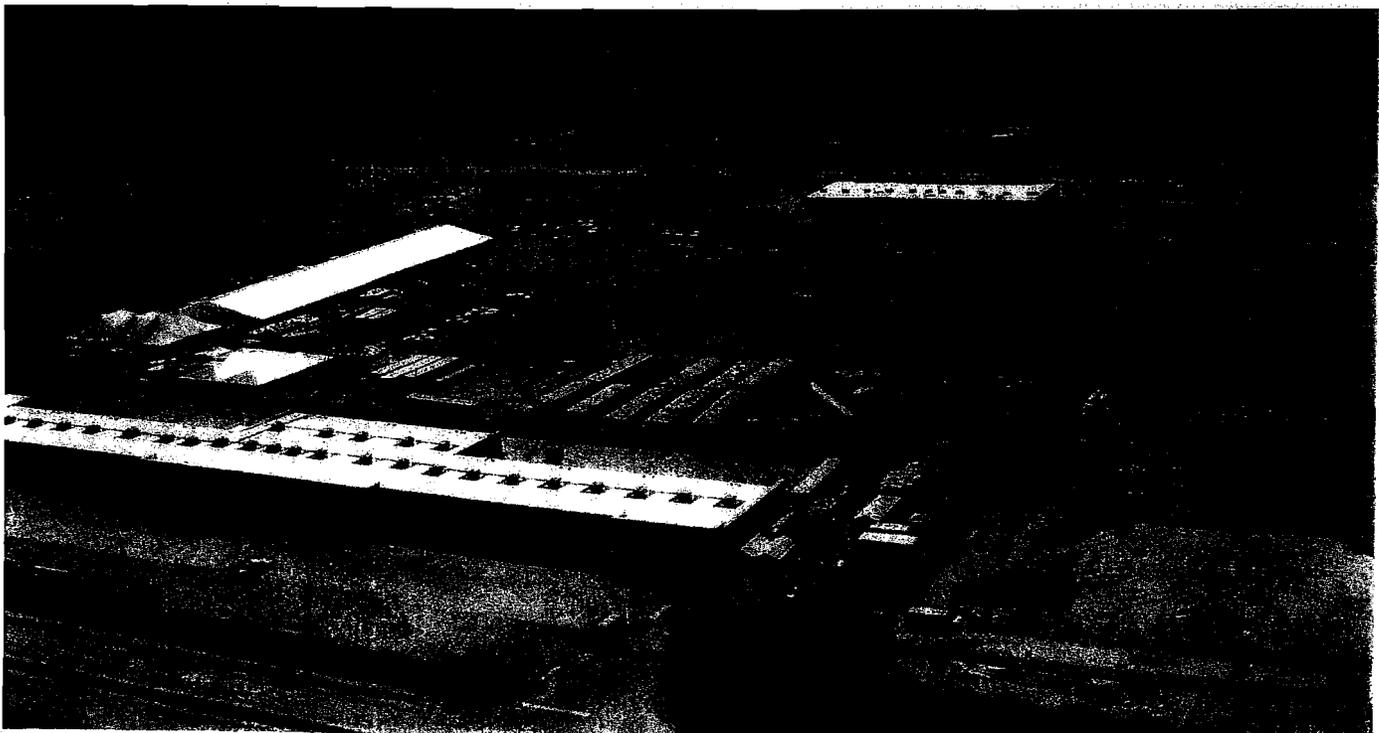
Base/DRC is capable of demobilizing/dismounting emergency services/camp assets immediately upon notice of impending event and of immediately remounting said assets as necessary following such an event.



# **BASIS** **LOGISTICS**



**750 man sleep tents & shower units – Hurricane Katrina – Kenner, LA**

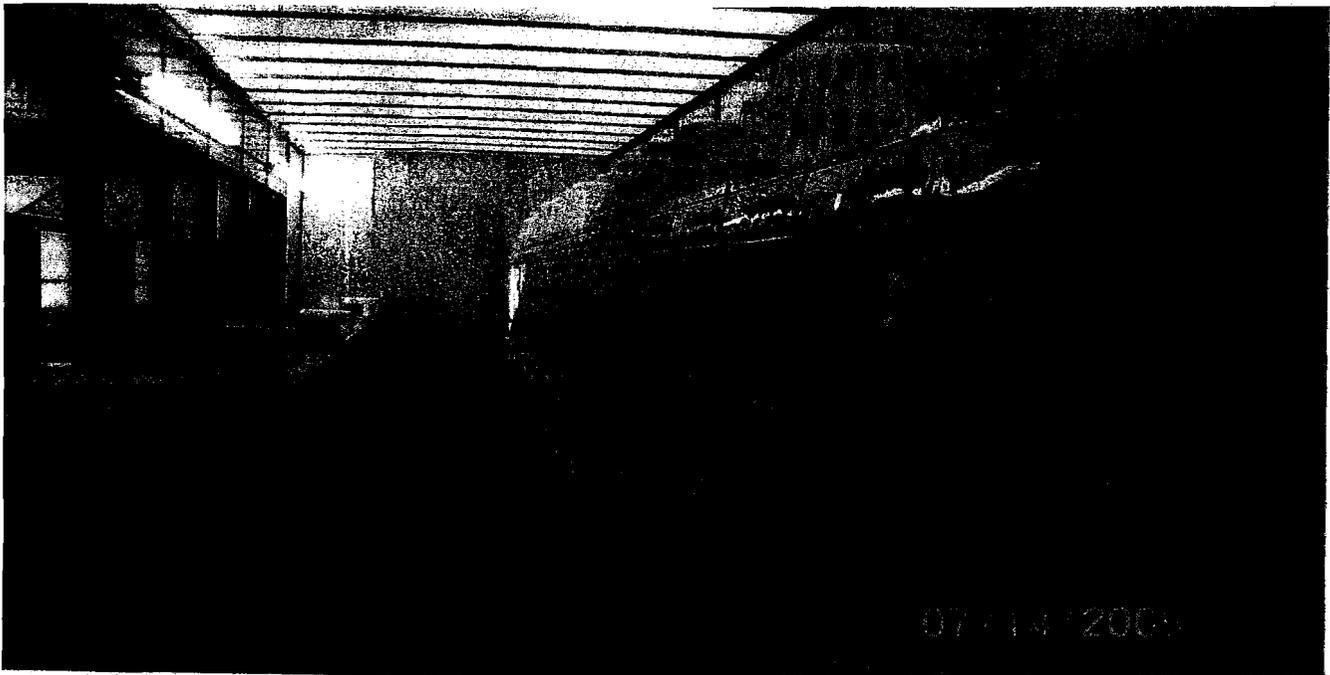


**1,200 man sleep/staging site – Hurricane Katrina – Marrero, LA**

# **BASIS** **LOGISTICS**



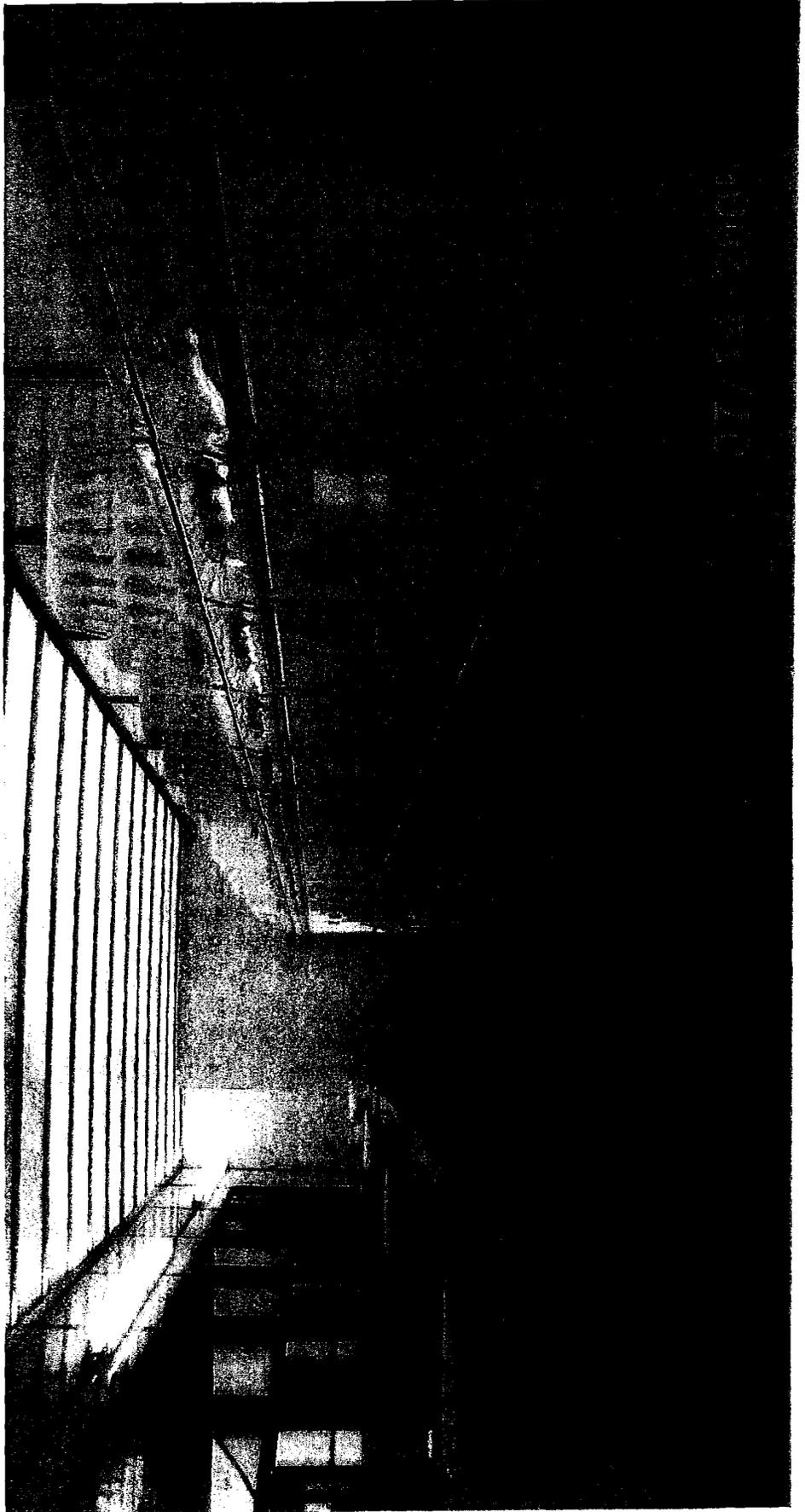
**Mobile Shower Unit - Hurricane Dennis - Pensacola, FL**



