Working with the Private Sector: Contracting

Strategic Mgt of NNIS in the SW BLM Training Center, Phoenix, AZ
26Oct09

Lee Patrick, Restoration Ecologist
I think I would rather be managing an invasive cat project contractor.
Private Sector: Contractors

- Volunteers
- Farmers
- Tree Companies
- Landscapers
- Consulting Companies
- NGO’s
- Specific Invasive Species Control Companies
## Type of Labor Available

<table>
<thead>
<tr>
<th>Labor Types</th>
<th>Infestation Levels</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volunteers Labor</td>
<td>1-2</td>
</tr>
<tr>
<td>In House Labor</td>
<td>1-2-3</td>
</tr>
<tr>
<td>Contract Labor</td>
<td>1-2-3-4-5</td>
</tr>
</tbody>
</table>
I am working on a DuPont landfill in Delaware that has been taken over by a plethora of invasive plants. There is about 30 acres of vegetated landfill cover, 20 acres of riparian buffer and site boundary, and a soon to be installed 20 vegetative cover. DuPont is serious about controlling the invasive plants and restoring the site to native vegetation. I am proposing utilizing native grasses and wildflowers as the vegetative for the 20 acres to be capped next year. DuPont needs an estimate for the 30 year operations and maintenance cost for the new cap, basically the mowing, herbicide treatments, monitoring, and misc expenses. Can you give an estimate of what the costs might look like for this, not an official proposal, just rough numbers?
Mr. Stephens,

Thank you for allowing me to offer this estimate for the amount of:

$1,750,000,000 – $157,500

To treat 70 acres for 30 years.

I look forward to working with you in the future.

Sincerely,
Contract Vehicles

- Consultants with GSA (Geo-Marine, Tetra-Tech, SAIC)
- Small disadvantaged business
  - Minority owned
  - Women Owned
  - Veteran Owned
- NGO’s
  - Center for Invasive Plant Mgt
  - Wildlife Habitat Council
  - EPPC’s
  - Friends Groups
Contract Vehicles

- Sole Source (Good luck!)
- Subcontract on an existing contract (MOD)
- Army Corps of Engineers
- Naval Facilities Engineering Command (NAVFAC)
- Air Force Center for Environmental Excellence (AFCEE)
- Indefinite Delivery/Indefinite Quantity (IDIQ)
BIPM INVASIVE PLANT CONTRACTOR REGIONS

*Region VII comprises the Florida Keys below the Miami-Dade & Monroe County lines (Key Largo to points south)

BIPM CONTRACTORS
Applied Aquatic Management (AAM)
Aquatic Plant Management (APM)
Habitat Restoration Resources (HRR)
Native Creations (NAC)
NaturChem (NCI)
Perpetual Contracting (PEC)
Randel's (RAN)
Southeastern Chemtreat (SEC)
Walker Exotic Tree Eradication (WET)
Developing Bid Specs

• Project Description
  – Determine Your Objectives
    • Restore
    • Revegetate
    • Rehab
    • Reclaim
    • Renovate
    • Re?????
Developing Bid Specs

– Outline Your Tasks (application techniques)
  • Aerial
  • Low Volume Foliar
  • Cut and Treat
  • Mechanical

Be specific: Cut/Treat
– Cut stump to <2 inches above ground and immediately treat with 25% Garlon 3A, dye, and adjuvant.
Developing Bid Specs

- Other descriptive remarks
  - Number of acres
  - NNIP’s to be treated
  - Boundaries of the area
  - Sensitive areas to avoid
  - Topography
Developing Bid Specs

• Contractor Requirements:
  Liability/Insurance (have Certificate of Insurance with the proposal/bid)
  – General Liability ($2,000,000 aggregate)
  – Workers Comp ($500,000)
  – Bond Insurance (equal to project amount)
  – Performance Guarantee
Developing Bid Specs

• Contractor Requirements:
  – Certification for Pesticide Applicators
  – Use of GPS locators on applicators
  – Keep Pesticide Application Records readily available
  – Provide technical SOW for review (Does it correspond with NEPA recommendations?)
OFFICE OF INDIANA STATE CHEMIST

Purdue University
175 S. University St.
West Lafayette, Indiana 47907-2063

VALID CATEGORIES
2

COMMERCIAL PESTICIDE BUSINESS LICENSE

This authorization is hereby granted to engage in for-hire pesticide business in the categories listed on this form. It is valid in these categories only as long as applicant(s) currently licensed with this business hold valid certification(s) as listed.

LICENSE #: 203759
EXPIRATION DATE: 31-Dec-2009

INVASIVE PLANT CONTROL INC
2800 COLUMBINE PLACE
PO BOX 50556
NASHVILLE, TN 37205-0556

INVASIVE PLANT CONTROL INC

Pesticide Applicator License
Categories: 2
License #: F231722  Expires: 12/31/2009

MARTIN W. CLARK
INVASIVE PLANT CONTROL INC
## Daily Vegetation Management Report

**Date:**

### Client Name, Address, Phone

**Site Name, Address, Location**

### Start Time

**End Time**

### Sky Conditions

<table>
<thead>
<tr>
<th>AM</th>
<th>PM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clear</td>
<td>P/C</td>
</tr>
<tr>
<td>Calm</td>
<td>1-5 mph</td>
</tr>
<tr>
<td>6-10 mph</td>
<td></td>
</tr>
<tr>
<td>11-15 mph</td>
<td></td>
</tr>
<tr>
<td>Gusting</td>
<td></td>
</tr>
</tbody>
</table>

