COUNTY OF ALAMEDA

Questions & Answers

to

RFQ No. 901875

### for

**Landscape Maintenance for Castro Valley**

**Networking/Bidders Conferences Held on February 11, 2020**

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| **This County of Alameda, General Services Agency (GSA), RFQ Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFQ Q&A will also be posted on the GSA Contracting Opportunities website located at** [**http://acgov.org/gsa\_app/gsa/purchasing/bid\_content/contractopportunities.jsp**](http://acgov.org/gsa_app/gsa/purchasing/bid_content/contractopportunities.jsp) |

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**Responses to Questions from the Bidders Conferences and Written Questions**

1. Does the County anticipate extending the bid due date?
   1. **All bid responses for this RFQ are due on March 26, 2020 by 2:00 p.m. in the strategic sourcing portal.**
2. What additional details are you willing to provide, if any, beyond what is stated in bid documents concerning how you will identify the winning bid?
   1. **All bidders responding to this RFQ will be notified of the winning bidder with a notice of intent to award letter once the evaluation process is complete.**
3. Was this bid posted to the nationwide free bid notification website at [www.mygovwatch.com](http://www.mygovwatch.com)?
   1. **No.**
4. Other than your own website, where was this bid posted?
   1. **This bid was not posted to any other websites.**
5. Is the County able to provide the name of the current contractor and pricing for the current contract?
   1. **Please see the attached current contracts for (East) Norbridge Avenue Landscape Maintenance, Castro Valley Boulevard Landscape Maintenance, and Redwood Road/A Street (3 Sections) Landscape Maintenance.**
6. Are there restrictions on herbicides for this RFQ? Is Round Up acceptable?
   1. **Yes. The County would ask that the contractor please use sparingly, using the mulch as part of the weed abatement for each of the three project areas. The County will ensure that all weeds for the three project areas will be removed by the current contractor before the new contract start date of July 1, 2020.**
7. Can a prime bidder subcontract to fulfill the Small, Local, and Emerging Business (SLEB) requirement?
   1. **Yes, the SLEB requirement for this RFQ requires the prime bidder to subcontract a minimum of 20% of the contract value with a SLEB sub-contractor.**
8. Does the County require the prime bidder to be a SLEB for this RFQ?
   1. **There is a SLEB requirement for this RFQ. Please see (A7) for what a prime bidder can do if they are not a SLEB.**
9. Can the County provide a list of current SLEB sub-contractors for this RFQ?
   1. **Please refer to page 18 of the RFQ, section N (AWARD), item 3:**

***For purposes of this bid, applicable industries include, but are not limited to, the following North American Industry Classification System (NAICS) Code(s): 561730 and 541320*.**

**Bidders can also enter the NAICS code by using the SLEB database at the following link below:** [**https://www.acgov.org/sleb\_query\_app/gsa/sleb/query/slebmenu.jsp**](https://www.acgov.org/sleb_query_app/gsa/sleb/query/slebmenu.jsp)

1. What is the County’s definition of a SLEB?
   1. **Please refer to page 18 of the RFQ, section N (AWARD), item 3:**

***Bidders looking to apply for SLEB status must meet the County’s definition of a SLEB and submit an application to the SLEB certification unit.***

* ***A small business is defined by the United States Small Business Administration (SBA) as having no more than the number of employees or average annual gross receipts over the last 3 years required per SBA standards based on the small business’s appropriate North American Industry Classification System (NAICS) code.***
* ***An emerging business is defined by the County as having either annual gross receipts of less than one-half (1/2) that of a small business OR having less than one-half (1/2) the number of employees AND that has been in business less than five (5) years.***
* ***Must have a fixed office with a street address in Alameda County for a minimum period of 6 months and a valid business license issued by the County or a City within Alameda County.***

***For further questions regarding certification, please contact the SLEB Certification Unit at (510) 891-5500 or*** [***acslebcertification@acgov.org***](mailto:acslebcertification@acgov.org)***.***

***If the SLEB sub-contractor certification expires within the next 30-90 days of the bid response deadline, please ensure the SLEB subcontractor notes on the SLEB response page 13 of the bid response packet they are in the process of re-certification.***

1. Page 4 of Attachment 1, Mulching, Maintenance Principles and Policies item 1.1 states:

*Add additional mulch annually to ensure full coverage to a depth of 3”.*

Is the contractor required to purchase the mulch that will keep the coverage depth to three inches for all areas of maintenance for this RFQ? How much extra mulch will be needed?