**Mobile Laundry Unit - Hurricane Dennis - Pensacola, FL**

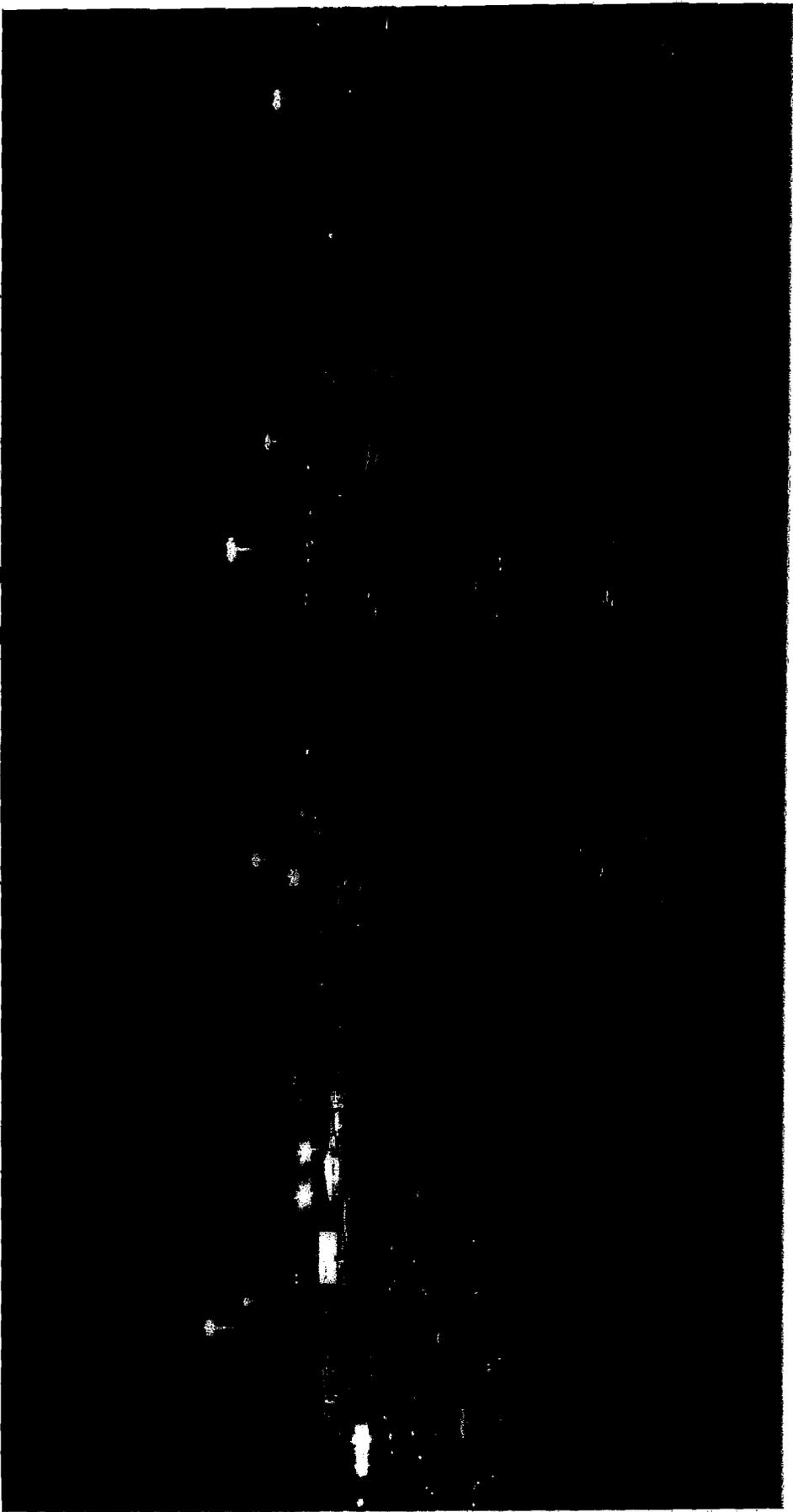
# **BASE** LLC **LOGISTICS**

**Mobile Laundry Unit – Hurricane Dennis - Pensacola, FL**



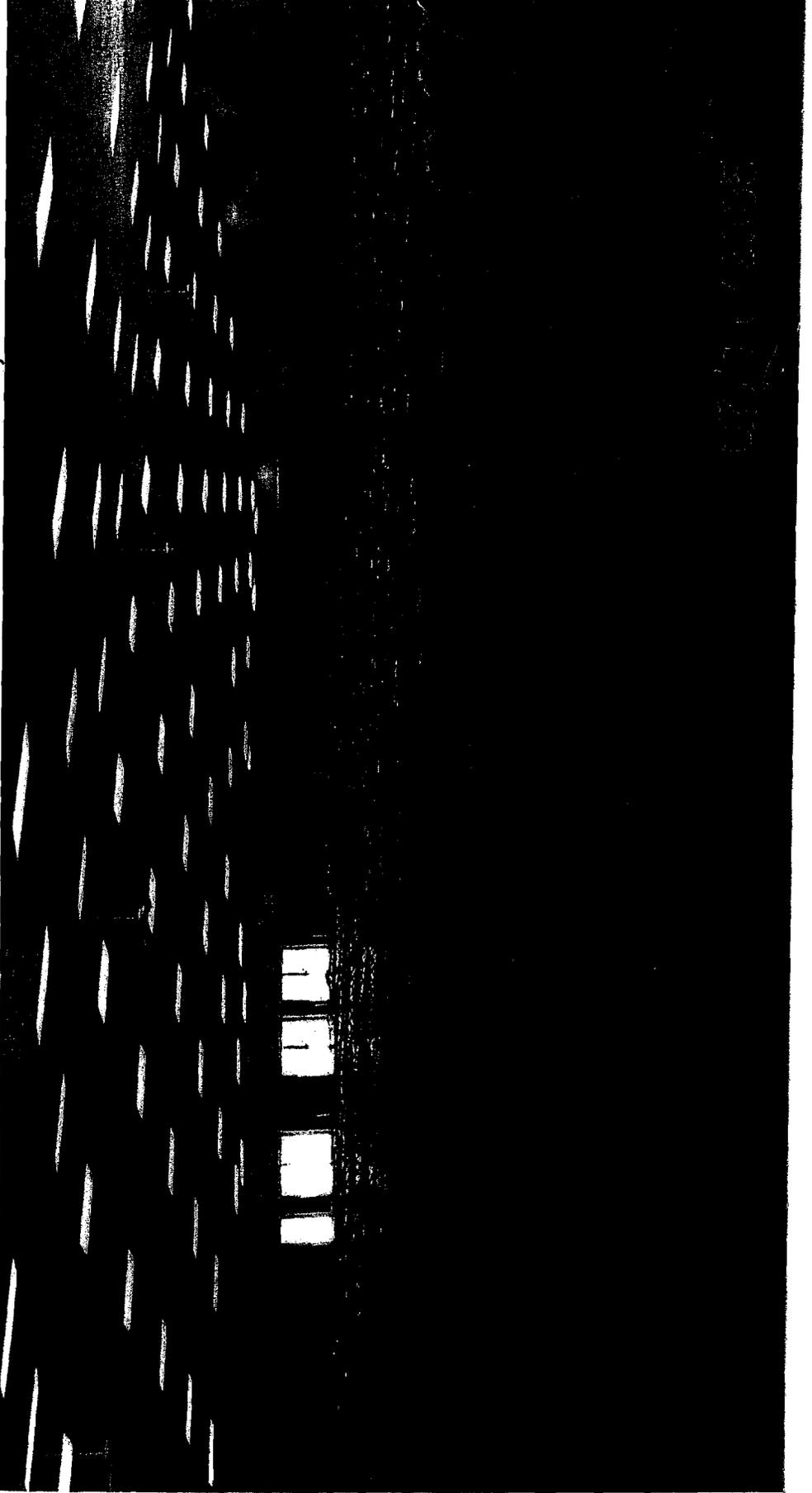
# **BASE** **LOGISTICS**

Hurricane Katrina – 1,250 man staging site – Kenner, LA



# **BASE**<sup>LLC</sup> **LOGISTICS**

**Sleep Cots – Hurricane Dennis – Pensacola, FL**





**REQUEST FOR PROPOSAL (RFP)**

**Issue Date: December 07, 2006**

**RFP #81 - Folder E194-10018**

**Title: EMERGENCY STANDBY SERVICES**

**Commodity Code: 39000**

Issuing Agency: Department of General Services  
 Division of Purchases and Supply  
 1111 E. Broad Street, 6th Floor  
 Richmond, VA 23219

Authorized Contract Users: Virginia Department of Emergency Management, with the approval of VDEM/VEOC other State Agencies, Institutions of Higher Education, Public Bodies, Community Service Boards, Cities, Counties and other entities can be authorized to use these contracts in accordance with the Code of Virginia

Initial Period Of Contract: April 1, 2007 or a mutually agreed upon start date through March 31, 2010, with three (3) annual renewable options.

**Sealed Proposals Will Be Received Until 1:00 p.m. January 19, 2007.** For Furnishing The Goods/Services Described Herein.

Proposals will be opened on January 22, 2007 at 1:00 pm.

All Inquiries For Information Should Be Directed, in writing, to: Bob Parolisi via e-mail: robert.parolisi@dgs.virginia.gov or via fax: (804) 786-5413.

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1D or against an Offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

IF PROPOSALS ARE MAILED, SEND DIRECTLY TO ISSUING AGENCY SHOWN ABOVE. IF PROPOSALS ARE HAND DELIVERED, DELIVER TO: Department of General Services, Division of Purchases and Supply, 1111 E. Broad Street, 6<sup>th</sup> floor, Reception Desk, Richmond, VA 23219

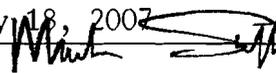
In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers and Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name And Address Of Firm:

DRC Emergency Services, LLC  
740 Museum Drive

Mobile, Alabama

Date: January 18, 2007

By:   
 (Signature In Ink)

Name: Mark Stafford  
 (Please Print)

631283729 Zip Code: 36608  
FEI/FIN  
NO. 631283729  
DUNS  
NO. 557493983

Title: Chief Operating Officer  
 Phone: (251) 343-3581  
 Fax: (251) 343-5554

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1. **PURPOSE:** The purpose of this Request for Proposals is to solicit sealed proposals to establish “Emergency Standby Services” indefinite delivery contract(s), to be activated only in preparation of or as a result of declared emergencies or disasters, through competitive negotiations with multiple qualified contractors. The intent of the resulting contract(s) is to support the Virginia Department of Emergency Management (VDEM/Virginia Emergency Operations Center (VEOC), with the permission of VEOC other public entities including all the Commonwealth’s agencies and political subdivisions as approved, upon their officially declaring a local emergency, may be granted permission to access this contract(s). To obtain or check current information regarding this RFP please refer to the following website. [www.eva.state.va.us](http://www.eva.state.va.us)
  
2. **BACKGROUND:** The Virginia Department of Emergency Management is a State Agency that works closely with local government emergency managers, other State Agencies, voluntary organizations and Federal Agencies such as the Federal Emergency Management Agency (FEMA) to ensure a comprehensive, efficient and effective response to emergencies and disasters throughout Virginia.
  - 2.1 Information:
    - a. For the purpose of this solicitation and any resulting contract(s), DGS/DPS is referred to as the “Contracting Agency”. Agencies utilizing the services described herein and provided as a result of any contract awards will be referred to as “Participating Agencies” or “Authorized Users.”
    - b. The DGS/DPS (Contracting Agency) is responsible for:
      - Administering the resulting contract.
      - Contract Changes, if required. Changes to the Scope of Work and/or Contract will be made only upon executed approval of the Contracting Agency.
      - Resolving disputes and interpreting terms and conditions.
  - 2.2 Small, Women-Owned and Minority Business Participation: It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities and to encourage their participation in State procurement activities. The Commonwealth encourages Contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, or other contractual opportunities. Submission of a report of past efforts to utilize the goods and services of such businesses and plans for involvement on this contract are required. By submitting a proposal, Offerors certify that all information provided in their response to this RFP is true and accurate. Failure to provide information required by this RFP will ultimately result in rejection of the proposal.
  
