

BID 18M5
SNOW REMOVAL SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for snow removal services for FY18. Bids were opened on September 19, 2017.

1. **Bid participation:**

30 bids downloaded
5 companies submitted a bid

2. **Bids were received from:**

Barrick & Son, LLC (Walkersville, MD)
Hoffman Contracting (Rocky Ridge, MD)
LCI of Frederick, Inc. dba: Landscape Concepts (Keymar, MD)
N & H General Construction Company, Inc. (Poolesville, MD)
Total Civil Construction & Engineering, LLC (Lanham, MD)

3. **Other facts:**

- The contract term will be effective from date of award through September 30, 2018, with two one-year renewal options available.
- Snow removal services are provided on a time and materials basis for parking lots and roadways that are not serviced by Frederick County Public Schools (FCPS) staff.
- Award is recommended in the aggregate to one incumbent vendor based on the lowest formulated costs for four winter scenarios.
- The unit prices for labor and equipment for snow removal services are the same as last year, but the cost of de-icer will be 3.5% less.
- Approximately \$238,330 was spent in FY17 for these services.
- This contract will be administered by John Carnahan, Custodial Services Manager.

4. **Source of funding:** FY18 Approved Operating Budget and contingent upon Board approval of FY19 Operating Budget.

B. **Recommendation:** Staff recommends the contract for Bid 18M5, Snow Removal Services, be awarded to LCI of Frederick, Inc. dba: Landscape Concepts of Keymar, MD, per the attached bid tabulation.

C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	BL/kl
____ Date	____ Date	____ Date	____ Date	BOE Mtg.: 10.25.17

BID 18M5, SNOW REMOVAL SERVICES
BID TABULATION

A. SNOW REMOVAL - COMPLETE HOURLY CHARGE FOR EQUIPMENT AND LABOR:	BARRICK & SON, LLC	HOFFMAN CONTRACTING	LCI OF FREDERICK, INC. dba: LANDSCAPE CONCEPTS	N & H GENERAL CONSTRUCTION COMPANY, INC.	TOTAL CIVIL CONSTRUCTION & ENGINEERING, LLC
1. Pickup truck with blade	\$55.00	\$55.00	\$56.02	\$160.00	\$225.00
2. Tractor with blade	\$85.00	\$85.00	\$70.00		
3. Front End Loader with basket/bucket 50 hp or above	\$125.00	\$125.00	\$110.00		
4. Front End Loader with basket/bucket less than 50 hp	\$70.00	\$70.00	\$70.00		
5. Wheel Loader with basket/bucket	\$150.00	\$150.00	\$101.85		
6. Wheel Loader with box blade			\$134.00		
7. Backhoe		\$80.00			
8. Skid Loader with basket/bucket 10' +	\$100.00	\$70.00	\$64.02		
9. Skid Loader with Basket/Bucket less than 10'	\$70.00		\$64.02		
10. Dump Truck with blade		\$80.00	\$95.00		\$295.00
11. Tandem Dump Truck with snow plow/spreader					\$305.00
12. 250 hp 4x4 Tractor with bucket		\$100.00			
13. Skid Loader with blade			\$111.00	\$150.00	
14. Tractor with box blade			\$111.00		
15. Skid Loader with bucket					\$210.00
16. RTV w/6' blade	\$50.00		\$59.00		
17. Snow blowers				\$75.00	
18. Back pack blowers				\$60.00	
19. Roll off truck (20 CY)					\$200.00
20. One ton truck with snow plow					\$200.00

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B. OFF-SITE SNOW HAULING: (Complete hourly charge for equipment and labor to haul offsite by FCPS request only):	BARRICK & SON, LLC	HOFFMAN CONTRACTING	LCI OF FREDERICK	N & H GENERAL CONSTRUCTION COMPANY, INC.	TOTAL CIVIL CONSTRUCTION & ENGINEERING, LLC
1. Single Axle	\$80.00	\$150.00	\$90.00		
2. Tandem Axle	\$95.00	\$200.00	\$90.00		
3. Tri-Axle	\$100.00	\$225.00	\$90.00		
4. Charge without consideration for type of axle				\$200.00	\$195.00

