

**BID 21M1**  
**SNOW REMOVAL SERVICES**

**FACT SHEET**

A. **Overview:** The intent of this solicitation is to establish a contract for snow removal services beginning with the Fall/Winter 2020/2021 season on a time and materials basis. Bids were opened on September 3, 2020.

1. **Bid participation:**

25 bids downloaded  
5 companies submitted a bid

2. **Bids were received from:**

Barrick & Sons, LLC (Walkersville, MD)  
**Clean Cuts Lawn Care, LLD (Cavetown, MD)**  
**LCI of Frederick, Inc. dba: Landscape Concepts (Keymar, MD)**  
Mid Atlantic Snow Services, Inc. (Frederick, MD)  
Potomac Grounds Care, LLC (Hagerstown, MD)

3. **Other facts:**

- The contract term shall be effective from the October 1, 2020 through September 30, 2021, with three 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.
- Bids were requested in three award scenarios: by cluster (Part A), in aggregate (Part B), or by split award (Part C).
- Barrick & Sons submitted a proposal for Part 1A and Part 2A only.
- Potomac Grounds Care, LLC did not submit a price on Proposal Form Part 1 (A, B, C) for de-icer, nor did they submit a price for evaluation on the "De-Icer Only" portion on Proposal Form Part 2 (A, B, C).
- A split award is recommended to Clean Cuts Lawn Care and LCI of Frederick, based on the evaluation scenarios on Form of Proposal Part 2. Clean Cuts will be awarded clusters 2, 4, 5, 6, and 10. LCI will be awarded 1, 3, 7, 8, and 9. A listing of clusters is attached at the end of the recommendation.
- Approximately \$137,000 was spent on snow removal services during the previous fiscal year.
- This contract will be administered by Larry Phillips, FMP, Custodial Services Manager.

4. **Source of Funding:** FY21 Approved Operating Budget and contingent upon Board approval of FY22 Operating Budget.

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B. **Recommendation:** Staff recommends the contract for 21M1, Snow Removal Services, be award to Clean Cuts Lawn Care, LLD, of Cavetown, MD, and LCI of Frederick, Inc. dba: Landscape Concepts, of Keymar, MD per the attached Tabulation.

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

\_\_\_\_\_ Approved    \_\_\_\_\_ Denied    \_\_\_\_\_ Deferred    \_\_\_\_\_ Other    BM/kl  
\_\_\_\_\_ Date        \_\_\_\_\_ Date        \_\_\_\_\_ Date        \_\_\_\_\_ Date    BOE Mtg.: 09.23.20

<u>CLUSTER</u>	<u>AREA</u>	<u>SCHOOL</u>	<u>SITE CONDITION COMMENTS</u>
1	BRUNSWICK	Brunswick Elem.	
1	BRUNSWICK	Brunswick High	
1	BRUNSWICK	Brunswick Middle	
1	BRUNSWICK	Valley Elementary	Includes adjacent bus lot
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.	Includes sidewalks
3	CENTER CITY	Lincoln Elem./ ESSL Planetarium	Includes parking lot on west side of planetarium building and the blacktopped parking area in construction zone.
3	CENTER CITY	Orchard Grove Elem.	
3	CENTER CITY	Tuscarora Elem.	
3	CENTER CITY	Tuscarora High	
4	FREDERICK	Crestwood Middle	
4	FREDERICK	Frederick High	
4	FREDERICK	Hillcrest Elem.	
4	FREDERICK	Butterfly Ridge Elementary	
4	FREDERICK	Parkway Elem.	
4	FREDERICK	West Frederick Middle	
5	TJ	Career Tech Center	All parking lots
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	New building being constructed behind Walkersville MS, this facility will be moved to cluster 10 beginning Fall '21. Existing building will be vacated Summer '21, demolition scheduled afterwards and site work will begin in preparation for building of new Waverly ES.
5	TJ	Waverly Elem.	New building will be constructed on existing site. Layout will change and parking lots in use while new building is under construction will need service. Projected move into new building is Fall '22/'23.

<u>CLUSTER</u>	<u>AREA</u>	<u>SCHOOL</u>	<u>SITE CONDITION COMMENTS</u>
6	HAYWARD	Administration Bldg. @ 7630 Hayward Road	Gravel lot only
6	HAYWARD	Central Office @ 191 South East Street	Alley behind building and leased lot between West All Saints and Commerce Street, and sidewalks fronting East Street and South 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	Blue Heron Elem. -- New school	Blue Heron Elem. is currently under construction and scheduled to open in Fall '21, this building is located off of Gas House Pike.
7	LINGANORE	Deer Crossing Elem.	
7	LINGANORE	Linganore High	Includes fuel depot.
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.	
9	URBANA	Centerville Elem.	
9	URBANA	Green Valley Elem.	
9	URBANA	Kemptown Elem.	
9	URBANA	Urbana Elem. -- New building	Opening Fall '20, layout changed from previous building
9	URBANA	Sugerloaf Elementary	
9	URBANA	Urbana High	
9	URBANA	Urbana Middle	
9	URBANA	Windsor Knolls Middle	