3. **STATEMENT OF NEEDS:** The Virginia Department of Emergency Management (VDEM)/Virginia Emergency Operation Center (VEOC) is in need of an Emergency Response Company(s) that can provide equipment, goods and additional manpower to provide assistance in emergencies and disasters. The Agency is looking for a Contractor(s) who would be able to respond to any of the following disasters; Hurricanes, Earthquakes, Tornadoes, Floods, Wildfires, Oil Spills, Ice Storms, Hazardous Materials incidents, Terrorist Attacks, Weapons of mass destruction, disease-carrying vector control, Biological and Viral threats, Fires/explosions and other man-made or natural disasters, the Virginia Department of Emergency Management will need the contractor to provide personnel, equipment, goods and other material needed for the response to a disaster on an as-needed basis. The contractor(s) must have availability of a wide variety of emergency responses and recovery resources such as generator, hazardous materials response equipment, disaster management personnel, see Attachment 2 for a more complete list of items. This attachment is offered as a guide and is not intended to be a complete list of items that may be required. Offerors are encouraged to present a more comprehensive list of emergency items. The contractor(s) shall provide all labor, supervision, equipment, supplies, during or in preparation of emergencies and disasters as stated within to include loading, unloading, transportation to deliver, set-up if required, provide quality control, technical advice and reporting on all matters related to the contract. As requirements arise for specific quantities of items covered herein, the authorized individuals will place orders  
**CONTRACTOR(S) SHALL PROVIDE EQUIPMENT, MATERIAL AND/OR ANY ASSOCIATED SERVICES WITH DUE DILIGENCE AND RAPID RESPONSIVENESS FOR THE DURATION OF THE EMERGENCY.**

#### 4. PROPOSAL PREPARATION AND SUBMISSION REQUIREMENTS

- 4.1. General Requirements: In order to be considered for selection, Offerors must submit a complete response to this RFP, One (1) original and Five (5) copies of each proposal must be submitted to the issuing state agency. No other distribution of the proposal shall be made by the Offeror.
- 4.1.2. Proposal Preparation:
- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested shall be submitted. Failure to submit all information requested may result in the issuing agency requiring prompt submission of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete or lack key information may be rejected by the issuing agency. Mandatory requirements are those required by law or regulation and are such that they cannot be waived and are not subject to negotiation.
  - b. Proposals should be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
  - c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and subletter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at an appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
  - d. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
  - e. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protection of Section 2.2-4342 of the Code of Virginia, in writing, either before or at the time the data or material is submitted. The written notice (see **Attachment C**) must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as

ATTACHMENT 1 - TO EMERGENCY STANDBY SERVICES RFP 81  
proprietary or trade secrets is not acceptable and will result in rejection of the proposal.

- f. All information requested in this RFP on the ownership, utilization and planned involvement of small businesses, women-owned businesses and minority-owned businesses must be submitted. If an Offeror fails to submit all information requested, the purchasing agency may require prompt submission of missing information after the receipt of vendor proposals.

4.1.3. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to the Issuing Agency. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact finding and explanation session only and does not include negotiation. The Issuing Agency will schedule the time and location of these presentations. Oral presentations are an option of the Issuing Agency and may or may not be conducted.

4.2. Specific Proposal Requirements:

Proposals should be as thorough and detailed as possible so that the Commonwealth may properly evaluate your capabilities to provide the required goods/services. Offerors are required to submit the following items as a complete proposal:

- 4.2.1. The complete RFP (including cover sheet) and all addenda acknowledgments, if any, signed and filled out as required.
- 4.2.2. Completed Offerors Data Sheet, included as **Attachment A** to the RFP, and other specific items or data requested in the RFP.
- 4.2.3. A written narrative statement to include experience in providing the services described herein and the demonstrated ability to provide Emergency Standby Services. Offerors should include information substantiating their ability to provide adequate levels of service. Such information should include, but not be limited to:
- Offerors should clearly state the types of Emergency services they can provide.
  - Number and description equipment they can provide
  - Location, size and number of hubs or distribution points if applicable
  - Description of facilities and operations that may be utilized in the performance of a declared emergency.
- 4.2.4. Specific plans for providing services including:
- a. Describe/explain your company's capability to provide and or perform each of the goods and or services identified in Section 3 "XXXXXXX" (specifically address each item within this section)
  - b. Describe the types of XXXX containers to be furnished by your company.
  - c. Location of office(s) and hours of operation
  - d. Describe your capability to offer a charge card payment program.
  - e. Specify whether or not an account manager(s) will be assigned. Describe fully any services provided through the account manager, such as site visits, consultation, problem and/or dispute resolution regarding shipments and invoices, etc.

5. EVALUATION AND AWARD CRITERIA:

5.1. Evaluation Criteria:

Proposals will be evaluated using the following criteria:

5.1.1.	Specific plans or methodology to be used in performing services, and time of delivery.	25%
5.1.2	Quality and quantity of equipment offered including their suitability for the intended purpose.	20%
5.1.3	Experience in providing the goods and services	25%.
5.1.4.	Maintenance Support.	10%
5.1.5.	Participation of small, Women-owned, and Minority-owned businesses	20%
	<b>Total</b>	<b>100%</b>

5.2 Award of Contract:

Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror(s) which, in its opinion, has made the best proposal, and shall award the contract to that offeror(s). The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Code of Virginia, § 2.2-4359D*). Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

8. SPECIAL TERMS AND CONDITIONS:

A. MANDATORY PREBID/PREPROPOSAL CONFERENCE: A mandatory prebid/preproposal conference will be held at 10:00 am on January 5, 2007, at the Division of Purchases and Supply, Department of General Services, 1111 East Broad Street, 6<sup>th</sup> floor, Richmond, VA 23218. The purpose of this conference is to allow potential bidders/offerors an opportunity to present questions and obtain clarification relative to any facet of this solicitation.

Due to the importance of all bidders/offerors having a clear understanding of the specifications/scope of work and requirements of this solicitation, attendance at this conference will be a prerequisite for submitting a bid/proposal. Bids/Proposals will only be accepted from those bidders/offerors, which are represented at this prebid/preproposal conference. Attendance at the conference will be evidenced by the representative's signature on the attendance roster. No one will be admitted after 10:15 am.

Bring a copy of the solicitation with you. Any changes resulting from this conference will be issued in a written addendum to the solicitation.

- B. ADDITIONAL INFORMATION: The Commonwealth reserves the right to ask any offeror to submit information missing from its offer, to clarify its offer, and to submit additional information which the Commonwealth deems desirable.
- C. AUDIT: The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The agency, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.
- D. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the agency shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.
- E. IDENTIFICATION OF PROPOSAL ENVELOPE: If a special envelope is not furnished, or if return in the special envelope is not possible, the signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:

Name of Offeror	Due Date / Time
Street or Box Number	RFP No.
City, State, Zip Code	RFP Title
Name of Contract/Purchase Officer or Buyer:	

The envelope should be addressed as directed on Page 1 of the solicitation.

If a proposal not contained in the special envelope is mailed, the Offeror takes the risk that the envelope, even if marked as described above, may be inadvertently opened and the information compromised which may cause the proposal to be disqualified. Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- F. SUBCONTRACTS: In the event that the Contractor desires to subcontract some part of the work specific herein the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The Contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.
- G. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for (three (3) successive one year periods) under the terms and conditions of the original contract except as stated in 1 and 2 below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.
  - 1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year should not exceed the contract price(s) of the original contract increased/decreased by more than the percentage increase/decrease of the Consumer Price Index, Commodity and Service Group, Transportation Services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period should not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the Consumer Price Index, Commodity and Service Group, Transportation Services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

9. **METHOD OF PAYMENT:**

Payment shall be made to the Contractor on a monthly basis. Invoices are to be submitted by the 10<sup>th</sup> of the month following the month services were rendered.

10. **ATTACHMENTS:**

- A. OFFEROR'S DATA SHEET
- B. SUBMISSION FORMS: PARTICIPATION IN STATE PROCUREMENT TRANSACTIONS BY SMALL BUSINESS AND BUSINESSES OWNED BY WOMEN AND MINORITIES.
- C. PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION

**ATTACHMENT A**

**OFFEROR'S DATA SHEET**

1. **QUALIFICATIONS OF OFFEROR:** The Offeror must have the capability and capacity in all respects to fully satisfy all of the contractual requirements.

2. **VENDOR'S PRIMARY CONTACT:**

Name: Mark Stafford Phone: 251-343-3581 Cell: 504-415-7945

3. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing this type of service.  
17 Years 6 Months\*

\*Together with DRC, Inc. in DRC Group.

4. **VENDOR INFORMATION:**

FIN OR FEI Number: 63-1283729  
 (If Company, Corporation, or Partnership)

SSN: \_\_\_\_\_  
 (If Individual)

5. **REFERENCES:**

A. Indicate below a listing of at least four (4) current accounts, either commercial or governmental, that your company is servicing. Include the length of service and the name and phone number of the person the purchasing agency has your permission to contact.

CLIENT'S NAME & ADDRESS	LENGTH OF SERVICE	CONTACT PERSON AND TELEPHONE NUMBER
Louisiana Department of Environmental Quality PO Box 4303, B.R., LA 70821	June, 2006-Present	Bruce Hammatt 225-219-4070
Monroe County, Florida 1100 Simonton Street 20216 Key West, Florida	2005-Present	Judy Steele 305-295-4329
Martin County, Florida 2151 SE Aviation Way Stuart, Florida 34996	2004-Present	Darrell Wright 772-221-1394
City of Houston, Texas PO Box 1532 Houston, TX	2001-Present	Thomas Buchanan 713-837-9107

**ATTACHMENT B**

**Small Business Subcontracting Plan**

**Definitions**

**Small Business:** "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: DMBE-certified women- and minority-owned businesses shall also be considered small businesses when they have received DMBE small business certification.

**Women-Owned Business:** Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

**Minority-Owned Business:** Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

**All small businesses must be certified by the Commonwealth of Virginia, Department of Minority Business Enterprise (DMBE) to participate in the SWAM program. Certification applications are available through DMBE online at [www.dmbv.virginia.gov](http://www.dmbv.virginia.gov) (Customer Service).**

**Bidder/Offeror Name:** DRC Emergency Services, LLC

**Preparer Name:** Mark Stafford

**Date:** January 18, 2007

**Instructions**

- A. If you are certified by the Department of Minority Business Enterprise (DMBE) as a small business, complete only Section A of this form. This shall include DMBE-certified women-owned and minority-owned businesses when they have received DMBE small business certification.
- B. If you are not certified by DMBE as a small business and plan to subcontract part of this contract with a DMBE certified business, complete only Section B of this form.
- C. If you are not certified by DMBE as a small business and cannot identify any subcontracting opportunities to subcontract part of this contract with a DMBE-certified business, only provide the information requested in Section C of this form.

**Section A**

If your firm is certified by the Department of Minority Business Enterprise (DMBE), are you certified as a (check only one below):

- Small Business
- Small and Women-owned Business
- Small and Minority-owned Business

Certification number: \_\_\_\_\_ Certification date: \_\_\_\_\_

**Section B**

Populate the table below to show your firm's plans for utilization of DMBE-certified small businesses in the performance of this contract. This shall include DMBE-certified women-owned and minority-owned businesses that meet the small business definition and have received the DMBE small business certification. Include plans to utilize small businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.

