

RFP 24MISC2
ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract to qualify and select a minimum of two licensed environmental and industrial hygiene firms to perform design and construction administration services for abatement/re-mediation projects, testing and monitoring services for air quality, lead, water and radon presence, water testing, and site environmental assessments. Proposals were opened on September 26, 2023.

1. **Bid Participation:**

42 proposals downloaded
8 companies submitted a proposal

2. **Proposals were received from:**

AERO EH&S, Inc. (Ellicott City, MD)
BATA Environmental Associates, Inc. (Newark, DE)
ECS Mid-Atlantic, LLC (Frederick, MD)
Hillis-Carnes Engineering Associates, Inc. (Annapolis Junction, MD)
KCI Technologies, Inc. (Sparks, MD)
Soil and Land Use Technology, Inc. (Washington, DC)
Tidewater, Inc. (Elkridge, MD)
Total Environmental Concepts, Inc. (Gaithersburg, MD)

3. **Other Facts:**

- The initial period shall be effective from the date of award through October 31, 2025, with one two-year renewal option.
- Approximately \$135,000 was spent in FY23.
- This is an open requirement type contract. Frederick County Public Schools is not obligated to purchase any specific quantity or dollar amount from any of the awarded vendors.
- Selection is based on a total score of each vendor's technical and cost proposals.
- The contract will be administered by Laura Olsen, Manager, Environmental Compliance & Occupational Safety.

4. **Source of funding:** FY24 Approved Operating Budget and contingent upon Board approval of FY25 and FY26 Operating Budgets.

B. **Recommendation:** Staff recommends that RFP 24MISC2, Environmental/Industrial Hygiene Services be awarded to AERO EH&S, Inc; ECS Mid-Atlantic, LLC; Hillis-Carnes Engineering Associates, Inc; KCI Technologies, Inc.; Soil and Land Use Technology, Inc.; and Tidewater, Inc., per the attached tabulation.

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

_____ Approved	_____ Denied	_____ Deferred	_____ Other	DG/kl
_____ Date	_____ Date	_____ Date	_____ Date	BOE Mtg.: 10.25.23

SCORING SUMMARY

VENDOR	FINAL TECH SCORE 70 POINTS MAX	PRICE SCORE 30 POINTS MAX	TOTAL SCORE
KCI TECHNOLOGIES, INC.	66	21.48	87.48
AERO EH&S, INC.	70	14.6	84.6
SOIL AND LAND USE TECHNOLOGY, INC.	68.87	12.67	81.54
TIDEWATER, INC.	63.33	17.24	80.57
ECS MID-ATLANTIC, LLC	64.7	15.62	80.32
HILLIS-CARNES ENGINEERING ASSOCIATES, INC.	63.33	14.41	77.74
BATTA ENVIRONMENTAL ASSOICATES, INC.	41	22.2	63.2
TOTAL ENVIRONMENTAL CONCEPTS, INC.	47.33	12.35	59.68

Technical Evaluation Criteria:

- Submission and completion of responses
- Organization
- Licensing and Certifications
- Experience
- References
- Financials
- Reports

