

**PROPOSAL RESULTS FOR RFP2013-44 ENVIRONMENTAL PLANNING AND CONSULTING SERVICES
12/3/13 @ 11:00 AM**

TERM OF CONTRACT: ONE (1) YEAR			
NUMBER OF RESPONDENTS:	3		
NAME OF BIDDER	EXCEL ENVIRONMENTAL RESOURCES, INC.	BROWNFIELD REDEVELOPMENT SOLUTIONS, INC.	TETRA TECH, INC.
ADDRESS	111 NORTH CENTER DRIVE	739 STOKES ROAD - UNITS A & B	240 CONTINENTAL DRIVE - SUITE 200
CITY, STATE, ZIP	NORTH BRUNSWICK, NEW JERSEY 08902	MEDFORD LAKES, NEW JERSEY 08055	NEWARK, DE 19713
CONTACT NAME	MIKE MERINEY	MICHELE CHRISTINA	ANDY MAZZEO
TELEPHONE	732-545-9525	856-964-6456	302-283-2233
FAX	732-545-9425	732-782-0404	302-454-5988
E-MAIL	MMERINEY@EXCELENV.COM	MICHELE@NJBROWNFIELD.COM	ANDY.MAZZEO@TETRATECH.COM
STOCKHOLDER DISCLOSURE STATEMENT	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA 1	INCLUDED	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED
NON-COLLUSION AFFADAVIT	INCLUDED	INCLUDED	INCLUDED
AFFIRMATIVE ACTION STATEMENT	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED
DISCOURSE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED
EIC	CERT #21078 EXP. 4/15/2017	CERT# 37774 EXP.11/15/2019	CERT#39549 EXP.3/15/2016
60-DAY EXTENSION COMPLIANCE	YES	YES	YES
EXCEPTIONS (IF ANY)	NONE	NONE	NONE
CERTIFICATE OF INSURANCE	NEEDED PRIOR TO AWARD	NEEDED PRIOR TO AWARD	NEEDED PRIOR TO AWARD
COMPLY WITH EMERGENCY COMPLIANCE	YES	YES	YES
W-9	NOT INCLUDED	INCLUDED	INCLUDED
UNIT COST FOR PROFESSIONAL SERVICES	\$125.00	\$98.00	\$128.00
TOTAL PRICE	\$130,000.00 (SEE ATTACHED)	\$101,920.00 (SEE ATTACHED)	\$133,120.00 (SEE ATTACHED)
FATAL FLAW	NONE	NONE	NONE

Price Form
City of Trenton
Professional Environmental Planning Services

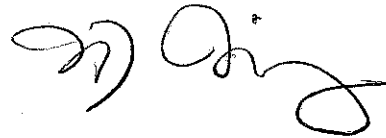
<u>TASK</u>	<u>Unit Cost (1)</u>	<u>Units/Year (2)</u>	<u>Total Cost</u>
Professional Consulting Services	<u>\$125.00</u>	<u>1040</u>	<u>\$130,000.00</u>

- (1) 1040 total labor hours based on 20 hours per week for 52 weeks (20x 52)
- (2) Unit cost will be average total labor rate for all work conducted. For consultants utilizing multiple job titles and/or billing rates, the unit cost is the average billing rate based on the workscope provided. Attach labor rate table for multiple job titles. Attach breakdown of estimated units per job title (Project Manager, Planner, etc.)

NOTE: The City of Trenton reserves the right to award all, part, or none of the work associated with this Request for Proposals.

Offeror: Excel Environmental Resources, Inc.

Date: 12/2/13





111 North Center Drive
North Brunswick, NJ 08902
Phone: (732) 545-9525
Fax: (732) 545-9425

CITY OF TRENTON RATE SCHEDULE
(Effective through 12/31/14)

Principal	\$200.00	/hour
Project Director/Sr. Project Engineer	\$200.00	/hour
Sr. Project Manager	\$175.00	/hour
Sr. Remediation Site Manager	\$150.00	/hour
Project Manager III	\$150.00	/hour
Remediation Site Manager	\$125.00	/hour
Sr. Engineer/Sr. Geologist	\$125.00	/hour
Project Manager II	\$125.00	/hour
Sr. Project Geologist/Scientist/Engineer II	\$125.00	/hour
Project Manager I	\$115.00	/hour
Sr. Project Geologist/Scientist/Engineer I	\$115.00	/hour
Assistant Project Manager	\$105.00	/hour
Project Geologist/Scientist/Engineer II	\$105.00	/hour
Project Geologist/Scientist/Engineer I	\$95.00	/hour
Field Supervisor	\$95.00	/hour
Chief Financial Analyst	\$95.00	/hour
Staff Geologist/Scientist/Engineer II	\$85.00	/hour
Staff Geologist/Scientist/Engineer I	\$75.00	/hour
CAD Operator	\$75.00	/hour
Administrative Assistant/Technician	\$75.00	/hour

Materials, Equipment & Travel Expenses


1. Outside services subcontracted by Excel, including subcontracted drilling and analytical services, will be billed at cost plus 15% to cover environmental insurance and other surcharges.
2. Mileage will be billed from the Excel Environmental Resources office to the site location at the IRS Standard mileage rate for businesses which is \$0.565/mile for 2013.