**B. Plans for Utilization of DMBE-Certified Small Businesses for this Procurement**

Small Business Name & Address DMBE Certificate #	Status if Small Business is also: Women (W), Minority (M)	Contact Person, Telephone & Email	Type of Goods and/or Services	Planned Contract Involvement	Planned Annual Contract Dollar Expenditure Amount
Survival Creations - 501 Goosley Rd. Yorktown, VA #S-8909	W	La'Ura Taylor 757-472-8816 taylorlaura37@yahoo.com	Personnel & Manpower	Personnel Sub-contractor	TBD
First Line Technology, LLC 3656 Centerview Chantilly, VA SBA-certified	M	Amit Kapoor 703-955-7510 akapoor@firstlinetech.com	Logistics and Technology	Logistics Sub-contractor	TBD
<b>Totals \$</b>					



Section C

Respond to how your business has met or exceeded at least two of the following indicators within the past 24 months. Your response may include any good faith efforts made regarding this procurement.

C. Good Faith Effort Indicators by the Bidder/Offeror

1. Identify areas of work your business has subcontracted to DMBE-certified small businesses for other contracts. Include company names, dates, dollar amounts, and percentages on a per contract basis.
2. List research efforts conducted by your business in the past to locate DMBE-certified small businesses by advertising in publications or in the classified section of the newspaper where small businesses are likely to see it. List specific publications and dates.
3. List small business outreach meetings, conferences, or workshops conducted by your firm to locate DMBE-certified small businesses—including the dates, participation numbers, and results.
4. Provide documented correspondence (i.e., certified mail, email, receipt of fax transmissions, etc.) to small businesses from the lists provided by DMBE and other outreach agencies and organizations which indicates your solicitation of such for utilization of subcontracting opportunities on other contracts for which your business has competed.
5. List areas of work which your business has subcontracted with DMBE-certified small businesses for upcoming contracts—including the name of the business, certification number, dates, dollar amounts, and percentages on a per contract basis.
6. Provide documentation of any assistance offered to interested small businesses in obtaining bonds, lines of credit, and/or insurance for any present or past contracts your business has in place.
7. Provide documentation of follow-up on initial contacts with DMBE-certified small businesses (e.g., telephone call logs, emails, certified letters, etc.). Be sure to list the small business name and dates of contact.

**Robert Parolisi**

---

**From:** Buddy Persons [bpersons@drcusa.com]  
**Sent:** Friday, March 23, 2007 4:05 PM  
**To:** Robert Parolisi  
**Cc:** sjames@drcusa.com  
**Subject:** RE: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81

Robert,

I forgot to add our Proposal Manager to the list for the Monday morning call. His name is Steven James.

Thanks again and have a good weekend.

Buddy Persons  
Vice President  
DRC Emergency Services, LLC.  
Office: (251) 343-3581  
Fax: (251) 343-5554  
Cell: (251) 423-1154  
Cell 2: (251) 379-6188  
bpersons@drcusa.com  
www.drcusa.com

**DRC**  
**Negotiations**

-----Original Message-----

**From:** Robert Parolisi [mailto:Robert.Parolisi@dgs.virginia.gov]  
**Sent:** Thursday, March 22, 2007 10:14 AM  
**To:** Buddy Persons  
**Cc:** Hayes, Kenny; Bob Stufflebeem (VDEM); John Sheppard; Deborah Turck (DCJS)  
**Subject:** RE: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81  
**Importance:** High

We will hold a negotiation conference call with DRC on Monday, March 26, 2007 from 9 am to 10 am. Please provide me with the names of your participants and a call in phone number, by close of business this Friday. Please let me know if you have any questions. Bob

Robert A. Parolisi VCO  
Statewide Service Contract Officer  
Division of Purchases and Supply  
Department of General Services  
1111 East Broad Street  
Richmond, VA. 23219  
PH: 804-786-0078  
FAX: 804-786-5413  
Email: robert.parolisi@dgs.virginia.gov

DRC

9-10AM

Robert Parolisi

From: gbacote gbacote [gbacote@mail.drcusa.com]  
 Sent: Thursday, March 22, 2007 9:41 PM  
 To: buddy persons; Robert Parolisi  
 Cc: 'Mark Stafford'; 'Jeff Badeaux'; 'GEARLE BACOTE'  
 Subject: Re: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81

*DRC Negotiations*

Thanks!

-----Original Message-----

From: "Buddy Persons" <bpersons@drcusa.com>  
 Sent 3/22/2007 3:49:08 PM  
 To: "'Robert Parolisi'" <Robert.Parolisi@dgs.virginia.gov>  
 Cc: "'Mark Stafford'" <mstafford@drcusa.com>, "'Jeff Badeaux'" <jbadeaux@baselogistics.net>, "'GEARLE BACOTE'" <gbacote@drcusa.com>  
 Subject: RE: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81

Robert,

We will be ready at 9am eastern time on Monday. If everyone could call into our conference call line it would work great. The number is (866) 782-6198 and the password is 3723737#.

The people present from DRC Emergency Services will be Myself, Gearle Becote and Jeff Badeaux.

Please let us know if there is anything special we will need to cover on Monday.

Thank you.

Buddy Persons  
 Vice President  
 DRC Emergency Services, LLC.  
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 Fax: (251) 343-5554  
 Cell: (251) 423-1154  
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From: Robert Parolisi [mailto:Robert.Parolisi@dgs.virginia.gov]  
 Sent: Thursday, March 22, 2007 10:14 AM  
 To: Buddy Persons  
 Cc: Hayes, Kenny; Bob Stufflebeem (VDEM); John Sheppard; Deborah Turck (DCJS)

3/23/2007

Subject: RE: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81

Importance: High

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Robert A. Parolisi VCO  
Statewide Service Contract Officer  
Division of Purchases and Supply  
Department of General Services  
1111 East Broad Street  
Richmond, VA. 23219  
PH: 804-786-0078  
FAX: 804-786-5413  
Email: robert.parolisi@dgs.virginia.gov

3/23/2007



## Robert Parolisi

---

**From:** Buddy Persons [bpersons@drcusa.com]  
**Sent:** Monday, March 26, 2007 11:41 AM  
**To:** Robert Parolisi  
**Cc:** 'Hayes, Kenny'; Bob Stufflebeem (VDEM); John Sheppard; Deborah Turck (DCJS); 'gbacote gbacote'; sjames@drcusa.com  
**Subject:** RE: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81 (Pricing Rev 3-26-07)

**Importance:** High



State of Virginia  
Pricing - 20...

Here's the updated Pricing Schedule per our conversation this morning. Let me know if this acceptable.

Thanks for the opportunity.

Buddy Persons  
Vice President  
DRC Emergency Services, LLC.  
Office: (251) 343-3581  
Fax: (251) 343-5554  
Cell: (251) 423-1154  
Cell 2: (251) 379-6188  
bpersons@drcusa.com  
www.drcusa.com

~~DRC~~  
~~Negotiated~~  
~~Pricing~~

-----Original Message-----

**From:** Robert Parolisi [mailto:Robert.Parolisi@dgs.virginia.gov]  
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**To:** Buddy Persons  
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**Subject:** RE: RFP - EMERGENCY STANDBY SERVICES E194-10018 FOLDER # 81  
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Email: robert.parolisi@dgs.virginia.gov



**DRC Emergency Services, LLC**  
 740 Museum Drive – Mobile, AL 36608  
 Ph: (251) 343-3581 Fax: (251) 343-5554

**DRC**  
**Negotiated Pricing**

## Pricing Proposal and Generalized Pricing Schedule

DRC Emergency Services would like to offer the following price schedule for Virginia Department of Emergency Management. Any materials, supplies or labor not listed shall be provided at cost with an 18% handling charge.

As Requested, DRC Emergency Services has updated the following prices. We have provided weekly pricing for the base camp operations as requested in the February 26, 2007 meeting. All items that can be priced weekly are included. There are some items that have a two week minimum, but we have found that not to be an issue in the past.

### Emergency Response Logistics Estimate

Scope:

Provide resources necessary to operate a 1,000 man base camp w/sleep accommodations

Resource:	Mob/ Demob:	Daily Rate:	# of Days	Mob/Demob Sub Total:	On-site Rate:	Min. Days	Sub total:	Extension:
<b>On-site Catering</b>								
On-site Catering Unit (12 persons)	\$ 1,690.00	\$ 8,850.00	2	\$ 19,390.00	\$14,500.00	7	\$ 101,500.00	\$ 120,890.00
Food Supply					\$23,500.00	7	\$ 164,500.00	\$ 164,500.00
Snacks/Drinks					\$ 6,850.00	7	\$ 47,950.00	\$ 47,950.00
Ice	\$ 1,875.00		5	\$ 9,375.00	\$ 1,695.00	7	\$ 11,865.00	\$ 21,240.00
Ice Storage Trailer					\$ 495.00	7	\$ 3,465.00	\$ 3,465.00
Dining Tent 5,400sq ft	\$ 3,100.00			\$ 3,100.00	\$ 2,545.71	7	\$ 17,820.00	\$ 20,920.00
HVAC for Dining Tent					\$ 4,628.57	7	\$ 32,400.00	\$ 32,400.00
Flooring 5,400 sq ft	\$ 2,995.00			\$ 2,995.00	\$ 1,542.86	7	\$ 10,800.00	\$ 13,795.00
Prep Tent 30'x30' (2)	\$ 1,150.00			\$ 1,150.00	\$ 771.43	7	\$ 5,400.00	\$ 6,550.00
Tables/Chairs					\$ 845.00	7	\$ 5,915.00	\$ 5,915.00
Lights					\$ 56.43	7	\$ 395.00	\$ 395.00
Fans (6)	\$ 750.00			\$ 750.00	\$ 690.00	7	\$ 4,830.00	\$ 5,580.00
Generators (2)	\$ 275.00			\$ 275.00	\$ 170.00	7	\$ 1,190.00	\$ 1,465.00
R/V Sleep Quarters (2)	\$ 1,250.00			\$ 1,250.00	\$ 1,140.00	7	\$ 7,980.00	\$ 9,230.00
Food Reefer (1)	\$ 600.00			\$ 600.00	\$ 450.00	7	\$ 3,150.00	\$ 3,750.00
<b>Site Resources:</b>								
Command Unit Travel Trailer (2)	\$ 1,250.00			\$ 1,250.00	\$ 1,140.00	7	\$ 7,980.00	\$ 9,230.00

4,000 watt Light Towers (10)	\$ 3,750.00	\$ 3,750.00	\$ 1,314.29	7	\$ 9,200.00	\$ 12,950.00
Portable Restrooms (100)	\$ 8,750.00	\$ 8,750.00	\$ 6,800.00	7	\$ 47,600.00	\$ 56,350.00
16' Comfort Station (ADA)			\$ 695.00	7	\$ 4,865.00	\$ 4,865.00
Hand Wash Stations (12 quad units)	\$ 1,050.00	\$ 1,050.00	\$ 816.00	7	\$ 5,712.00	\$ 6,762.00
30yd Roll Offs (4)	\$ 2,750.00	\$ 2,750.00	\$ 2,780.00	7	\$ 19,460.00	\$ 22,210.00
<b>Sleep Tents</b>						
48,000sq ft sleep tent w/HVAC, Flooring & Lighting*	\$72,100.00	\$ 72,100.00	\$66,250.00	14	\$ 927,500.00	\$ 999,600.00
Linen Sets (1,000)	\$ 1,875.00	\$ 1,875.00	\$ 3,500.00	14	\$ 49,000.00	\$ 50,875.00
Sleep Cots			\$ 8,750.00	7	\$ 61,250.00	\$ 61,250.00
25 Head Shower Units (2)	\$34,000.00	\$ 34,000.00	\$ 9,000.00	7	\$ 63,000.00	\$ 97,000.00
6,000gal Potable Water Tanker	\$17,000.00	\$ 17,000.00	\$ 3,000.00	7	\$ 21,000.00	\$ 38,000.00
Tractor & Driver			\$ 1,500.00	7	\$ 10,500.00	\$ 10,500.00
4,000gal gray water tanker	\$17,000.00	\$ 17,000.00	\$ 3,000.00	7	\$ 21,000.00	\$ 38,000.00

