

## LCEP Steigerwald Winter 2021 Plant Materials Request for Proposal (RFP) Addendum

The following questions were submitted to the Estuary Partnership regarding the RFP.

(The question period closed on 10/15/2020).

As applicable, please incorporate the response information below into your firm's RFP.

RFPs are due on or before Friday October 23, 2020 at 5:00 PM.

### Questions

- Q1: Are you looking for 25% cuttings grown and 75% seedlings grown overall, or from each individual grower?
- A1: The Estuary Partnership's preference is for all plant stock grown from seed to provide for the greatest opportunity for genetic diversity on the restoration site. However, we will accept up to 25% rooted cuttings for a given species with the balance being grown from seed. The Estuary Partnership would prefer to purchase a given species from one contractor as opposed to splitting the quantity requested, but we will consider different purchasing scenarios based on the RFPs received.
- Q2: Can we just bid cuttings only, 25% of the total quantity of the plants I would like to bid?
- A2: A contractor may bid rooted cuttings only, however they need to make note of this deviation from the specification for each applicable species in the Price Table column titled "note any exceptions to specification or proposed substitutions". See Q3 and A3 for related response.
- Q3: Can some species be changed to allow 100% cuttings? Is it worth it for us to bid 100% cuttings, 100% quantity and just note it on the bid instead?
- A3: The specification for "Not more than 25 percent of a species may be grown from cuttings..." will not be changed, however a contractor may bid 100% rooted cuttings of the total quantity and needs to make note of this exception. The Estuary Partnership will consider different purchasing scenarios based on the RFPs received.
- Q4: Regarding the plant materials in Appendix A and Species Specifications in Appendix B, for *Alnus rubra*, *Pseudotsuga menziesii* and *Thuja plicata*, would plug15 size plugs (15cu in) that otherwise meet size requirements such as shoot height be an acceptable substitution for bare root? For the two conifer species, would the 2 growing seasons requirement still apply if they are grown as plugs, or would a plug15 grown for one season be accepted?
- A4: The Estuary Partnership's preference is for bare root material. We would consider 15 cu in. plugs that otherwise meet Appendix B "Plant Material Specifications and Special Terms" requirements, but the contractor needs to make note of this exception in the RFP Appendix A Submittal. The Estuary Partnership will consider different purchasing scenarios based on the RFPs received.
- We will not make an exception for the conifer two season growing requirement.
- Q5: Can you explain how the cost component of the score will be evaluated?
- A5: For the cost component, the Estuary Partnership will evaluate the unit prices for all of the species in common between the evaluated RFPs. (Only RFPs that conform to the instructions and meet the minimum requirements will be evaluated). For a given species, an average cost will be calculated and a point scoring scale will be assessed based on a range variance from that average (i.e. the lower the price, the higher the score). Each total individual species score will be weighed by the bid quantity for that species. Each RFP's total cost score will then be calculated by summing the total species scores. Note

proposed exceptions (ex. plug material or a higher percentage of rooted cutting stock proposed) will be weighed differently. Cost scores combined with the other Evaluation Criteria (Number species for required quantities, Sustainable Business Practices, Women and/or Minority owned businesses) will be factored into the overall Contractor score prior to ranking.

- Q6: The RFP says that the Estuary Partnership anticipates receiving half the plants in January 2021 and half in February 2021. Given a total of 260,100 plants in Appendix A, the monthly average for delivery is ~130,050. Can we assume that the Estuary Partnership would accept up to this amount at once in a given month, or would this monthly average need to be broken into multiple shipments? In other words, is there a maximum plants per day delivery quantity, or a preferred number of deliveries per month?
- A6: For the sake of providing an estimated delivery cost for the RFP, the Contractor may assume the Estuary Partnership would receive two plant material shipments (~65,250 per shipment) in both January and February 2020 for a total of four separate shipments. The actual delivery schedule with plant splits will be finalized with the Contractor(s) by December 1<sup>st</sup> 2021.
- Q7: Can planting be extended a year so that contractors can obtain the seed needed and bid and grow the entire quantities?
- A7: Due to funder grant expiration dates and site constraints, we unfortunately can not extend the planting year past the winter 2021/2022 planting period.