

CCESC RFP #FY25-01 Grounds & Turf Management

B3.1 Technical Specifications & Submittals

B. Licenses & Certifications

South Jersey Turf Consultants LLC is submitting the licenses for the team members listed below:

Pesticide Applicator Business: South Jersey Turf Consultants LLC

1634 Route 206, Tabernacle, NJ 08088

Algern Perkins III Owner/ Sole member

Algern C. Perkins III: (Owner/ Sole Member) NJ Commercial Pesticide Applicator (13, 3B, CORE)
NJ Certified Fertilizer Applicator

Joseph F. Ehrenreich, Jr.: NJ Pesticide Operator, NJ Certified Fertilizer Applicator, Spotted
Lanternfly Permit Certificate holder

Debra A. Anderson: NJ Pesticide Operator

John Wojtaszek: NJ Pesticide Operator

Robert Watson: NJ Pesticide Operator

Theron F. Knapp: NJ Pesticide Operator

Quentin N. Stewart II: NJ Pesticide Operator

Neftaly Mendez Jr.: NJ Pesticide Operator

Jake W. Marchesani: NJ Pesticide Operator

C. Diplomas

Algern Perkins III, Owner/ Sole Member

Bachelor of Science Agronomy and Environmental Science

Associates of Science in Turfgrass Management

The successful Respondent shall flag all sites where services have been performed. The successful Respondent shall accept responsibility for the replacement of non-target ornamental plants, grasses, or trees whether owned by the School or others which are determined to have been damaged or killed because of pesticide/herbicide (chemical) application performed under this contract.

Technical Specifications:

1. Submittals (shall be included with all responses)
 - a. Business Licensing: The successful respondent must supply a current NJ Public Works License Number and copy of Certificate, along with proof that shows the successful Respondent is participating with an approved NJ Apprenticeship Program for both Laborer and Operator classifications.
 - b. Licensing: The successful respondent must supply a list of personnel with a valid New Jersey Pesticide Commercial Applicator's License, New Jersey Pesticide Operators License, Pesticide Applicator Business License, Pro-Fact Fertilizer license per NJ Fertilizer Law, and Spotted Lantern Fly Permit along with current copies of said license(s) and permits.
 - c. Diplomas: The successful respondent must have a minimum of (1) degreed professional on staff with a 4-year Agronomy or Turfgrass Science degree and provide copies of said degree(s).
 - d. Equipment: The successful respondent must supply a list of equipment to be used to perform requested services.

For the following service categories – please enter pricing in the blank spaces:

Granular Application

Granular Athletic Field Applications: Are to be made with medium compact tractor with 4-wheel drive, 30 HP at the PTO or greater for improved efficiency. They are to be equipped with turf tires, foam markers, and PTO driven Lely spreaders that can control spread swath, direction of spread, precision calibration for up to 7 lbs./1000 square feet in a broadcast-to-broadcast spread in a single pass or 14 lbs./1000 square feet in a center-to-center pass.

Price per Acre with Operator and Tractor: \$ 124.00

Holiday/Weekend Price per Acre with Operator and Tractor: \$ 144.00

Materials: Wholesale Costs plus (+) % +15%

Liquid Application

Liquid Athletic Field Applications: Are to be made with Toro or comparable self-contained 175/300 Gallon units capable of applying 1 to 2 gallons per 1000 square feet with 16' Booms and efficient 17' spray swath, rate-controlled computer for automatic accuracy for improved target application per Integrated Pest Management (IPM), foam marking system, multiple precision rate adjustments, and multiple nozzle selection bodies for quick field adjustments to spray patterns due to weather.

Price per Acre with Operator and Sprayer Unit: \$ 176.25

Holiday/Weekend Price per Acre with Operator and Sprayer Unit: \$ 196.25

Materials: Wholesale Costs plus (+) % +15%

Common/Non-Athletic Grounds Application

Small Areas and Common/Non-Athletic Grounds Application: Are to be made with "Z spray" self-contained small area sprayer and fertilizer spreader or comparable capable of applying .25 gallon to 1 gallon per 1000 square feet with foam marker and spray wand for spot treatment.