### Emergency Response Logistics Estimate

**Scope:**

Provide resources necessary to operate a 1,000 man base camp w/sleep accommodations

Resource:	Mob/ Demob:	Daily Rate:	# of Days	Sub Total:	On-site Rate:	Min. Days	Sub total:	Extension:
<b>Sleep Tents</b>								
Pressure Set (1)					\$ 1,500.00	7	\$ 10,500.00	\$ 10,500.00
Shower Attendant (2)					\$ 1,400.00	7	\$ 9,800.00	\$ 9,800.00
Laundry Unit (32 unit)	\$17,000.00			\$ 17,000.00	\$ 4,500.00	7	\$ 31,500.00	\$ 48,500.00
Laundry Crew (2) (2 - 8 hr. shifts per day)					\$ 1,350.00	7	\$ 9,450.00	\$ 9,450.00
Logistics Site Mgr.					\$ 1,695.00	7	\$ 11,865.00	\$ 11,865.00
Catering Manager					\$ 1,695.00	7	\$ 11,865.00	\$ 11,865.00
Logistics Support (4)					\$ 3,400.00	7	\$ 23,800.00	\$ 23,800.00
Site Mgr Vehicle (2)					\$ 225.00	7	\$ 1,575.00	\$ 1,575.00
Janitorial Personnel (10)					\$ 6,750.00	7	\$ 47,250.00	\$ 47,250.00
<b>Incident Command Center Personnel</b>								
Incident Manager		\$ 1,695.00	7	\$ 11,865.00				\$ 11,865.00
Logistics Coordinators (4)		\$ 3,280.00	7	\$ 22,960.00				\$ 22,960.00

## Shipping and Logistics Management

### Resource Procurement

Our on-site charges for a Procurement Officers are \$795.00/day. This applies to only to personnel in the field following the issuance of a task order. DRC ES will not charge for this service unless specifically requested by VDEM in a long term situation. (Procurement officers that remain at corporate headquarters and coordinate logistical supplies and resources in conjunction with the on-site is charged at \$495.00/day. Will be provided only at the specific request of VDEM))

Shipping and logistical management of resources can be provided at actual cost with 18% management charge.

Note: Shipping and Trucking cost can vary with time of year, demand and other market conditions.

## Transportation Services

Escorting passengers via car or truck. \$1200.00 per day/ per vehicle (6 passenger vehicle)

Company owned aircraft. (8 passenger) \$3500.00 per flight hour plus pilot, fuel and per Diem.

DRC ES is capable of providing specialized transportation services such as mass transportation, airplane services and busing. Due to the specialized nature of these services they would be billed at actual cost plus mark up.

## Project Management

DRC ES will provide project management in the event of a disaster for the following rates. All rates listed below include a vehicle and phone. Expenses, mobilization, logistical support and additional items shall be billed at actual cost plus mark up.

Senior Project Manager:	\$185.00 per hour
Project Manager:	\$130.00 per hour
Superintendent:	\$73.00 per hour
Foreman:	\$65.00 per hour
Supervisor:	\$58.00 per hour
Office Manager:	\$65.00 per hour
Accountant:	\$85.00 per hour
Bookkeeper:	\$55.00 per hour
Office Staff:	\$40.00 per hour

Engineer:	\$140.00 per hour
Estimator:	\$87.00 per hour
Planners:	\$62.00 per hour
Technical Assistance:	\$65.00 per hour
Public relations:	\$55.00 per hour
Volunteer services Manager:	\$52.00 per hour
Emergency Management Personnel:	\$60.00 per hour
Overnight Manager:	\$69.00 per hour

### Supplementary personnel procurement

Skilled Labor:	\$38.50 per hour
Unskilled Labor:	\$29.50 per hour
Clerks:	\$31.50 per hour
Surveyors:	\$44.50 per hour
Traffic control:	\$34.50 per hour

Supplementary personnel procurement will also fit into the project management section for fee schedule. Additional personnel can be added if positions do not meet the states requirements at cost plus mark up.

### Power and Light sources

DRC ES can provide emergency generators and lighting for the following rates:

20kw Generator:	\$2,995.00 per month / \$1090.00 per week
56kw Generator:	\$4,850.00 per month / \$1850.00 per week
100kw Generator:	\$6,675.00 per month / \$2500.00 per week
175kw Generator:	\$7,995.00 per month / \$3000.00 per week
240kw Generator:	\$9,990.00 per month / \$3750.00 per week
320kw Generator:	\$12,450.00 per month/ \$4700.00 per week
500kw Generator:	\$17,750.00 per month/ \$6800.00 per week
1000kw Generator:	\$23,600.00 per month/ \$8800.00 per week

4,000W Stadium style light tower: \$2,525.00/month or \$1000.00/week

Shipping, setting, operation, maintenance, fueling, insurance, security and recovery of generators and lights shall be invoiced at actual cost plus mark up:

### Communications support

DRC ES can provide all necessary communications support through our partners (Nextel and Alltel). Due to the unknown nature of the requirements, DRC ES is proposing to bill the State at actual cost plus mark up of these items.

DRC ES owns several satellite phones and can supply substantial additional Satellite phones at a rate of \$3.59 per minute of use.

### Mass care and Temporary Housing

DRC ES can provide the following pricing for mass care and temporary housing:

1. 120 person tent camp. This camp would include a floor, power lighting, HVAC and sleeping cots. Cost: \$89,000 per week
2. Pillows, sheets and blankets per bed: Cost:\$38.00 per week
3. Operations Center tents with floor, power, lighting, tables and chairs. Cost:\$84,000 per week
4. Frame clear span structures for maintenance facilities and shelters. Cost: \$8.90 per sq foot
5. 42 berths – Mobile Sleeper Unit- tractor trailer  
Cost: \$3,250.00 per day - \$19,500 per week
6. All items above can be delivered, operated, fueled and maintained at actual cost plus mark-up.

### Security Operations, Search and Rescue Operations, Health and Medical Assistance

<b>Position</b>	<b>Straight Time Billing Rate (0-40 hours)</b>	<b>Premium Time Billing Rate (40+ hours)</b>
<b>Security Officer</b>	<b>\$27.00</b>	<b>\$39.50</b>
<b>Search &amp; Rescue Team Member</b>	<b>\$29.50</b>	<b>\$42.00</b>
<b>EMT</b>	<b>\$36.00</b>	<b>\$49.00</b>

6-shelter Medical (BLU-MED) facilities with fluorescent lights, electrical distribution system with 130kw generator, HVAC units, and shipping containers:

1. Weekly rental = \$53,997 per week (plus freight)
2. Monthly rental = \$184,989 per month (plus freight)

Prices do not include additional expenses such as per diem, logistical support, transportation, and other costs that are associated with these items above. We propose to direct bill these costs plus mark-up.

Due to the unknown nature of an actual task order for items I, J and K, we offered prices on the necessities of each of the requirements. DRC ES and its teaming partners will be able to meet all requirement and request for services related to Security Operation, S & R Operations and Health/ Medical Assistance. Any items that fall outside of the above quoted prices will be invoiced at actual cost plus mark up.

As required by and listed in the RFP, DRC ES can perform the work and documentation, consisting of furnishing all labor, materials, and equipment to accomplish the following types of tasks in the event of a disaster that results in an emergency declaration.

- **Emergency Road Clearance**

The cost associated with emergency road clearance will be billed by hourly rates. See Hourly Rates below:

<b>Equipment Description</b>	<b>Unit</b>	<b>Unit Price</b>
30 Ton Crane	Hour	\$195.00
50 Ton Crane	Hour	\$245.00
Stump Grinder	Hour	\$189.00
50' Bucket Truck	Hour	\$179.00
70' Bucket Truck	Hour	\$199.00
Tract Excavator – 200 size or equivalent	Hour	\$155.00
Tract Excavator – 270 size or equivalent	Hour	\$175.00
Wheel-Loader 644 or equivalent	Hour	\$159.00
Wheel-Loader 544 or equivalent	Hour	\$139.00
D-6 Dozers or equivalent	Hour	\$169.00
D-8 Dozers or equivalent	Hour	\$215.00
Knuckle boom Loaders	Hour	\$129.00
Self Loading Knuckle boom trucks 30-45 CY	Hour	\$169.00
Equipment Transports	Hour	\$119.00

Service Truck	Hour	\$79.00
Bobcat Loader	Hour	\$89.00
Tractors with box blade	Hour	\$79.00
20 Cubic Yard Dump Truck	Hour	\$79.00
30 Cubic Yard Dump Truck	Hour	\$85.00
(The above rates include operators.)		

Management of the emergency road clearance shall be billed with rates listed in section D project management.

#### Supplemental water and food sources

1. Meals Ready to Eat (MRE) (HeaterMeals entrees) can be provided at a cost of \$4.68 per meal with an order of 28,080 meals.
2. Meals Ready to Eat (MRE)(HeaterMeals Plus) can be provide at a cost of \$7.56 per meal with an order of 14,400 meals.
3. SunMeadow Hot meal – one meal cost \$6.42  
SunMeadow Hot meal pack - one meal cost \$8.12  
SunMeadow 3 meal pack - cost per pack \$19.96
4. 1 Liter bottled water in cases (12 per case) \$7.82 per case  
1 Gallon bottled water in cases (4 per case) \$6.42 per case
5. Emergency Ice: 7 pound bag Cost: \$1.48 per bag

Trucking and storing of above listed items shall be invoiced at actual cost plus mark up.

#### Hazardous material spill response - Hazardous waste remediation & Mass decontamination

	Unit	Cost
<b>HAZ MAT Response Pricing</b>		
<b>PROJECT CLASSIFICATION</b>		
PROJECT COORDINATOR	Hour	\$130.00
FIELD HAZ MATERIAL MANAGER	Hour	\$118.00

HM CONTAIN AREA MANAGER	Hour	\$118.00
FIELD PROJECT SUPERVISOR	Hour	\$112.00
HM CONTAIN AREA SUPERVISOR	Hour	\$112.00
FIELD PROJECT FOREMAN	Hour	\$84.00
HM CONTAINMENT AREA FOREMAN	Hour	\$84.00
FIELD HM TECHNICIAN	Hour	\$62.80
HM CONTAIN AREA TECHNICIAN	Hour	\$62.80
HEALTH & SAFETY SPECIALIST	Hour	\$88.00
PROJECT ENGINEER	Hour	\$124.00
PROJECT GEOLOGIST	Hour	\$131.00
CHEMIST	Hour	\$131.00
REGULATORY MANAGER	Hour	\$62.00
EQUIPMENT OPERATOR	Hour	\$39.00
ASBESTOS ABATEMENT SUPERVISOR	Hour	\$78.00
ASBESTOS ABATEMENT WORKER	Hour	\$62.00
ASBESTOS INSPECTOR	Hour	\$78.00
TRUCK DRIVER	Hour	\$47.00
ADMINISTRATIVE ASSISTANT	Hour	\$54.00
CLERICAL	Hour	\$49.80
<b>VEHICLES/TRANSPORTATION</b>		
PICKUP TRUCK	DAY	\$147.00
PICKUP TRUCK EXTENDED CAB	DAY	\$147.00
PICKUP TRUCK 4 X 4	DAY	\$210.00
PICKUP TRUCK 1 TON	DAY	\$245.00
BOX TRUCK	DAY	\$1,190.00
PASSENGER CAR	DAY	\$147.00
20' RESPONSE TRAILER	DAY	\$315.00
36' RESPONSE TRAILER	DAY	\$770.00
OFFICE TRAILER	DAY	\$70.00
FLATBED TRAILER	DAY	\$245.00
VEHICLE USE- PICKUPS, VANS, CARS	MILE	\$0.78
VEHICLE USE- TRAILERS, HEAVY TRUCKS	MILE	\$2.38
12' WORK BOAT W/MOTOR	DAY	\$210.00
12' WORK BOAT W/O MOTOR	DAY	\$140.00
VACUUM TRUCK 3500 GALLON	DAY	\$770.00
<b>PERSONAL PROTECTIVE EQUIPMENT (PPE)</b>		
LEVEL A EMPLOYEE FULLY ENCAPSULATED SUIT, SCBA, 1 SCBA BOTTLE, GLOVES AND BOOTS (DOES NOT INCLUDE SUIT, GLOVE, OR BOOT REPLACEMENT)	DAY	\$1,583.40
LEVEL B EMPLOYEE PROTECTIVE COVERALL, SCBA OR AIRLINE RESPIRATOR, GLOVES, BOOTS, AND HARD HATS (DOES NOT INCLUDE COVERALL OR GLOVE REPLACE.)	DAY	\$863.80