C. DE-ICING: (Cost of salt per pound with labor cost for spreading included in this rate; separate labor charges for application of will not be paid)	BARRICK & SON, LLC	HOFFMAN CONTRACTING	LCI OF FREDERICK	N & H GENERAL CONSTRUCTION COMPANY, INC.	TOTAL CIVIL CONSTRUCTION & ENGINEERING, LLC
1. Cost of salt per pound	\$0.13	\$0.13	\$.144 for cluster or split award, and \$0.139 for aggregate award, subject to even further discounts	\$2.50	\$3.50

D. SIDEWALK CLEARING (By FCPS request only):	BARRICK & SON, LLC	HOFFMAN CONTRACTING	LCI OF FREDERICK	N & H GENERAL CONSTRUCTION COMPANY, INC.	TOTAL CIVIL CONSTRUCTION & ENGINEERING, LLC
1. Complete hourly charge for snowblower and labor	\$45.00	\$35.00	\$33.95	\$75.00	\$195.00
2. Complete hourly charge for small Bobcat and labor	\$65.00	\$65.00	\$64.02	\$150.00	\$225.00
3. Complete hourly charge for person with shovel	\$45.00	\$30.00	\$33.95	\$60.00	\$200.00
4. Salt per pound	\$0.13	\$0.13	\$.144 for cluster or split award, and \$0.139 for aggregate award, subject to even further discounts	\$3.15	\$3.50

**BID 18M5, SNOW REMOVAL SERVICES
EVALUATION**

BARRICK	BALLENGER CREEK ELEMENTARY			CRESTWOOD MIDDLE			URBANA HIGH			GOV. TJ HIGH			TOTAL
	SNOW, Less than 4", 20 degrees or above, heavy, wet snow, mid-afternoon			SNOW, 4-8", hovering at zero, heavy wet snow, begins in early morning hours and continues through the day			SNOW, 8-12", 0-20 degrees, fluffy snow, begins early evening and ends by dawn			DE-ICING ONLY, 20-25 degrees			
	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HOUR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	
PICK UP OR TRACTOR WITH BLADE OR EQUIVALENT	\$55.00	3	\$165.00	\$55.00	5	\$275.00	\$55.00	9	\$495.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$70.00	1	\$70.00	\$70.00	5	\$350.00	\$70.00	9	\$630.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$150.00	0	\$-	\$150.00	1	\$150.00	\$150.00	6	\$900.00	X	X	X	
	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	
DE-ICING	\$ 0.130	975	\$126.75	\$ 0.130	2300	\$299.00	\$ 0.130	4000	\$520.00	\$ 0.130	4000	\$520.00	
GRAND TOTAL:			\$361.75			\$1,074.00			\$2,545.00			\$ 520	\$4,500.75

HOFFMAN	BALLENGER CREEK ELEMENTARY			CRESTWOOD MIDDLE			URBANA HIGH			GOV. TJ HIGH			TOTAL
	SNOW, Less than 4", 20 degrees or above, heavy, wet snow, mid-afternoon			SNOW, 4-8", hovering at zero, heavy wet snow, begins in early morning hours and continues through the day			SNOW, 8-12", 0-20 degrees, fluffy snow, begins early evening and ends by dawn			DE-ICING ONLY, 20-25 degrees			
	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HOUR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	
PICK UP OR TRACTOR WITH BLADE OR EQUIVALENT	\$55.00	3	\$165.00	\$55.00	5	\$275.00	\$55.00	9	\$495.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$70.00	1	\$70.00	\$70.00	5	\$350.00	\$70.00	9	\$630.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$150.00	0	\$-	\$150.00	1	\$150.00	\$150.00	6	\$900.00	X	X	X	
	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	
DE-ICING	\$ 0.130	975	\$126.75	\$ 0.130	2300	\$299.00	\$ 0.130	4000	\$520.00	\$ 0.130	4000	\$520.00	
GRAND TOTAL:			\$361.75			\$1,074.00			\$2,545.00		\$ 520	\$4,500.75	

