

## Questions & Answers

1) Is there a NAICS Code assigned to the proposed services?

**A: 561730**

2) What was the last base year award for the snow plowing and sanding? / What was the actual dollar value spent on that same year for snowplowing and sanding?

**A: HSFE01-17-P-0001 / \$60,200.00 – One base year for all snow removal/sanding/salting with no additions or deductions**

3) Who is the current incumbent?

**A: Fitch Hill Landscape & Stump Grinding**

4) I was hoping to learn whether the subject effort is a follow-on to HSFEEM10P0465 and HSFE0117P0001. If these are not the correct incumbent info, would you be willing to share the right incumbent contract number/s and vendor name/s?

**A: See answer 2, above**

5) I was unable to make the site visit. Is there an alternate date? Can we still bid if we did not make the date?

**A: Negative. There was a single mandatory site visit on September 14, 2017. No bid received from anyone not in attendance will be considered for award**

6.) Seabreeze conducts business under the "Facilities Support Services (561210)" NAICS code. Can you verify if this is the appropriate NAICS code to determine small business eligibility?

**A: NAICS Code referenced in answer 1**

7) Depending on the NAICS code, if we need to partner with a small business and act as the sub-contractor will the fact that Seabreeze was present for the walkthrough meet the requirement even though the prime contractor was not present?

**A: Proposals will be evaluated, upon receipt, for compliance with the solicitation.**

8.) How many tons/yds. Of salt were used @ this location for 2016/2017?

**A: Unable to provide these numbers**

9.) How many lbs. of ice melt were used @ this location and/or the number of bags and weight for 2016/2017?

**A: Unable to provide these numbers**

10.) The salt quote is to be estimated at 30 trips. How many trucks with a spreader were included in a single "trip" last season and what size was the spreader?

**A: Information unavailable. It can be one truck, one trip or multiple trucks, one trip. Depends on your equipment**

11.) On average, how many applications of salt were spread on each "trip" (i.e., one full application, two full applications, Two Full and one half applications)?

**A: It is expected that while on site for one "trip", the grounds will be appropriately sanded salted in line with industry standard (Full Application). A lack of application simply results in poor performance reviews**

12.) The contract states the average for snowfall includes an adjustment of a 10" variation. The salting application quote is estimated at 30 trips with no variation. If the contractor meets and for safety purposes exceeds the 30 justifiable "trips", would there be an adjustment in the contract?

**A: There should be an adjustment for this line item, as well. Please check the solicitation again**