* 1. **The County will amend the bid form for this RFQ as to the amount of mulch that is required for each project area.**

1. Can the County please clarify how much mulch they are supplying for this contract?
   1. **The Bidder will supply all the mulch that is needed on the RFQ per the revised bid form. Any additional mulch that is needed will be supplied by the County. The contractor will have to supply the labor that is necessary to apply the mulch in each project area.**
2. Page 5 of Bid Response Packet, Attachment 1, shrubs & groundcover states:

Is this mulch or compost? Can the County please clarify what tasks need to be performed in this section?

|  |  |  |  |
| --- | --- | --- | --- |
| SHRUBS & GROUNDCOVERS | | | |
| Prune shrubs to improve form and keep out of circulation areas. | ☒ February  ☒ July  ☒ September  ☒ November | ☒ Monthly |  |
| Treat plants for pests | ☒ All year long | ☒ As Needed |  |
| Inspect planters for damage from foot-traffic and repair | ☒ All year long | ☒ Monthly |  |
| Apply mineral nutrients to soil | ☒ February | ☒ Monthly |  |
| Trim dormant grasses | ☒ November ☒ December | ☒ Monthly |  |
| Trim expired flowers from plants (deadhead) | ☒ April  ☒ May  ☒ June  ☒ July  ☒ August  ☒ September ☒ December | ☒ Twice Monthly |  |
| Take soil sample for testing | ☒ January | ☒ Bi-Annually |  |
| Apply organic compost to rain garden planters | ☒ April | ☒ Bi-Annually |  |
| Apply mycorrhizae to all planted soil | ☒ February | ☒ Bi-Annually |  |
| Release earthworms into dry and wet gardens | ☒ January | ☒ Bi-Annually |  |
| Apply compost tea | ☒ March | ☒ Bi-Annually |  |
| Selectively replace plants | ☒ February  ☒ March  ☒ October  ☒ November | ☒ As Needed |  |
| Manage leaf litter on sidewalks, planters, and gutters at bulb outs. | ☒ October  ☒ November ☒ December | ☒ Weekly |  |

* 1. **This section is mulch, not compost. Please see Addendum No. 1 for revision to this section.**

1. Do you want bidders to include pricing for all work that is described in the tables on page 5 and 6 of Attachment 1
   1. **Yes. All tasks as needed on a weekly and/or monthly basis. Please see Addendum No. 1 for this RFQ for revisions to Attachment 1.**
2. Page 18 of Bid Response Form, Credentials, bullet point 8 states:

*Preferred that one employee who has successfully completed the Pollution Prevention Training & Certification Program for Surface Cleaners issued by the Bay Area Storm Water Management Agencies Association (BASMAA).*

Can the County please clarify what this requirement is for?

* 1. **This requirement is to ensure all trash and debris captured in the bio-swales are being removed to prevent the trash from entering the storm drains that drain to the San Francisco Bay.**

1. Backflow testing certification – can we sub-contract this part of the bid?
   1. **Yes. The sub-contractor must be a certified SLEB sub-contractor listed on page 13 of the bid response packet.**

The following participants attended the Networking/Bidders Conference and Vendor Outreach:

|  | **Company Name / Address** | **Representative** | **Contact Information** |
| --- | --- | --- | --- |
| 1. | Del Conte’s Landscaping, In.  41900 Boscell Road  Fremont, CA 94538 | Alan Hanrahan | Phone: **510-932-7252** |
| E-Mail: [**alanh@dclandscaping.com**](mailto:alanh@dclandscaping.com) |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **Yes** |
| 2. | Pacheco Landscape Management  20146 Butterflied Dr  Castro Valley, CA 94546 | Karl Pacheco | Phone: **510-760-1808** |
| E-Mail: [**karl@plm-landscape.com**](mailto:karl@plm-landscape.com) |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **Yes** |
| 3. | Del Conte’s Landscaping, In.  41900 Boscell Road  Fremont, CA 94538 | Christian Carranza | Phone: **510-299-6933** |
| E-Mail: [**christianc@dclandscaping.com**](mailto:christianc@dclandscaping.com) |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **Yes** |
| 4. | Rubicon Landscape  1952 Wright Avenue  Richmond, CA 94804 | Steve Jeffery | Phone: **510-385-2537** |
| E-Mail: **stevej@rubiconprograms.org** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **No** |
| 5. | Los Loza Landscaping  810 Hampton Road  Hayward, CA 94541 | Jorge Loza | Phone: **510-520-2657** |
| E-Mail: **loslozlandscape@yahoo.com** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB:  **Yes** |
| 6. | Botanica Exteriors  36305 Cherry Street  Newark, CA 94560 | David A. Carl | Phone: **408-454-8170** |
| E-Mail: **david@botanicaexteriors.com** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **N/A** |
| 7. | Northern Landscape Management, Inc  111 Amigo Road  Danville, CA 94526 | Antonia Cazares | Phone: **510-777-0110** |
| E-Mail: [**antonia@northern-landscape.com**](mailto:antonia@northern-landscape.com) |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **Yes** |
| 8. | New Image Landscape Company  3250 Darby Common  Fremont, CA 94539 | Donavan Agrella | Phone: **888-226-9191** |
| E-Mail: **dagrella@newimagelandscape.com** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **No** |
| 9. | Botanica Exteriors  36305 Cherry Street  Newark, CA 94560 | David Garl | Phone: **610-368-8332** |
| E-Mail: **botanicaexteriors.am@gmail.com** |
| Prime Contractor:  **Yes** |
| Subcontractor: **N/A** |
| Certified SLEB: **No** |