Price per Acre with Operator and Sprayer Unit: \$ 176.25

Holiday/Weekend Price per Acre with Operator and Sprayer Unit: \$ 196.25

Materials: Wholesale Costs plus (+) % +15%

Hard Surface Ballfield Skins, Pavement, and Spot Application

Hard Surface Ballfield Skins, Pavement, and Spot Application: Are to be made with truck/trailer mounted sprayer unit capable of applying 1 to 3 gallons per 1000 square feet.

Price per Hour with Driver and Spray Technician: \$ 128.70

Holiday/Weekend Price per Hour with Driver and Spray Technician: \$ 163.70

Materials: Wholesale Costs plus (+) % +15%

De-thatching/Vertical Mowing Service

Large Area Dethatching/Vertical Mowing: Shall be performed by a First Products VC-60 3-point hitch deep thatch removal machine capable of depths 0 to 1.5 inches below surface. Should be powered by appropriate tractor with turf tires.

*Please note this does not include clean-up of thatch and disposal.

Price per Acre with Operator and VC-60 machine + tractor: \$ 387.50

Holiday/Weekend Price per Acre with Operator and VC-60 machine + tractor: \$ 407.50

Materials: Wholesale Costs plus (+) % +15%

Cleanup and Disposal from Thatching Operations

Large Area Cleanup and Disposal from Thatching Operation: Shall be performed by a deep power broom vacuum to remove debris; towed by an appropriate tractor with turf tires and loaded into dumpsters for haul away. Turf areas are to be blown off with large area debris blower with 160 mph wind generation or better leaving turf surfaces clear of debris.

Price per hour with Operator and Vacuum + tractor: \$ 168.85 Holiday/Wknd: \$ 188.85

Price per hour with Operator and 160 mph Blower + tractor/gator: \$ 158.55 Holiday/Wknd: \$ 178.55

Materials: Wholesale Costs plus + % +15%

Price per Hour for Operator: \$ 71.00 Holiday/Wknd: \$ 91.00

Price per Hour for laborer/assistant: \$ 58.00 Holiday/Wknd: \$ 77.00

Other equipment Rental Value plus + % +15%

Hollow Core Aeration Services

Large area Hollow Core Aeration Services: Shall be done with 40 HP PTO driven Toro 880 precision aerators or comparable with adjustable hole spacing with tightest spacing of 2x2 in. holes and 36 holes per square foot, equipped with .75 in. coring tines, depth setting of 4 in. minimum, vertical coring arms, turf guards, and roller. All cores shall be broken up using drag mats towed with tractor or utility vehicle.

Price per Acre with Operator and Aerator + tractor: \$ 449.50 Holiday/Wknd: \$ 469.50

Price per Acre with Operator and drag mat + tractor/gator: \$ 112.70 Holiday/Wknd: \$ 132.70

Hollow Core Aeration Services Cont'd

Additional Services:

- 1) Broadcasting of seed into aeration holes.
- 2) Spreading of starter fertilizer if required/requested.

Price per Acre for Operator and tractor w/Lely spreader: \$ 124.00 Holiday/Wknd: \$ 144.00
Price per Hour for laborer/assistant: \$ 58.00 Holiday/Wknd: \$ 77.00
Other equipment Rental Value plus + % +15%
Materials: Wholesale Costs plus + % +15%

Slice Seeding Services

Large Area Slice Seeding Services: Shall be performed with a 3-point hitch, PTO Driven, Slice Seeding machine with Seed hopper and dimpled roller for closing slits over seed. Slice seeder or comparable equipment should be capable of slicing depths of .25 in. to .5 in. maximum to ensure good seed to soil contact for best germination percentage.

Price per Acre with Operator and Slice Seeder + tractor: \$ 257.40 Holiday/Wknd: \$ 277.40
Materials: Wholesale Costs plus + % +15%

Additional Services:

- Spreading of starter fertilizer if necessary.