LEVEL C EMPLOYEE PROTECTIVE COVERALL, HALF OR FULL FACE RESPIRATOR, CARTRIDGES, GLOVES, BOOTS, AND HARD HATS (DOES NOT INCLUDE COVERALL, CARTRIDGE, OR GLOVE REPLACEMENT)	DAY	\$554.40
SCBA BOTTLES REFILL- AFTER THE FIRST INCLUDED IN LEVEL A & B CHARGE ABOVE	EACH	\$35.00
CASCADE AIR SYSTEM PER EMPLOYEE	DAY	\$245.00
AIR FILTRATION PANAL	DAY	\$263.20
AIRLINE RESPIRATOR EACH INCLUDES 150 FEET OF AIRLINE	DAY	\$147.00
RESPIRATOR AIRLINE 50' SECTION	EACH	\$14.00
RESPIRATOR CARTRIDGES	PAIR	\$49.00
LEVEL A SUIT- KAPPLER RESPONDER OR EQUAL	EACH	\$1,050.00
LEVEL B SUIT- KAPPLER RESPONDER OR EQUAL	EACH	\$259.00
TYVEK	EACH	\$28.00
PROSHIELD	EACH	\$7.00
SARANEX	EACH	\$70.00
ACID SUIT	EACH	\$126.00
RAIN SUIT	EACH	\$28.00
NEOPRENE GLOVES	PAIR	\$16.80
NITRILE GLOVES	PAIR	\$16.80
SILVERSHIELD GLOVES	PAIR	\$21.00
PVC GLOVES	PAIR	\$7.70
COTTON OR LATEX GLOVES	PAIR	\$1.40
LEATHER WORK GLOVES	PAIR	\$11.20
PVC BOOTS (HAZMAX)	PAIR	\$42.00
BOOT COVERS	PAIR	\$21.00
HEARING PROTECTION	PAIR	\$4.20
HIGH HAZARD PERSONNEL DECONTAMINATION	DAY	\$126.00
LOW HAZARD PERSONNEL DECONTAMINATION	DAY	\$126.00
PORTABLE EYEWASH STATION	DAY	\$28.00
FIRST AID STATION	DAY	\$70.00
PERSONNEL RETRIEVAL SYSTEM	DAY	\$210.00
PERSONNEL RETRIEVAL HARNESS	DAY	\$49.00
<b>MONITORING/SAMPLING EQUIPMENT</b>		\$0.00
COMBUSTIBLE GAS INDICATOR	DAY	\$175.00
TOXIC GAS DETECTOR	DAY	\$280.00
PHOTOIONIZATION DETECTOR	DAY	\$315.00
HAZCAT KIT	DAY	\$105.00
DETECTOR TUBES	TEN PACK	\$91.00
PH PAPER	PACK	\$28.00
SPILL CLASSIFIER	STRIP	\$9.10

PERSONNEL AIR SAMPLING PUMP	DAY	\$35.00
ASBESTOS BULK SAMPLE	EACH	\$45.50
HAND AUGER STAINLESS STEEL	DAY	\$70.00
<b>RECOVERY EQUIPMENT</b>		
HAND OPERATED TRANSFER PUMP	DAY	\$35.00
1" DIAPHRAGM PUMP	DAY	\$210.00
2" DIAPHRAGM PUMP	DAY	\$350.00
2" DIAPHRAGM PUMP S. S.	DAY	\$350.00
3" DIAPHRAGM PUMP	DAY	\$490.00
1" SUCTION OR DISCHARGE HOSE	DAY	\$28.00
2" SUCTION OR DISCHARGE HOSE	DAY	\$42.00
3" SUCTION OR DISCHARGE HOSE	DAY	\$49.00
2" CHEMICAL SUCTION OR DISCHARGE HOSE	DAY	\$140.00
3" CHEMICAL SUCTION OR DISCHARGE HOSE	DAY	\$189.00
SMALL COMPRESSOR	DAY	\$49.00
185 CFM COMPRESSOR	DAY	\$210.00
AIRHOSE SECTION	DAY	\$21.00
<b>MISCELLANEOUS EQUIPMENT</b>		
SPIKE BAR	DAY	\$9.10
AIRLESS SPRAYER	DAY	\$70.00
PRESSURE WASHER	DAY	\$210.00
WATER HOSE SECTION (GARDEN)	EACH	\$35.00
CUTTING TORCH	DAY	\$210.00
WIRE WELDER	DAY	\$315.00
AIR BLOWER	DAY	\$49.00
HEPA VAC	DAY	\$175.00
BARREL CART	DAY	\$35.00
WHEELBARROW	DAY	\$35.00
OIL DRY SPREADER	DAY	\$28.00
TRAFFIC CONTROL VESTS, CONESS, FLAGS, BARRELS, ETC. (one crew)	DAY	\$1,400.00
DRILL WITH BITS	DAY	\$140.00
GROUNDING CABLE AND ROD	DAY	\$14.00
CIRCULAR SAW	DAY	\$35.00
HAND TOOLS PER EMPLOYEE SHOVELS, SCOOPS, BROOMS, RAKES, HOES, ETC.	DAY	\$28.00
TOOL KIT HAMMERS, PLIERS, SCREWDRIVERS, ETC.	DAY	\$35.00
WRENCH KIT BUNG WRENCH, SPEED WRENCH, PIPE WRENCH, SOCKETS, CHANNEL LOCKS	DAY	\$35.00
STEP LADDERS	DAY	\$28.00
EXTENSION LADDERS	DAY	\$28.00
PHOTOGRAPHIC EQUIPMENT	DAY	\$35.00
FLASHLIGHTS	EACH	\$14.00
HANDHELD RADIOS	DAY	\$35.00

<b>MATERIALS/DISPOSABLES</b>		
5" X 10' ABSORBENT BOOM-PETROLEUM	EACH	\$126.00
8" X 10' ABSORBENT BOOM-PETROLEUM	EACH	\$217.00
3" X 12' ABSORBENT BOOM-UNIVERSAL	EACH	\$56.00
ABSORBENT PADS BUNDLE-PETROLEUM	EACH	\$77.00
ABSORBENT PADS BUNDLE-UNIVERSAL	EACH	\$84.00
ABSORBENT CLAY BAG	EACH	\$18.20
OIL DRY	EACH	\$21.00
PEAT MOSS	EACH	\$39.20
VERMICULITE	EACH	\$39.20
SODA ASH BAG	EACH	\$28.00
4 MIL 20 X 100 POLYETHYLENE	EACH	\$105.00
6 MIL 20 X 100 POLYETHYLENE	ROLL	\$105.00
6 MIL BAGS	EACH	\$2.10
DUCT TAPE	ROLL	\$12.60
55-GALLON DRUMS	EACH	\$91.00
55-GALLON DRUM LINERS 10 MIL	EACH	\$2.10
FIBER DRUMS	EACH	\$56.00
30-GALLON OVERPACK	EACH	\$56.00
95-GALLON POLY OVERPACK	EACH	\$259.00
DOT HAZARDOUS WASTE LABELS	EACH	\$2.80
FIRE EXTINGUISHER	EACH	\$14.00
CAUTION/HAZARD TAPE	EACH	\$49.00
RESPIRATOR WIPES	EACH	\$7.00
KAPPLER TAPE	ROLL	\$35.00

**Note: All overtime is 1.5 times Hourly Rate**

#### Fire suppression support

DRC ES can provide all the necessary trained personnel and equipment to conduct fire suppression in the event of need. Due the dynamic nature and unspecified requirement of fire suppression, DRC ES proposes to bill the State at actual cost plus mark up.

#### Clearing and/or removing debris from the public right-of-way, streets and roads

The cost associated with picking up, loading and hauling of vegetative debris from the rights-of-way, streets and roads to a Temporary Disposal Area (TDSRS) will be as follows:

\$11.95 per cubic yard for up to a 15 mile one way haul.

The cost associated with pick up, loading and hauling of Construction and Demolition debris from rights of way, streets and roads to a Temporary Disposal Area (TDSRS) will be as follows:

\$12.95 per cubic yard for up to a 15 mile one way haul.

Management and operation of debris reduction sites to accept, process, reduce, incinerate of disaster related debris

The cost associated with managing, accepting, processing and reducing vegetative debris through burning and/or grinding, will be as follows:

\$6.25 per cubic yard

The cost associated with managing, accepting, processing and reducing construction and demolition debris through burning and/or grinding, will be as follows:

\$7.75 per cubic yard

- Haul Out

The haul out reflects the price of loading and hauling of residual material at the Temporary Disposal site to the final disposal site location. This price will be quantified with the out going material that was reduced. The price is as follows:

\$6.95 per cubic yard up to a 20 mile one way haul

- The cost associated with landfill disposal fees will be a pass-through cost, with DRC Invoicing the Agency at actual cost without additional fees.

- Stump Removal:

- The cost associated with the removal of hazardous stumps will be invoiced utilizing the following categories:

Up to but less 6 inch diameter -	\$ Included in the CY Price
6 inch diameter and up, but less than 12 inches -	\$ Included in the CY Price
12 inch diameter and up, but less than 24 inches -	\$ Included in the CY Price
24 inch diameter and up, but less than 48 inches -	\$ 498.00 per stump
Equal to or greater than 48 inch diameter -	\$ 998.00 per stump

- **Cutting Partially Uprooted or Split Trees (Leaners)**

Falling partially uprooted or split trees from the ROW or the overhanging portion of the ROW and placing the debris in the ROW for haul-off. Hauling rates apply to debris placed on ROW for haul off.

Partially Uprooted Leaner (Price is inclusive of excavating the root ball and placing it in the ROW)

**Diameter of tree at 2 feet from base**

Less than 24 inches	Per Tree \$198.00
24-36 inches	Per Tree \$298.00
Greater than 36 inches	Per Tree \$496.00

Split Leaner (No exposed root ball) (Price is inclusive of cutting the tree trunk 2 inches above trunk)

**Diameter of tree at 2 feet from base**

Less than 24 inches	Per Tree \$182.00
24-36 inches	Per Tree \$288.00
Greater than 36 inches	Per Tree \$491.00

**Removal of Dangerous Hanging Limbs (Hangers)**

Removing hanging or partially broken limbs from trees in the ROW or limbs hanging over the ROQ and placing the debris in the ROW for haul-off

Per Tree \$155.00

- Recovery and disposition of carcass

The cost associated with the removal and destruction of carcass is as follows:

\$3.98 per pound

**River and Canal Shoreline Restoration**

DRC Emergency Services, LLC will perform river and canal shoreline restoration to include any necessary excavation, compaction, fill, and backfill of embankment soils and materials to restore banks to preexisting conditions insofar as possible.