### EXHIBIT C

VENDOR LIST

RFQ No. 901875

Landscape Maintenance for Castro Valley

Below is the Vendor Bid List for this project consisting of vendors who have been issued a copy of this RFP/Q. This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the Small Local Emerging Business (SLEB) Program: <http://www.acgov.org/gsa/departments/purchasing/policy/slebpref.htm>.

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| **RFQ No. 901875 - Landscape Maintenance for Castro Valley** | | | | | | |
| **Business Name** | **Contact Name** | **Contact Phone** | **Address** | **City** | **St** | **Email** |
| New Image Landscape | Zavier Cabral-Artero | (510) 514-1195 | 3250 Darby Common | Fremont | CA | zcabral@newimagelandscape.com |
| Pacheco Landscape Mangement | Karl Pacheco | (510) 760-1808 | 20146 Butterfield Drive | Castro Valley | CA | karl@plm-landscape.com |
| Los Loza Landscaping | Jorge Loza | (510) 760 7498 | P.O. Box 21114 | Castro Valley | CA | loslozalandscape@yahoo.com |
| Forster-Kroeger | Raul Garcia | (415) 720-3631 | 77 Larkspur Street | San Rafael | CA | raul@forster-kroeger.com |
| Northern Landscape Management, Inc. | Danielle Keeling | (510) 777-0110 | 111 Amigo Road | Danville | CA | danielle@northern-landscape.com |
| Northern Landscape Management, Inc. | Les Keeling | (510) 760-7498 | 111 Amigo Road | Danville | CA | les@northern-landscape.com |
| Del Conte’s Landscaping, In. | Alan Hanrahan | 510-932-7252 | 41900 Boscell Road | Fremont | CA | [alanh@dclandscaping.com](mailto:alanh@dclandscaping.com) |
| Pacheco Landscape Management | Karl Pacheco | 510-760-1808 | 20146 Butterflied Dr | Castro Valley | CA | [karl@plm-landscape.com](mailto:karl@plm-landscape.com) |
| Del Conte’s Landscaping, In. | Christian Carranza | 510-299-6933 | 41900 Boscell Road | Fremont | CA | [christianc@dclandscaping.com](mailto:christianc@dclandscaping.com) |
| Rubicon Landscape | Steve Jeffery | 510-385-2537 | 1952 Wright Avenue | Richmond | CA | stevej@rubiconprograms.org |
| Los Loza Landscaping | Jorge Loza | 510-520-2657 | 810 Hampton Road | Hayward | CA | loslozlandscape@yahoo.com |
| Botanica Exteriors | David A. Carl | 408-454-8170 | 36305 Cherry Street | Newark | CA | david@botanicaexteriors.com |
| Northern Landscape Management, Inc | Antonia Cazares | 510-777-0110 | 111 Amigo Road | Danville | CA | [antonia@northern-landscape.com](mailto:antonia@northern-landscape.com) |
| New Image Landscape Company | Donavan Agrella | 888-226-9191 | 3250 Darby Common | Fremont | CA | dagrella@newimagelandscape.com |
| Botanica Exteriors | David Garl | 610-368-8332 | 36305 Cherry Street | Newark | CA | botanicaexteriors.am@gmail.com |