Price per Acre for Operator and tractor w/Lely spreader: \$ 124.00 Holiday/Wknd: \$ 144.00
Price per Hour for laborer/assistant: \$ 58.00 Holiday/Wknd: \$ 77.00
Materials: Wholesale Costs plus + % +15%

Irrigation Services

New irrigation system installation:

Price per hour for Forman: \$ N/A Holiday/Wknd: \$ N/A
Price per hour for Laborer: \$ N/A Holiday/Wknd: \$ N/A
Materials: Wholesale Costs plus + % N/A

Irrigation Services Cont'd

Existing irrigation system repair and/or maintenance:

Price per hour for Forman: \$ N/A Holiday/Wknd: \$ N/A
Price per hour for Laborer: \$ N/A Holiday/Wknd: \$ N/A
Materials: Wholesale Costs plus + % N/A

Grounds Repair Services

Services to include, but not limited to:

- Laser grading
- Sodding
- Top dressing
- Drill and Fill

Price per hour for Forman: \$ 71.00 Holiday/Wknd: \$ 91.00
Price per hour for Laborer: \$ 58.00 Holiday/Wknd: \$ 77.00
Materials: Wholesale Costs plus + % +15%

Synthetic Turf Surfaces

Maintenance and Grooming Services: (1) Service visit to include:

- Lightly blow all perimeters to clear debris from edges and obstacles.
- Deep power broom vacuum cleaning to remove debris and straighten fibers.
- Magnetic sweeping of surface to remove harmful metal objects/debris.
- Deep vibratory decompaction of infill to help maintain appropriate GMAX Test results.
- Up to 20 linear feet of minor seam or inlay repair are included.
- Final brooming of surface to redistribute infill into fibers.
- Spray application of Bio-Enzymatic cleaner.
- GMAX Testing with infill average depth measurements. With report to be provided.
- Maintenance summary report that includes any recommendations based on site observations and GMAX testing.

Fields less than 1 acre \$ 2,720.00
Fields 1 to 3 acres \$ 5,440.00

Additional Needs:

Materials: Wholesale Costs plus + % +15%
Price per Hour for a Technician/Field specialist: \$ 71.00 Holiday/Wknd: \$ 91.00
Price per Hour for Operator: \$ 71.00 Holiday/Wknd: \$ 91.00
Price per Hour for laborer/assistant: \$ 58.00 Holiday/Wknd: \$ 77.00
Other equipment Rental Value plus + % +15%

Synthetic/Natural Field Layout and Painting

Price per Hour for a Technician/Field layout specialist: \$ 71.00 Holiday/Wknd: \$ 91.00
Price per Hour for Operator and gas powered 5-gallon field lining machine: \$ 74.05 Holiday/Wknd: \$ 94.05
Price per Hour for laborer/layout assistant: \$ 58.00 Holiday/Wknd: \$ 77.00
Materials: Wholesale Costs plus + % +15%

Baseball/Softball Field Spring Grooming

All Baseball/Softball Field Grooming: Is to be performed with and ABI Force zero-turn infield groomer with various attachments.

Price per Hour for Operator plus ABI Force unit: \$ 138.57 Holiday/Wknd: \$ 158.57
Materials: Wholesale Costs plus + % +15%

Additional Services:

- a. Field layout and painting
- b. Mound and Batter's Box maintenance
- c. Base Anchor layout and maintenance
- d. Turf maintenance
- e. Conditioner Application

Price per Hour for a Technician/Field specialist: \$ 71.00 Holiday/Wknd: \$ 91.00
Price per Hour for Operator: \$ 71.00 Holiday/Wknd: \$ 91.00
Price per Hour for laborer/assistant: \$ 58.00 Holiday/Wknd: \$ 77.00
Other equipment Rental Value plus + % +15%

Soil Testing Services

Soil Testing: shall be comprised of 12 soil cores pulled from random locations on each field to create enough soil for laboratory testing. The following elements/conditions shall be tested: nitrate/nitrogen, phosphorous, potassium, magnesium, calcium, sodium, extractable minor nutrients (including, but not limited to manganese, boron, zinc, and copper), percentage organic matter, soil pH, excess carbonates, soluble salts, cation exchange capacity, and base saturation percentage. The soil test results shall be interpreted by the on-staff agronomist. All recommendations for corrective measures shall be submitted along with the soil analysis data to the school.