1. Excavation – DRC will perform any necessary excavations of shoreline to facilitate restoration including removal of storm-strewn minor obstructions and storm-related aggregations of soils, gravels, and other shoreline material to restore shoreline elevations. Prevent surface water from flowing into or accumulating in excavations. Stockpile excavated soils to use for fill or backfill.

2. Compaction – Compaction shall be accomplished by moistening, rolling, or tamping to obtain stable shoreline density.

3. Backfill and Fill – Place soil material in layers to required elevations and shoreline slopes. Bank slopes to match existing insofar as possible.

1. In excavations, use satisfactory excavated or borrow material.
2. Under grassed areas, use satisfactory excavated or borrow material.
3. Under walks and pavements, use sub base material and utilize shoulders to prevent lateral movement.
4. Under steps use sub base material.
5. Under building slabs, use drainage fill material.
6. Under piping or conduit, use sub base material and shape to fit bottom 90 degrees of cylinder.

Remove vegetation, debris, and deleterious materials from ground surface prior to placement of fills. Plow, strip, or break-up sloped surfaces steeper than 1 vertical to 4 horizontal so that fill material will bond with existing surface.

Before compaction, moisten or aerate each layer as necessary to provide optimum moisture content. Place fill and backfill only on surfaces of appropriate moisture content.

Place backfill and fill materials evenly adjacent to structures.

Grade areas disturbed by Contractor's operations.

Remove excess, excavated, and waste materials, including trash and debris, and legally dispose of it at approved debris site.

Pricing for River and Canal Shoreline Restoration.....\$10.46  
per linear foot

## River and Canal Debris Removal

### DRC Technical Approach For Marine Debris Removal

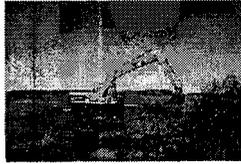
#### Mobilization Plan:

Mobilization of small barges, Marsh buggies, Airboats, and additional small watercraft to be accomplished through existing Marinas, public/private access points. Due to the shallow water depths, and tidal movement, we propose to utilize smaller watercraft that are configured to work in shallow draft environments.

Mobilization will be accomplished with truck trailer combinations, tractor-trailer/lowboys, and placement of resources to distribute through the project area.

Equipment to be deployed:

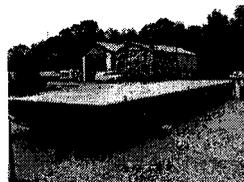
1. Marsh Buggy: A self propelled (tracked vehicle) that can also be fitted with various attachments such as an excavator with grapple for debris removal purposes, an A-frame unit for lifting and additional attachments as necessary. The Marsh Buggy is completely amphibious and can propel itself through the water and back to land, as well as transporting personnel and equipment.



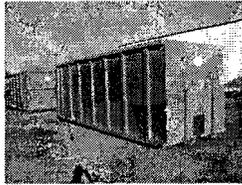
2. Extremely low draft flat bottom boats that can transport smaller debris, vegetative debris, and personnel in shallow water.



3. Airboats that allow transport of materials and personnel in areas of little to no water. These boats can be utilized to quickly maneuver in open areas of personnel movement, and can also “ferry” significant debris materials within the open front bow.



4. Pontoon Barges 20 feet long by 8 feet wide by 2.5 feet; empty draft about 9 inches; 160 square feet of deck space; handle approximately 10 ton deck load fairly concentrated more if distributed to sides or matted; average buoyancy 798 lbs per inch of submersion; with about 10,000 lbs on the deck draft would be about 20 inches, freeboard about 10 inches.



5. Roll off Containers, 20 to 30 cubic yard containers. We anticipate utilization of barge mounted, and land based containers to accumulate debris associated with this contract. Containerization of the debris shall allow “sorting” of materials at the source, when applicable, and shall allow ease of movement for “bulk” debris when source sorting is not efficient. The containers will provide efficient and quick and handling of bulk materials from marine environment (Barge mounted) to land. Containers can be efficiently mobilized/de-mobilized and transported to additional “sorting” sites as necessary. The use of containers in the theater of operations is key to our approach, to efficiently sort and move the varied anticipated materials during the course of this project.



6. Utilization of “Gorilla Net” type netting systems to clear canals of assorted smaller debris. Gorilla Netting is a trademarked net configuration that has been utilized very successfully in recent marine debris removal operations in the Gulf of Mexico and the Government of Florida. While this is but one brand name, which we have contacted for net acquisition, there are other comparable net systems and our intent would be to utilize comparable systems to effectively clean canals and water ways associated with this project.

7. Hand Picking- Debris which is inaccessible by mechanized debris removal apparatus will be removed from marine environments by hand.

Price Proposal for Marine Debris Removal-

\$73.43/Cubic Yard

## Sunken Vessel Removal

### Water Based Salvage/Removal Operations of Vessels

DRC and its associated and affiliated companies and key subcontractors, have extensive knowledge and experience in marine salvage and marine wreck removal. DRC and its key subcontractors have been awarded numerous salvage/wreck removal contracts based on their ability to quickly mobilize specialized salvage equipment into position and our innovative responses to highly challenging marine salvage/wreck removal jobs.

DRC's key subcontractors have developed a number of specialized marine salvage and marine debris removal tools and devices specifically designed to enable them to handle any marine salvage situation that may arise. DRC's subcontractors have a proven track record of successful marine salvage and marine debris operations is a result of having the most knowledgeable and experienced crews in the industry. Due to past marine salvage and marine debris removal projects and our extensive marine background, DRC and its key subcontractors are highly qualified and will use their experience to implement a quick and efficient recovery plan.

DRC and its associated and affiliated companies and subcontractors experience includes the salvage of inland barges, crew boats, utility boats, fishing vessels and pleasure craft.

As no two salvage operations are the same, DRC and its associated and affiliated companies and key subcontractors will determine the best approach method for recovery or removal of vessels in a marine environment.

#### Refloat

1. Determine best approach route to vessel (taking into consideration water depth, width of channel, marine traffic)
2. Secure salvage equipment and hazardous containment equipment alongside target vessel
3. Secure perimeter of vessel with oil containment boom
4. Secure target vessel with rigging and lifting gear
5. Pump/Lift as determined necessary
6. Once refloat inspect for any incoming water
7. Secure vessel to predetermined mooring site.

#### Stage

1. Determine best approach route to vessel (taking into consideration water depth, width of channel, marine traffic)
2. Secure salvage equipment and hazardous containment equipment alongside target vessel
3. Secure perimeter of vessel with oil containment boom
4. Secure target vessel with rigging and lifting gear
5. Pump/Lift as determined necessary
6. Place vessel on deck barge and secure for transport to staging area
7. Transport vessel to staging area

#### Debris

1. Determine best approach route to vessel (taking into consideration

- water depth, width of channel, marine traffic)
2. Secure salvage equipment and hazardous containment equipment alongside target vessel
3. Secure perimeter of vessel with oil containment boom
4. Secure target vessel with rigging and lifting gear
5. Pump/Lift as determined necessary
6. Place vessel in hopper barge for disposal

## Land Based Water Salvage/Removal Operations

### Refloat

1. Determine best approach route to vessel (taking into consideration roadways, power/phone lines and traffic)
2. Secure salvage equipment and hazardous containment equipment alongside target vessel
3. Secure perimeter of vessel with oil containment boom
4. Secure target vessel with rigging and lifting gear
5. Pump/Lift as determined necessary
6. Once refloated inspect for any incoming water
7. Secure vessel to predetermined mooring site.

### Stage

1. Determine best approach route to vessel (taking into roadways, power/ phone lines and traffic)
2. Secure salvage equipment and hazardous containment Equipment alongside target vessel
3. Secure perimeter of vessel with oil containment boom
4. Secure target vessel with rigging and lifting gear
5. Pump/Lift as determined necessary
6. Place vessel on deck barge or lowboy trailer and secure for transport to staging area
7. Transport vessel to staging area

### Debris

1. Determine best approach route to vessel (taking into consideration roadways, power/phone lines and traffic)
2. Secure salvage equipment and hazardous containment equipment alongside target vessel
3. Secure perimeter of vessel with oil containment boom
4. Secure target vessel with rigging and lifting gear
5. Pump/Lift as determined necessary
6. Place vessel in hopper barge or dump trailer for disposal

## Price Proposal for Vessel Salvage and Recovery

1. Marine Based Salvage Operations: \$465 per linear foot

2. Land Based Salvage Operations: \$340 per linear foot

\*Special Consideration: Large vessels, houseboats or vessels within environmentally sensitive areas may require unexpected additional effort and further negotiation may be allowed on a case by case basis.

## Vehicle and Vessel Removal (from Land)

DRC offers comprehensive services for the removal of storm-damaged vehicles and vessels from post-disaster environments including towing, staging, notification, remediation, and disposal.

### Experience in recovery of vehicles and vessels

DRC and its affiliated and associate companies and subcontractors have a wealth of experience in the recovery, processing, recycling and/or removal of large quantities of metallic debris, including automobiles and vessels

## Technical Plan for Vehicle and Vessel Recovery

### Vehicles

#### 1. MOBILIZATION

DRC will prepare and equip our sites for use upon initiation of contract work. Each site will be equipped with perimeter lighting at 300-foot intervals, six-foot fencing, gates, and paving, as well as portable office buildings, inspection towers and utilities. Each prepared aggregate site will have a level, clean, dry, and firm surface and be navigable and accessible by recovery and remediation vehicles and equipment. Each site will also be evaluated and prepared with regard to issues of ingress and egress, highway access, neighborhood concerns and soil conditions. During mobilization, DRC will supply and transport all necessary supplies, equipment, materials, and personnel to the aggregation sites, and build out the improvements to the site required for storage and remediation operations. DRC will obtain clearance from underground or overhead utilities and from property owners and Government and parish entities for the aggregation locations.

#### 2. OPERATION OF THE AGGREGATION SITES

These sites shall be fenced, lighted, and secure according to applicable Government regulations.. We are prepared to operate the sites to receive vehicles up to twenty-four hours a day and up to seven days a week as required by the County or Government. Vehicles will be stored in a manner to permit inspection by Government authorities as required, or for

reclamation by owners. We are prepared to provide our own 24-hour security if security is not otherwise provided for.

Our sites are centrally located to the areas containing the greatest proportion of damaged and abandoned vehicles, the total approximate potential acreage of the sites will be sufficient to accommodate the projected number of vehicles to be stored over the life of the contract. A significant proportion of our sites require little preparation to be used for this purpose; they should be available within whatever period of time required for storage and remediation of vehicles. Following appropriate preparation, the remainder of the acreage will be available shortly thereafter.

### 3. TOWING

Licensed towers shall be issued work orders from a central dispatch containing all pertinent data supplied by authorities within 48 hours of receiving. Recovery vehicle shall, within 24 hours, arrive at the site and immediately access the vehicle. Any environmental issues shall be mitigated, and any and all safety issues addressed. Should the operator find any major threats to health, safety or the environment, vehicle shall not be moved, and the County or Government shall immediately be notified. Once all concerns are addressed, the vehicle shall be lifted, properly secured and transported to the assigned staging area using the safest and most direct route.