<u>CLUSTER</u>	<u>AREA</u>	<u>SCHOOL</u>	<u>SITE CONDITION COMMENTS</u>
10	WALKERSVILLE	Glade Elementary	
10	WALKERSVILLE	Liberty Elem.	
10	WALKERSVILLE	New Midway Elem.	
10	WALKERSVILLE	Old Walkersville Library -- new site	This site is located beside Walkersville MS. And includes site parking lot and sidewalks.
10	WALKERSVILLE	Walkersville B Bldg., Staff Development Center	
10	WALKERSVILLE	Walkersville Elem.	
10	WALKERSVILLE	Walkersville High	
10	WALKERSVILLE	Walkersville Middle -- parking modifications	The parking lot is being reconfigured, projected completion Fall '20. The site will house the new Rock Creek School which will be added to cluster 10 in Fall '21.
10	WALKERSVILLE	Woodsboro Elem.	

**BID 21M1, SNOW REMOVAL SERVICES  
 BID TABULATION - EQUIPMENT**

<b>A. SNOW REMOVAL - COMPLETE HOURLY CHARGE FOR EQUIPMENT AND LABOR:</b>	<b>BARRICK &amp; SONS, LLC</b>	<b>CLEAN CUTS LAWN CARE, LLC</b>	<b>LCI OF FREDERICK, INC. dba: LANDSCAPE CONCEPTS</b>	<b>MID ATLANTIC SNOW SERVICES, INC.</b>	<b>POTOMAC GROUNDS CARE, LLC</b>
3/4 ton pickup with 8ft blade/spreader					\$120.00
1 ton truck with snow plow	\$85.00				
1 ton pickup with 8ft blade/spreader					\$120.00
.5 1 YD bucket loader				\$129.00	
1-2 YD bucket loader				\$189.00	
2+ YD bucket loader				\$209.00	
2 wheeled snow blower				\$59.00	
ATV Dingo				\$79.00	
Backhoe with push box					\$200.00
Dump truck	\$80.00				
Dump truck with blade		\$74.00			
Four wheeler /ATV with plow		\$54.00			
Front end loader with basket/bucket 50 hp or above			\$119.00		
Front End loader with basket/bucket less than 50 hp			\$69.00		
Pickup truck with plow/blade	\$60.00	\$62.00	\$54.00		
Plow truck				\$119.00	
RTV with 6' blade	\$85.00		\$59.00		
Skid loader with 8-10' box plow			\$104.00		
Skid loader with basket/bucket 10' +			\$69.00		
Skid loader with blade	\$85.00				
Skid loader with bucket		\$65.00			
Skid Steer with blade spreader					\$110.00
Skid Steer with push box					\$110.00
Tandem dump truck with blade	\$100.00		\$130.00		
Tractor with box blade		\$62.00			
Tractor with bucket or push box	\$100.00				
Tractor with plow/blade			\$76.00		
Wheel loader	\$125.00	\$94.00			
Wheel loader with basket/bucket			\$139.00		

<b>B. OFF-SITE SNOW HAULING: (Complete hourly charge for equipment and labor to haul offsite by FCPS request only):</b>	<b>BARRICK &amp; SONS, LLC</b>	<b>CLEAN CUTS LAWN CARE, LLC</b>	<b>LCI OF FREDERICK, INC. dba: LANDSCAPE CONCEPTS</b>	<b>MID ATLANTIC SNOW SERVICES, INC.</b>	<b>POTOMAC GROUNDS CARE, LLC</b>
Single Axle	\$70.00	\$65.00	\$90.00	\$139.00	\$200.00
Tandem Axle	\$75.00	\$95.00	\$94.00	\$179.00	\$250.00
Tri-Axle	\$80.00	\$95.00	\$99.00	\$249.00	\$250.00

<b>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)</b>	<b>BARRICK &amp; SONS, LLC</b>	<b>CLEAN CUTS LAWN CARE, LLC</b>	<b>LCI OF FREDERICK, INC. dba: LANDSCAPE CONCEPTS</b>	<b>MID ATLANTIC SNOW SERVICES, INC.</b>	<b>POTOMAC GROUNDS CARE, LLC</b>
Cost of salt per pound	\$0.12	\$0.145	\$0.13	\$0.13	

<b>D. SIDEWALK CLEARING (By FCPS request only):</b>	<b>BARRICK &amp; SONS, LLC</b>	<b>CLEAN CUTS LAWN CARE, LLC</b>	<b>LCI OF FREDERICK, INC. dba: LANDSCAPE CONCEPTS</b>	<b>MID ATLANTIC SNOW SERVICES, INC.</b>	<b>POTOMAC GROUNDS CARE, LLC</b>
Complete hourly charge for snowblower and labor	\$45.00	\$34.00	\$34.95	\$59.00	\$40.00
Complete hourly charge for small Bobcat and labor	\$65.00	\$58.00	\$64.02	\$129.00	\$80.00
Complete hourly charge for person with shovel	\$45.00	\$24.00	\$34.95	\$34.00	\$30.00
Salt per pound	\$0.12	\$0.186	\$0.130	\$0.25	