Price per Field test \$ 166.25 Holiday/Wknd: \$ 186.25

Consultative Services

Consultative Services: Shall be performed by a degreed agronomist and may include any of the following services:

- *Formal site evaluation
- *Moisture level testing
- *Cultural practice recommendations
- *Agronomic plan development.
- *Building and grounds staff training.
 1. Equipment calibration.
 2. Irrigation "how to and frequency"
 3. Mowing habit corrections
 4. Any other requested training

Price per Hour for Agronomist: \$ 237.25 Holiday/Wknd: \$ 237.25

Field Construction & Re-Construction Services *N/A*

Turn-key solution for the planning, design, installation and construction of new athletic fields or improvements to existing athletic fields. Include cost proposal with RFP response.

Miscellaneous Services

*SEE SUPPLEMENTAL/PAGE
INSERTED NEXT
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Please include line-item materials or services that your company offers that were not specifically requested above. Ex: clean fill, top soil, mulch, pruning, tree trimming, tree removal, etc. Include all relevant rates or markups for any Miscellaneous Service your company offers.

B 3.2 – Grading Metric - Respondents must achieve a total score of at least 70 points to be considered for a contract. The one /or/ multiple respondent(s) with the highest cumulative points total will be considered for a contract award.

Corporate Overview – 30 Points

Respondents must provide a company history. The Respondent must have been in business for at least five (5) continuous years. The statement shall set forth brief details of the firm's principal activities.

For the purpose of determining the Respondent's ability to perform financially, include financial statements, reports, and/or letter from your financial institution indicating your available credit range. You may include a narrative statement in this section. If Respondent is a public company, submit a copy of the most recently published annual report.

Provide at least ten current (10) customer references who have made a purchase for services within the last twelve (12) months. All references must contain contact information (company name, contact name, phone number, and email address). A series of questions may be asked of the provided references.

Performance Capability – 30 Points

Identify the contact information for the proposed primary account representative (name, email & direct phone number). If someone other than the primary account representative will be responsible for customer service and submission of required reports, indicate their contact information (name, email & direct phone number). Include a list or chart of those individuals who will be involved in support of potential customers (sales and customer service teams). Include the geographic location of those contacts.

Pricing – 30 Points

Pricing will be evaluated separately in each of the categories in B3.1. Contracts may be awarded in any or all categories, in part or in whole.

Value Add – 10 Points (Suggestions)

Marketing/Sales - Provide an overview of a marketing and strategic account plan that will demonstrate your ability to build a successful program and relationships with members and the CCESC.

Other - Provide any information that you believe to be relevant in differentiating your company, products, and service offers, for which you did not have an opportunity to communicate elsewhere in your response.

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B3.1 Supplemental for: Miscellaneous Services

South Jersey Turf Consultants is capable of performing other maintenance services for CCESC members and our clients. Some of these services include and are not limited to; adding playground mulch, both wood fiber and rubber, the grooming and maintenance of warning tracks, running tracks, and walking paths constructed of stone screening/cinders or similar materials and drainage maintenance work.

The following is our pricing for these and other services which may be requested by a member:

	<u>Price per Hour</u>	<u>Holiday/Wknd</u>
Supervisor/ management team member:	\$237.25	\$237.25
Foreperson:	\$71.00	\$91.00
Operator:	\$71.00	\$91.00
Laborer/assistant:	\$58.00	\$77.00
Equipment & Operator listed elsewhere in the proposal:	As stated	
Equipment (other) Rental value + 15%		
Materials: Wholesale cost +15%		