LCI	BALLENGER CREEK ELEMENTARY			CRESTWOOD MIDDLE			URBANA HIGH			GOV. TJ HIGH			TOTAL
	SNOW, Less than 4", 20 degrees or above, heavy, wet snow, mid-afternoon			SNOW, 4-8", hovering at zero, heavy wet snow, begins in early morning hours and continues through the day			SNOW, 8-12", 0-20 degrees, fluffy snow, begins early evening and ends by dawn			DE-ICING ONLY, 20-25 degrees			
	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HOUR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	
PICK UP OR TRACTOR WITH BLADE OR EQUIVALENT	\$56.02	3	\$168.06	\$56.02	5	\$280.10	\$56.02	9	\$504.18	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$70.00	1	\$70.00	\$70.00	5	\$350.00	\$70.00	9	\$630.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$101.85	0	\$-	\$101.85	1	\$101.85	\$101.85	6	\$611.10	X	X	X	
	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	
DE-ICING	\$ 0.139	975	\$135.53	\$ 0.139	2300	\$319.70	\$ 0.139	4000	\$556.00	\$ 0.139	4000	\$556.00	
GRAND TOTAL:			\$373.59			\$1,051.65			\$2,301.28			\$556.00	\$4,282.52

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<u>N & H</u>	BALLENGER CREEK ELEMENTARY			CRESTWOOD MIDDLE			URBANA HIGH			GOV. TJ HIGH			TOTAL
	SNOW, Less than 4", 20 degrees or above, heavy, wet snow, mid-afternoon			SNOW, 4-8", hovering at zero, heavy wet snow, begins in early morning hours and continues through the day			SNOW, 8-12", 0-20 degrees, fluffy snow, begins early evening and ends by dawn			DE-ICING ONLY, 20-25 degrees			
	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HOUR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	
PICK UP OR TRACTOR WITH BLADE OR EQUIVALENT	\$160.00	3	\$480.00	\$160.00	5	\$800.00	\$160.00	9	\$1,440.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$150.00	1	\$150.00	\$150.00	5	\$750.00	\$150.00	9	\$1,350.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$150.00	0	\$0.00	\$150.00	1	\$150.00	\$150.00	6	\$900.00	X	X	X	
	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	
DE-ICING	\$2.50	975	\$2,437.50	\$2.50	2300	\$5,750.00	\$2.50	4000	\$10,000.00	\$2.50	4000	\$10,000.00	
GRAND TOTAL:			\$3,067.50			\$7,450.00			\$13,690.00			\$10,000.00	\$34,207.50

<u>TOTAL CIVIL CONSTRUCTION</u>	BALLENGER CREEK ELEMENTARY			CRESTWOOD MIDDLE			URBANA HIGH			GOV. TJ HIGH			TOTAL
	SNOW, Less than 4", 20 degrees or above, heavy, wet snow, mid-afternoon			SNOW, 4-8", hovering at zero, heavy wet snow, begins in early morning hours and continues through the day			SNOW, 8-12", 0-20 degrees, fluffy snow, begins early evening and ends by dawn			DE-ICING ONLY, 20-25 degrees			
	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HOUR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	PRICE PER HR	# OF HOURS	TOTAL \$	
PICK UP OR TRACTOR WITH BLADE OR EQUIVALENT	\$225.00	3	\$675.00	\$225.00	5	\$1,125.00	\$225.00	9	\$2,025.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$200.00	1	\$200.00	\$200.00	5	\$1,000.00	\$200.00	9	\$1,800.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$210.00	0	\$-	\$210.00	1	\$210.00	\$210.00	6	\$1,260.00	X	X	X	
	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	PRICE PER LB.	# OF LBS.	TOTAL \$	
DE-ICING	\$3.50	975	\$3,412.50	\$3.50	2300	\$8,050.00	\$3.50	4000	\$14,000.00	\$3.50	4000	\$14,000.00	
GRAND TOTAL:			\$4,287.50			\$10,385.00			\$19,085.00			\$14,000	\$ 47,757.50