**RFP 24MISC2, ENVIRONMENTAL/INDUSTRIAL HYGIENE SERVICES
PROPOSAL TABULATION**

ITEMIZED COSTS	AERO EH&S, INC.		BATTA ENVIRONMENTAL ASSOCIATES, INC.		ECS MID-ATLANTIC, LLC		HILLIS-CARNES ENGINEERING ASSOCIATES, INC.		KCI TECHNOLOGIES, INC.		SOIL AND LAND USE TECHNOLOGY, INC.		TIDEWATER, INC.		TOTAL ENVIRONMENTAL CONCEPTS, INC.	
	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)	Regular Time (7am-5pm weekdays)	Premium Time (5pm-7am incl. Holidays, and weekends)
I. LABOR COSTS:																
1. Senior Management or Principal of Company	\$130.00 /Hr	\$140.00 /Hr	\$175.00 /Hr	\$175.00 /Hr	\$100.00 /Hr	\$100.00 /Hr	\$112.50 /Hr	\$150.00 /Hr	\$50.00 /Hr	\$50.00 /Hr	\$130.00 /Hr	\$130.00 /Hr	\$115.00 /Hr	\$115.00 /Hr	\$156.00 /Hr	\$156.00 /Hr
2. Certified Industrial Hygienist	\$130.00 /Hr	\$140.00 /Hr	\$125.00 /Hr	\$125.00 /Hr	\$103.81 /Hr	\$103.81 /Hr	\$89.25 /Hr	\$105.00 /Hr	\$100.00 /Hr	\$100.00 /Hr	\$135.00 /Hr	\$135.00 /Hr	\$95.00 /Hr	\$95.00 /Hr	\$153.00 /Hr	\$153.00 /Hr
3. Project Manager	\$80.00 /Hr	\$80.00 /Hr	\$95.00 /Hr	\$95.00 /Hr	\$72.21 /Hr	\$83.04 /Hr	\$63.75 /Hr	\$75.00 /Hr	\$125.00 /Hr	\$125.00 /Hr	\$130.00 /Hr	\$130.00 /Hr	\$95.00 /Hr	\$95.00 /Hr	\$120.00 /Hr	\$120.00 /Hr
4. Industrial Hygienist Technician	\$60.00/Hr	\$65.00/Hr	\$70.00 /Hr	\$70.00 /Hr	\$75.00 /Hr	\$103.81 /Hr	\$42.50 /Hr	\$50.00 /Hr	\$70.00 /Hr	\$65.00 /Hr	\$65.00 /Hr	\$85.00 /Hr	\$55.00 /Hr	\$55.00 /Hr	\$87.00 /Hr	\$109.00/Hr
5. Other (such as Geologist, etc.)	\$95.00/Hr	\$105.00 /Hr	\$95.00 /Hr	\$95.00 /Hr	\$100.00 /Hr	\$100.00 /Hr	\$63.75 /Hr	\$75.00 /Hr	\$85.00 /Hr	\$85.00 /Hr	\$80.00 /Hr	\$80.00 /Hr	\$80.00 /Hr	\$80.00 /Hr	\$104.00 /Hr	\$104.00 /Hr
6. Field Technician/Inspector	\$65.00 /Hr	\$70.00 /Hr	\$70.00 /Hr	\$70.00 /Hr	\$57.09 /Hr	\$78.96 /Hr	\$42.50 /Hr	\$50.00 /Hr	\$60.00 /Hr	\$60.00 /Hr	\$65.00 /Hr	\$85.00 /Hr	\$55.00 /Hr	\$55.00 /Hr	\$87.00 /Hr	\$87.00 /Hr
7. CADD Operator	\$55.00 /Hr	\$55.00/Hr	\$70.00 /Hr	\$70.00 /Hr	\$75.00 /Hr	\$75.00 /Hr	\$46.75 /Hr	\$55.00 /Hr	\$50.00 /Hr	\$55.00 /Hr	\$65.00 /Hr	\$65.00 /Hr	\$35.00 /Hr	\$35.00 /Hr	\$101.00 /Hr	\$101.00 /Hr
8. Administrative Support	\$50.00 /Hr	\$50.00 /Hr	\$55.00 /Hr	\$55.00 /Hr	\$50.00 /Hr	\$50.00 /Hr	\$42.50 /Hr	\$50.00 /Hr	\$0.00 /Hr	\$0.00 /Hr	\$55.00 /Hr	\$55.00 /Hr	\$25.00 /Hr	\$25.00 /Hr	\$55.00 /Hr	\$55.00 /Hr
II. SAMPLE COSTS:																
9. TEM Samples (24 hour normal weekday T.A.T.)*	\$95.00 /Sample		\$35.00 /Sample		\$61.89 /Sample		\$105.00 /Sample		\$65.00 /Sample		\$95.00 /Sample		\$84.00 /Sample		\$121.00 /Sample	
10. TEM Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday)	\$150.00/Sample		\$45.00 /Sample		\$95.00 /Sample		\$350.00 /Sample		\$73.00 /Sample		\$165.00 /Sample		\$168.00 /Sample		\$199.00 /Sample	
11. TEM Samples (Processed over Federal Holiday)	\$510.00/Sample		\$45.00 /Sample		\$95.00 /Sample		\$350.00 /Sample		\$73.00 /Sample		\$165.00 /Sample		\$168.00 /Sample		\$708.00 /Sample	
12. TEM Samples (3 day T.A.T., not weekend or Federal Holiday)	\$60.00 /Sample		\$30.00 /Sample		\$45.80 /Sample		\$80.00 /Sample		\$50.00 /Sample		\$75.00 /Sample		\$59.10 /Sample		\$71.00 /Sample	