### 4. RECEIPT OF VEHICLES

Each site will be equipped with a tower manned by both an independent monitor and one of our representatives in order to record the receipt of each vehicle and maintain accurate records. As the vehicle is accepted at the tower, it will be checked into the aggregation site using the vehicle Year, Make, Model, License Plate Government and Number, Vehicle Identification Number, extent and type of damage, and its location on the lot by row number, column letter, and GPS location. We will also record any identifying information or number(s) contained in markings or stickers affixed to the vehicle by authorities for purposes of the recovery operation. If the vehicles have been tagged with a bar code, the tag will be scanned and printed. A computerized tracking of the vehicle is then prepared and the condition of the vehicle and the processes that it goes through, making ready, crushing, shredding, etc., are then tracked. This ticket also then becomes part of the pay documents for the recovery, preparation, and disposal. If necessary or required, we will typically mark the windshield of the vehicle with an identifying number for ease of future identification. Such numbers and tags then become unique and continuous identifiers to monitor the vehicle through each step.

### 5. STORAGE OF LIGHT, MEDIUM, AND HEAVY-DUTY VEHICLES

Vehicles introduced into the aggregation site will be stored at the site for sixty days or more in our fenced, lighted, and secure environment. Vehicles will be staged, tagged, and marked for easy retrieval and inspection. Vehicles will be stored in locations identifiable by row and

column number and letter and by GPS coordinates. Location identifiers will be keyed to the vehicle records in the site's tracking database.

Vehicles will be stored in a manner to allow ample access for inspection by Government or local authorities and/or to allow for retrieval and reclamation by vehicle owner when applicable and the contractor when the holding period has expired and the vehicle is being removed for final dismantling, recycling, and/or disposal.

## 6. VEHICLE TRACKING

In conjunction to the tracking identification provided by the field issued ticket, DRC proposes using the Auction Inventory Management System (A.I.M.S.) to track the movement of each vehicle from the site of recovery to the moment of crushing. This computerized tracking system uses the ticket number, Vehicle Identification Number (VIN) and/or the owner's name to store and retrieve vehicle files. The owner's names shall be recovered by DRC from the computerized ownership records that we have available to us and/or that we shall retrieve as each vehicle is received at the temporary disposal sites. These files shall contain all pertinent identification and tracking information, as many as nine pictures of the vehicle, damages to the vehicle, work performed and the vehicle history, including ownership. DRC RS will use this system not only to show ownership, but to track removal location, towed-by information, receipt, and environmental actions, up to and including crushing – in short, “cradle-to-grave” tracking. This information shall be provided in its entirety to the client at the conclusion of the project for posterity and to become the audit document of record for any future FEMA audits of the work performed. The AIMS shall also be utilized to attempt to identify the owners for notification and return of any recovered personal items found in the vehicles.

## 7. DEMOBILIZATION

Vehicles will be discharged to appropriate entities for disposal, recycling, or other appropriation as directed by the terms of the contract, after clearance through applicable protocols, and after documentation in the vehicle record, described above.

Once all vehicles are removed, DRC will remove all equipment, supplies, and non-hazardous trash from the aggregation site. We will dispose of all trash and debris in a permitted landfill and repair and remediate any damage to the aggregation site caused by the storage and remediation operations and equipment as directed by the County.

## Vessels

DRC has developed a Technical Approach to the Recovery and Storage of vessels that provides solutions for this portion of the contract that meet the needs of the county and satisfies all federal, Government, local, licensing, and contractor regulations and requirements.

## 1. MOBILIZATION

DRC will prepare and equip sites for use upon initiation of contract work. Each site will be equipped with perimeter lighting at 300-foot intervals, six-foot fencing, two gates, and a hard packed surface, as well as portable toilets, receiving areas, electrical, and telephone service, and any necessary storage equipment. The prepared aggregate sites will have a level, clean, dry, and firm surface and be navigable and accessible by recovery vehicles and equipment. The sites will also be evaluated and prepared with regard to issues of ingress and egress, highway access, neighborhood concerns and soil conditions. During mobilization, DRC will supply and transport all necessary supplies, equipment, materials, and personnel to the aggregation sites, and build out the improvements to the site required for storage operations. DRC will obtain clearance from underground or overhead utilities and from property owners and Government and parish entities for the aggregation location. DRC and its associated companies and key subcontractors have recovery equipment and vehicles prepared to mobilize upon the first notification to recover vessels.

## 2. OPERATION OF THE AGGREGATION SITES

These sites shall be fenced, lighted, and secured according to applicable Government regulations, in particular as required by the solicitation. We are prepared to operate each site to receive vessels at minimum from 7:00 am until 5:00 pm, Monday through Saturday, and up to twenty-four hours a day and up to seven days a week as required by the Government, for access and inspection. Vessels will be stored in a manner to permit inspection by Government or County authorities or for reclamation by owners.

Our sites will be centrally located to the areas containing the greatest proportion of damaged and abandoned vessels. The total approximate potential acreage of the site will be sufficient to accommodate the projected number of vessels to be stored over the life of the contract for that area. Our sites will be available within whatever period of time required for storage of vessels.

## 3. RECOVERY RECREATIONAL BOATS

DRC and its associated companies and key subcontractors have recovery equipment and tow vehicles prepared to mobilize upon the first notification to recover vessels. Vessels that have been identified and cleared for recovery and towing from public lands by the appropriate Government or local agency will be recovered within 72 hours of notification. Recovery will begin with identification of the vessel using GPS coordinates supplied by notifying agency. We will inspect the vessel and make a record of the vessel location, description, registration number, and the type and extent of damage. Prior to towing, we will mitigate any fluid leaks. Outboard motors shall be tilted to the utmost position. Batteries shall be disconnected; leaks shall be mitigated. Vessels will then be transported to the aggregation site safely and securely by our towing vehicles, trailers, and equipment.

Typically, vessels measuring up to 15 feet will be loaded onto boat trailers and rollback trailers by hand or by winch. Vessels measuring between 15 and 25 feet will be loaded onto boat trailers and rollback trailers by winch. Vessels measuring between 25 and 35 feet will be winched onto boat trailers and rollback trailers. Boats measuring over 35 feet and boats too heavy for winch loading will be loaded by crane. When using cranes to lift vessels, recovery teams will use lifting straps, lifting wire, shackles and lead lines. Lifting wires will be attached to the crane. 2 lifting straps will be attached to the lifting wire using metal lifting shackles. Lifting straps will then be attached to a spreader bar. 2 lifting straps will be placed under the hull of the vessel, one fore and one aft. A rope lead will be attached to both the stern and bow of the vessel to control vessel once in the air. Vessel will be placed on trailer, straps unhooked and vessel will be secured to the trailer. Sailboats will have masts removed or laid over, as appropriate, before loading. Keel boats will be loaded by winching if appropriate or by crane if too heavy or too large and shall be transported on their side as found.

Recoverable trailers will be towed when roadworthy and loaded onto trailers or rollbacks if not roadworthy.

#### 4. RECEIPT OF VESSELS

Each site will be equipped with a receiving area manned by both an independent monitor and one of our representatives in order to record the receipt of each vessel and maintain accurate records. As the vessel is accepted at the receiving area, it will be checked into the aggregation site with a record of the vessel recovery location, description, registration number, extent and type of damage, and its location on the lot by row number, column letter, and GPS location. We will also record any identifying information or number(s) contained in markings or stickers affixed to the vessel by Government or County authorities for purposes of the recovery operation. If the vessels have been tagged with a bar code, the tag will be scanned and printed. A computerized tracking of the vessel is then prepared and the condition of the vessel and the processes that it goes through are then tracked. The receipt document then becomes part of the pay documentation. If necessary or required, we will typically mark the topside, bow, stern and/or deck of the vessel with an identifying number for ease of future identification. Such numbers and tags then become unique and continuous identifiers to monitor the vessel through each step.

#### 5. STORAGE OF TRAILERS AND LIGHT, MEDIUM, AND HEAVY RECREATIONAL BOATS

Vessels introduced into the aggregation site will be stored at the site in our fenced, lighted, and secure environment. Vessels will be staged, tagged, and marked for easy retrieval and inspection. Vessels will be stored in locations identifiable by row, column number, letter, and/or by GPS coordinates. Location identifiers will be keyed to the vessel records in the site's tracking database. Within the sites, vessels will be transported using a Taylor 50,000-pound marina-type forklift, low bed trailers and/or small boat trailers. Boats will be segregated by type and size and trailers will be segregated from boats. Vessels will be stored in a manner to allow ample

access for inspection by Government or local authorities and/or to allow for retrieval and reclamation by vessel owner when applicable and the contractor when the holding period has expired and the vessel is being removed for final dismantling, recycling, and/or disposal.

#### Pricing Proposal for Vehicle and Vessel Recovery

Transfer/ Tow of Typical passenger Car:	\$430.00 ea
Transfer/ Tow and Handling of recreational vessels up To 24' in length:	\$4,400.00 ea

Operation of secure aggregation site for vehicles and vessels: \$10,000 per day

\*Special Consideration: Large vehicles, trucks, buses, vessels, houseboats or vehicles/vessels within environmentally sensitive areas may require unexpected additional effort and further negotiation may be allowed on a case by case basis.

#### Travel Trailer Installation and Maintenance

DRC offers installation and maintenance of travel trailers and emergency housing units that are typically deployed by government agencies in the wake of disasters.

#### Experience in Installation of Temporary Emergency Housing

The DRC family of companies has also has significant experience in camp construction and life support functions, gained through working for various international agencies

#### Technical Approach to Trailer Installation

##### Basic Travel Trailer Set-up:

1. Delivery
2. Blocking and Leveling
3. Anchoring and Straps
4. Sewer Line Installation (up to 50 ft. above ground)
5. Water Line Installation (up to 50 ft. above ground)
6. Direct Wiring
7. Filling of Propane Tanks

8. Installation of Steps
9. Assembly of Accessories
10. Activation of Utility Systems
11. Appliance Testing
12. Clean-Up and Readiness

As Needed Services

- Buried Sewer Line
- Sewer Line Installation (in excess of 50 ft. above ground)
- Water Line Installation (in excess of 50 ft. above ground)
- Install Sewer Tap
- Buried Water Line
- Municipal Water Tap
- Power Pole with Meter
- Water Line Winterization
- Handicap Ramp
- Direct Wiring to Well Pump Switch
- Above Ground Electrical Excess
- Obtain Government and Local Permits
- Provide Additional Potable Water Hose
- Provide and Install Generator
- Direct Burial of 50 Amp Service

Price Proposal for Trailer Installation

Basic Trailer Installation.....\$7, 782.00 per trailer

As needed services:

Sewer Line Installation  
(in excess of 50 ft. above ground).....\$7.00 per linear foot

Water Line Installation  
(in excess of 50 ft. above ground).....\$5.00 per linear foot

Buried Sewer Line..... \$8.50 per linear foot

Install Sewer Tap.....\$1900 per tap

Buried Water Line..... \$5.50 per linear foot

Municipal Water Tap.....\$1800 per tap

Power Pole with Meter.....\$1800 per pole

Water Line Winterization.....\$9.50 per linear foot

Handicap Ramp.....\$3900 per ramp

Direct Wiring to Well Pump Switch... ..\$750 per pump

Above Ground Electrical Excess.....\$10.50 per linear foot

Provide Additional Potable Water Hose... ..\$80.00 per 25'

Provide and Install Generator.....\$1250.00 per 5kw gen.

Direct Burial of 50 Amp Service.....\$12.50 per linear ft.