BID 18M5, SNOW REMOVAL SERVICES
SITE LISTING

<u>CLUSTER</u>	<u>AREA</u>	<u>SCHOOL</u>
1	BRUNSWICK	Brunswick Elem.
1	BRUNSWICK	Brunswick High
1	BRUNSWICK	Brunswick Middle
1	BRUNSWICK	Valley Elementary
2	CATOCTIN	Catoctin High
2	CATOCTIN	Emmitsburg Elem.
2	CATOCTIN	Lewistown Elem.
2	CATOCTIN	Sabillasville Elem.
2	CATOCTIN	Thurmont Elem.
2	CATOCTIN	Thurmont Middle
2	CATOCTIN	Thurmont Primary
3	CENTER CITY	Ballenger Creek Elem.
3	CENTER CITY	Ballenger Creek Middle
3	CENTER CITY	Carroll Manor Elem.
3	CENTER CITY	Lincoln Elem. A Bldg.
3	CENTER CITY	Lincoln Elem./ ESSL Planetarium
3	CENTER CITY	Orchard Grove Elem.
3	CENTER CITY	Tuscarora Elem.
3	CENTER CITY	Tuscarora High
4	FREDERICK	Crestwood Middle
4	FREDERICK	Frederick High--existing school, new location on the same site
4	FREDERICK	Hillcrest Elem.
4	FREDERICK	Butterfly Ridge Elementary--new school
4	FREDERICK	Parkway Elem.
4	FREDERICK	West Frederick Middle
5	TJ	Career Tech Center
5	TJ	Gov. T.J. High
5	TJ	Gov. T.J. Middle
5	TJ	Heather Ridge
5	TJ	North Frederick Elem.
5	TJ	Rock Creek Center
5	TJ	Waverley Elem.
6	HAYWARD	Administration Bldg. @ 7630 Hayward Road
6	HAYWARD	Central Office @ 191 South East Street
6	HAYWARD	Monocacy Elem.
6	HAYWARD	Monocacy Middle
6	HAYWARD	Warehouse Facility @ 33 Thomas Johnson Drive
6	HAYWARD	Whittier Elem.
6	HAYWARD	Yellow Springs Elem.
7	LINGANORE	Deer Crossing Elem.
7	LINGANORE	Linganore High
7	LINGANORE	New Market Elem.
7	LINGANORE	New Market Middle
7	LINGANORE	Oakdale Elem.
7	LINGANORE	Oakdale High
7	LINGANORE	Oakdale Middle
7	LINGANORE	Spring Ridge Elem.
7	LINGANORE	Twin Ridge Elementary
8	MIDDLETOWN	Middletown Elem.
8	MIDDLETOWN	Middletown High
8	MIDDLETOWN	Middletown Middle
8	MIDDLETOWN	Middletown Primary
8	MIDDLETOWN	Myersville Elem.
8	MIDDLETOWN	Wolfsville Elem.

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SITE LISTING

<u>CLUSTER</u>	<u>AREA</u>	<u>SCHOOL</u>
9	URBANA	Centerville Elem.
9	URBANA	Green Valley Elem.
9	URBANA	Kemptown Elem.
9	URBANA	Urbana Elem.
9	URBANA	Sugerloaf Elementary--new school
9	URBANA	Urbana High
9	URBANA	Urbana Middle
9	URBANA	Windsor Knolls Middle
10	WALKERSVILLE	Glade Elementary
10	WALKERSVILLE	Liberty Elem.
10	WALKERSVILLE	New Midway Elem.
10	WALKERSVILLE	Walkersville B Bldg., Staff Development Center
10	WALKERSVILLE	Walkersville Elem.
10	WALKERSVILLE	Walkersville High
10	WALKERSVILLE	Walkersville Middle
10	WALKERSVILLE	Woodsboro Elem.