13. PLM Bulk Samples (24 hour normal weekday T.A.T.)*	\$20.00 /Sample		\$8.00 /Sample		\$11.76 /Sample		\$17.50 /Sample		\$10.00 /Sample		\$18.00 /Sample		\$10.86 /Sample		\$17.00 /Sample	
14. PLM Bulk Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday)	\$25.00 /Sample		\$9.00 /Sample		\$17.65 /Sample		\$46.75 /Sample		\$15.00 /Sample		\$75.00 /Sample		\$35.00 /Sample		\$142.00 /Sample	
15. PLM Bulk Samples (Processed over Federal Holiday)	\$100.00 /Sample		\$9.00 /Sample		\$17.65 /Sample		\$46.75 /Sample		\$15.00 /Sample		\$215.00 /Sample		\$35.00 /Sample		\$354.00 /Sample	
16. PLM Bulk Samples (2 to 5 day T.A.T., not weekend or Federal Holiday)	\$15.00 /Sample		\$7.00 /Sample		\$5.57 /Sample		\$12.55 /Sample		\$8.00 /Sample		\$15.00 /Sample		\$9.30 /Sample		\$12.00 /Sample	
17. PCM Samples - Taken on site - The cost shall be included in the hourly labor rate provided above																
18. PCM Air Samples (24 hour normal weekday T.A.T.)*	\$35.00 /Sample		\$8.00 /Sample		\$0 /Sample		\$8.00 /Sample		\$8.00 /Sample		\$8.00 /Sample		\$10.00 /Sample		\$29.00 /Sample	
19. PCM Air Samples (Weekend T.A.T. between 5 pm Friday and 6 am the following Monday)	\$45.00 /Sample		\$8.00 /Sample		\$0 /Sample		\$8.00 /Sample		\$15.00 /Sample		\$10.00 /Sample		\$35.00 /Sample		\$142.00 /Sample	
20. PCM Air Samples (Processed over Federal Holiday)	\$100.00 /Sample		\$8.00 /Sample		\$0 /Sample		\$12.00 /Sample		\$15.00 /Sample		\$20.00 /Sample		\$35.00 /Sample		\$354.00 /Sample	
21. PCM Air Samples (2 to 5 day T.A.T., not weekend or Federal Holiday)	\$15.00 /Sample		\$7.00 /Sample		\$0 /Sample		\$12.00 /Sample		\$7.00 /Sample		\$8.00 /Sample		\$8.40 /Sample		\$22.00 /Sample	
22. Lead In Water per Sample	\$25.00 /Sample		\$30.00 /Sample		\$16.89 /Sample		\$45.00 /Sample		\$10.00 /Sample		\$26.00 /Sample		\$18.00 /Sample		\$23.00 /Sample	
23. Radon Short Term Sample	\$20.00 /Sample		\$250.00 /Sample		\$ /Sample		\$42.50 /Sample		\$15.00 /Sample		\$30.00 /Sample		\$15.00 /Sample		\$24.00 /Sample	
24. Radon Long Term Sample	\$45.00 /Sample		\$265.00 /Sample		\$ /Sample		\$140.00 /Sample		\$30.00 /Sample		\$45.00 /Sample		\$18.00 /Sample		\$40.00 /Sample	
25. Microbial Samples																
Culturable Fungi – colony count and species id	\$75.00 Air/Sample		\$70.00 Air/Sample		\$66.23 Air/Sample		\$67.50 Air/Sample		\$35.00 Air/Sample		\$55.00 Air/Sample		\$82.80 Air/Sample		\$50.00 Air/Sample	
Culturable Bacteria – colony count and species id	\$75.00 Wipe/Sample		\$70.00 Wipe/Sample		\$66.23 Wipe/Sample		\$57.50 Wipe/Sample		\$35.00 Wipe/Sample		\$55.00 Wipe/Sample		\$82.80 Wipe/Sample		\$50.00 Wipe/Sample	
26. Lead Samples:																
Lead in air/personnel	\$15.00 Air/Sample		\$10.00 Air/Sample		\$43.13 Air/Sample		\$18.65 Air/Sample		\$7.00 Air/Sample		\$25.00 Air/Sample		\$11.65 Air/Sample		\$10.00 Air/Sample	
Lead on surface	\$15.00 Wipe/Sample		\$10.00 Wipe/Sample		\$14.55 Wipe/Sample		\$18.65 Wipe/Sample		\$7.00 Wipe/Sample		\$25.00 Wipe/Sample		\$11.65 Wipe/Sample		\$10.00 Wipe/Sample	
PFAS/PFOS per Sample	\$475.00 Water/Sample		\$400.00 Water/Sample		\$388.46 Water/Sample		\$45.00 Water/Sample		\$200.00 Water/Sample		\$600.00 Water/Sample		\$952.00 Water/Sample		\$708.00 Water/Sample	