**BID 21M1, SNOW REMOVAL SERVICES - SPLIT AWARD**

			<b>WORKSHEET WITH FOUR SAMPLE SNOW EVENTS</b>										
<b>BARRICK</b>	<b>BALLENGER CREEK ELEMENTARY</b>			<b>CRESTWOOD MIDDLE</b>			<b>URBANA HIGH</b>			<b>GOV. TJ HIGH</b>			<b>TOTAL</b>
	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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	X	X	X	
FRONT END LOADER OR EQUIVALENT	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	X	X	X	
WHEEL LOADER OR EQUIVALENT	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
<b>GRAND TOTAL:</b>													
<b>LCI OF FREDERICK</b>	<b>BALLENGER CREEK ELEMENTARY</b>			<b>CRESTWOOD MIDDLE</b>			<b>URBANA HIGH</b>			<b>GOV. TJ HIGH</b>			<b>TOTAL</b>
	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	\$54.90	3	\$164.70	\$54.90	5	\$274.50	\$54.90	8	\$439.20	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$76.00	1	\$76.00	\$76.00	5	\$380.00	\$76.00	8	\$608.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$0.00	0	\$0.00	\$139.00	1	\$139.00	\$139.00	5	\$695.00	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	2275	\$295.75	\$ 0.130	3800	\$494.00	\$ 0.130	3900	\$507.00	
<b>GRAND TOTAL:</b>			<b>\$367.45</b>			<b>\$1,089.25</b>			<b>\$2,236.20</b>			<b>\$ 507</b>	<b>\$4,199.90</b>
<b>POTOMAC GROUNDS CARE</b>	<b>BALLENGER CREEK ELEMENTARY</b>			<b>CRESTWOOD MIDDLE</b>			<b>URBANA HIGH</b>			<b>GOV. TJ HIGH</b>			<b>TOTAL</b>
	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	\$120.00	2	\$240.00	\$120.00	2	\$240.00	\$120.00	7	\$840.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	X	X	X	\$110.00	2	\$220.00	\$110.00	7	\$770.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	X	X	X	X	X	X	X	X	X	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	\$ 0.100	1500	\$150.00	\$ 0.100	3000	\$300.00	\$ 0.100	4000	\$400.00	No Bid	No Bid	No Bid	
<b>GRAND TOTAL:</b>			<b>\$390.00</b>			<b>\$760.00</b>			<b>\$2,010.00</b>				<b>\$3,160.00</b>

**BID 21M1, SNOW REMOVAL SERVICES - SPLIT AWARD**

<b>CLEAN CUTS LAWN CARE</b>	<b>BALLENGER CREEK ELEMENTARY</b>			<b>CRESTWOOD MIDDLE</b>			<b>URBANA HIGH</b>			<b>GOV. TJ HIGH</b>			<b>TOTAL</b>
	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	\$62.00	2.5	\$155.00	\$62.00	4.5	\$279.00	\$62.00	4.5	\$279.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$62.00	1	\$62.00	\$62.00	4.5	\$279.00	\$62.00	12	\$744.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$94.00	0	\$0.00	\$94.00	0.5	\$47.00	\$94.00	5.5	\$517.00	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	\$0.145	975	\$141.38	\$0.145	2300	\$333.50	\$0.145	4000	\$580.00	\$0.145	4000	\$580.00	
<b>GRAND TOTAL:</b>			<b>\$358.38</b>			<b>\$938.50</b>			<b>\$2,120.00</b>			<b>\$580.00</b>	<b>\$3,996.88</b>

  

<b>MID ATLANTIC SNOW SERVICES</b>	<b>BALLENGER CREEK ELEMENTARY</b>			<b>CRESTWOOD MIDDLE</b>			<b>URBANA HIGH</b>			<b>GOV. TJ HIGH</b>			<b>TOTAL</b>
	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	\$119.00	2	\$238.00	\$119.00	3.5	\$416.50	\$119.00	6	\$714.00	X	X	X	
FRONT END LOADER OR EQUIVALENT	\$129.00	2	\$258.00	\$129.00	3.5	\$451.50	\$129.00	5	\$645.00	X	X	X	
WHEEL LOADER OR EQUIVALENT	\$189.00	0	\$0.00	\$189.00	0	\$0.00	\$189.00	3	\$567.00	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	\$0.13	1500	\$195.00	\$0.13	2500	\$325.00	\$0.13	2500	\$325.00	\$0.13	2500	\$325.00	
<b>GRAND TOTAL:</b>			<b>\$691.00</b>			<b>\$1,193.00</b>			<b>\$2,251.00</b>			<b>\$325.00</b>	<b>\$4,460.00</b>