### Wind Conditions

<table>
<thead>
<tr>
<th>AM</th>
<th>PM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calm</td>
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<td>11-15 mph</td>
<td></td>
</tr>
<tr>
<td>Gusting</td>
<td></td>
</tr>
</tbody>
</table>

### Crew Leader/State Certification #

<table>
<thead>
<tr>
<th>Crew Leader/State Certification #</th>
<th>Hours</th>
</tr>
</thead>
</table>

### Crew Members

<table>
<thead>
<tr>
<th>Crew Members</th>
<th>Hours</th>
</tr>
</thead>
</table>

### Removal Methods Used

- Cut & Treat - Hand Sprayer
- Backpack Sprayer
- ATV Mounted Sprayer
- Kubota RTV Mounted Sprayer
- Skid Sprayer
- Rack & Squirt - Squirt Bottle
- Hand Pull
- Chipping
- Other - Describe

### Acreage/Area or Number of Plants Treated

**Species Controlled**

<table>
<thead>
<tr>
<th>Species Controlled</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Identified garlic mustard, Phragmites, Winter Creeper</td>
</tr>
<tr>
<td>Bindweed, Ground Ivy, Princess Tree</td>
</tr>
<tr>
<td>Burning bush, Jap. Honeysuckle, Purple Loosestrife</td>
</tr>
<tr>
<td>Bush honeysuckle, Jap. Knotweed, Russian Olive</td>
</tr>
<tr>
<td>Callery pear, Jap. Stilgrass, Smartweed</td>
</tr>
</tbody>
</table>

### Chemicals Used

<table>
<thead>
<tr>
<th>Chemical Name</th>
<th>EPA #</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accord Concentrate</td>
<td>62719-24</td>
</tr>
<tr>
<td>Accord XRT</td>
<td>62719-517</td>
</tr>
<tr>
<td>Aquaneat</td>
<td>228-365</td>
</tr>
<tr>
<td>Arsenal</td>
<td>241-346</td>
</tr>
<tr>
<td>Element 4</td>
<td>62719-40</td>
</tr>
<tr>
<td>Escort XP</td>
<td>302-439</td>
</tr>
<tr>
<td>Fusilade II</td>
<td>100-1084</td>
</tr>
<tr>
<td>Fusion</td>
<td>100-1059</td>
</tr>
<tr>
<td>Garlon 3A</td>
<td>62719-47</td>
</tr>
<tr>
<td>Garlon 4</td>
<td>62719-40</td>
</tr>
<tr>
<td>Garlon 4 Ultra</td>
<td>62719-527</td>
</tr>
<tr>
<td>Garlon Ultra</td>
<td>42750-60-5</td>
</tr>
<tr>
<td>Gly-4</td>
<td>72959</td>
</tr>
<tr>
<td>Habitat</td>
<td>241-426</td>
</tr>
<tr>
<td>Journey</td>
<td>241-417</td>
</tr>
<tr>
<td>Plateau</td>
<td>241-365</td>
</tr>
<tr>
<td>Ranger Pro</td>
<td>524-517</td>
</tr>
<tr>
<td>Razor Pro</td>
<td>228-365</td>
</tr>
<tr>
<td>Roundup Pro</td>
<td>524-529</td>
</tr>
<tr>
<td>Flanshine</td>
<td>62719-259</td>
</tr>
</tbody>
</table>
Developing Bid Specs

- Performance Requirements
  - List times when work can be performed
  - List holidays, weekends, or time of day work cannot be performed
  - State how and when performance will be measured and evaluated
  - Define season when each individual species can be treated
Developing Bid Specs

- References
  - At least 5 references of prior invasive work in the last 3 years
  - Summary of project and methodologies used
  - Summary of technologies used (equipment/GPS)
Projects Completed for References

I. Project Name: Non-native Invasive Species
ID/IQ, Andrew Pickens RD
USDA, Forest Service, Francis Marion Sumter, SC

Contract Agency: AG-4670-C-07-0076
USDA, Forest Service, Francis Marion Sumter, SC

Contract Number: $79,000
Winter 2008 & Winter 2009

Total Contract Value: 130 acres

Period of Performance: On the Ground Invasive Plant Management.

Approx. Area of Project: Robin Mackie

Activity: (803) 561-4071
On the Ground Invasive Plant Management.

Contact: rmackie@fs.fed.us

Phone Number: Francis Marion and Sumter NF
(803) 561-4071
Columbia, SC 2921.

E-Mail: Francis Marion and Sumter NF
Address:
Developing Bid Specs

- Performance Guarantees:
  - project timeline
  - completion date
  - specific measures based on your goals & objectives
    - Example: Control of tamarisk will exceed 90% control
  - Penalties: hold 10% back
  - Rewards: 1-2% above bid price for going over guarantee
Decide on a Contractor

1. Past Performance
2. Experience
3. Performance Guarantee
4. Proof of Selectability
5. Knowledge of your Goals
6. Price
Discussion

• Do you contract out and if so, please name some of the advantages and disadvantages?

• How do your installations work with the private sector (not just contractors, but non profits such as CIPM, etc as well)

• What obstacles prevent you from working with the private sector?