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III. RENTAL EQUIPMENT COSTS:																
1. Asbestos Abatement Monitoring:																
a. Buck Pumps, SKC Pumps, High Volume Sampling Pumps, Rotometers	\$0.00 /day		Inc.		\$0 /day		\$5.00 /day		Inc.		Include		Inc.		\$0.00 /day	
b. Phase Contrast Microscope	\$0.00 /day		Inc.		\$0 /day		\$8.00 /day		Inc.		Include		Inc.		\$0.00 /day	
c. Other:	N/A				\$0 /day		\$ /day		Inc.		Cost + 10%		Inc.		\$0.00 /day	
2. Indoor Air Quality:					\$0 /day											
a. TSI Q-Trak (or similar handheld IAQ device)	\$0.00 /day		Inc.		\$0 /day		\$65.00 /day		Inc.		\$150.00 /day		\$50.00 /day		\$ /day	
b. IAQ-Calc (or similar handheld IAQ device)	N/A		Inc.		\$0 /day		\$65.00 /day		Inc.		\$150.00 /day		\$50.00 /day		\$ /day	
c. TSI Direct Read Dust Meter (or similar dust meter)	\$150.00 /day		Inc.		\$0 /day		\$50.00 /day		Inc.		\$125.00 /day		\$75.00 /day		\$288.00 /day	
d. Moisture Meter	\$0.00 /day		Inc.		\$0 /day		\$35.00 /day		Inc.		\$30.00 /day		Inc.		\$312.00 /day	
e. Other:	\$150.00/day Thermal Imaging Camera				\$0 /day		\$ /day		Inc.		\$225.00 /day Photo Ion Detector		Inc.		\$0.00 /day	
3. Microbial:					\$0 /day											
a. Sampling Equipment (Anderson, etc.)	\$0.00 /day		Inc.		\$0 /day		\$35.00 /day		Inc.		Include		Inc.		\$0.00 /day	
b. Other:	N/A		\$ /day		\$0 /day		\$ /day		Inc.		Cost + 10% Sampling media		Inc.		\$0.00 /day	
4. Miscellaneous:					\$0 /day											
a. XRF	\$200.00 /day		\$25.00 /day		\$0 /day		\$75.00 /day		Inc.		\$200.00 /day		\$100.00 /day		\$200.00 /day	
b. Ionizing Radiation Detector	\$180.00 /day		Inc.		\$0 /day		\$125.00 /day		\$125.00 /day		\$200.00 /day		\$100.00 /day		\$ /day	
c. Other:	N/A		\$ /day		\$0 /day		\$ /day		Inc.		Cost + 10%		Inc.		\$ /day	
IV. Reimbursable Costs	Overnight shipping cost + 10%						Weekend/Holiday/After hour travel time Cost of 2 hrs per Laborer requested				Any additional equipment SaLUT rents will be billed to FCPS as Cost + 10%		N/A			