	Specific Brownfield Work • Non-EPA eligible Assunpink Greenway work (ie, HUD grant management)		
Total		1040	\$101,920

BRS'S BUSINESS ENTITY DISCLOSURE CERTIFICATION

BRS adheres to the requirements associated with the Non-Fair and Open Contracts law. BRS does not make any political contributions to any unit of local government. Attachment 11 contains completed Stockholder Disclosure Certification forms. Attachment 12 contains a completed Affidavit of Local Contributions form and Attachment 13 contains a Certification and Political Contribution Disclosure form.

Other forms required to be submitted with this proposal can be found in the Attachments to include Disclosure of Investment Activities in Iran, Affirmative Action Statement and Mandatory Language, Americans with Disabilities Act mandatory Language, Non-Collusion Affidavit, W-9 Form, and the Acknowledgement of Receipt of Addenda.



BRS
Brownfield Redevelopment Solutions, Inc.

739 Stokes Road, Units A & B, Medford, NJ 08055
t (856) 964-6456 f (732) 782-0404

PO Box 2293, Medford Lakes, NJ 08055
njbrownfield.com

**Price Form
City of Trenton
Professional Environmental Planning Services**

TASK	Unit Cost	Units/yr	Total Cost
Professional Consulting Services	\$98	1040	\$101,920

BRS'S COST ESTIMATE ASSUMPTIONS

1. This project period is one year. This proposal assumes man-hours per task as outlined in the cost proposal. Activities conducted beyond the contracted man-hours will constitute a contractual out of scope. The City of Trenton will only be invoiced for actual hours worked.
2. BRS's hourly rate will remain the same for performance period of the contract and will not be subject to increase during this time.
3. This Agreement may be modified with the mutual consent of both parties. All modifications must be made in writing and must be signed by authorized representatives of the City of Trenton and BRS.
4. The obligation to provide services under this Agreement may be terminated by either party upon five days written notice. In the event of termination, BRS will be paid for all services rendered and reimbursable expenses incurred to the date of the termination.
3. BRS shall be entitled to use, for promotional purposes, Trenton's name, a general description of the services performed, and a general description of the project, unless requested by the City of Trenton not to do so.
4. BRS will generate project invoices on a monthly basis. Payment is due upon receipt of invoice. Invoices past due for 45 days or more may be subject to a 5% finance charge.



Position	Estimated number of hours	Alternative Hourly Rate	Total
Principal	450	\$ 119.71	\$53,869.50
Staff Engineer	500	\$ 105.63	\$52,815.00
Staff Environmental Planner	80	\$ 68.07	\$ 5,445.60
Support Staff	10	\$ 39.00	\$ 390.00
Total	1040	n/a	\$112,520.00

BRS understands the need to track various projects separately in order to use different project-specific funding sources. As such, below is a projected breakdown by anticipated funding source, of the various project activities as outlined in the RFP.

Anticipated Funding source	Activity	Approximate number of Hours	Estimated budget
Work to be completed under existing BRS contract	<ul style="list-style-type: none"> Better Environmental Solutions for Trenton Storcella Federated Metals Additional EPA-eligible assessment sites 	n/a	n/a
Scarpati EPA grant	<ul style="list-style-type: none"> Scarpati site management 	153	\$15,000
Pattern Machine and Foundry EPA grant	<ul style="list-style-type: none"> Pattern Machine site and grant management 	153	\$15,000
Clinton Commerce Center EPA Grant	<ul style="list-style-type: none"> Clinton Commerce site and grant management 	153	\$15,000
DEP Lower Assunpink Creek	<ul style="list-style-type: none"> Broad and Warren Street Culvert Daylighting 	245	\$24,000
CDBG/Capital	<ul style="list-style-type: none"> Grant Applications, Award Acceptance, Grant Management and Reporting Brownfields Financing Assistance Enterprise Avenue / Floodprone Properties Project Management Brownfields Site Marketing Outreach Urban Agriculture Non-EPA eligible Site 	336	\$32,920

**Price Form
City of Trenton
Professional Environmental Planning Services**

<u>TASK</u>	<u>Unit Cost (1)</u>	<u>Units/Year (2)</u>	<u>Total Cost</u>
Professional Consulting Services	<u>\$128.00</u>	<u>1040</u>	<u>\$ 133,120.00</u>

- (1) 1040 total labor hours based on 20 hours per week for 52 weeks (20x 52)
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Offeror: Tetra Tech, Inc.

Date: December 3, 2013

Proposed Rate Schedule RFP 2013-43		
NAME	PROJECT ROLE	LABOR RATE
Casey Grabowski	Site Assessment	\$100/hr.
Charles Hill	Housing, Workforce, Outreach, Grant Procurement	\$110/hr.
Tracey Vernon	Brownfields, Land Use	\$110/hr.

REQUIRED PROPOSAL FORMS AND DISCLOSURES

Per the requirements to this request for proposals, included hereafter are the required forms to accompany Tetra Tech's submission:

- Completed Price Form
- Acknowledgement of Receipt of Addenda
- Stockholder Disclosure
- Affirmative Action Statement
- Affirmative Action Mandatory Language
- Americans with Disabilities Act Mandatory Language
- Acknowledgement of Addenda
- Non-Collusion Affidavit
- Certification and Disclosure of Political Contributions
- Disclosure of Invested Activities in Iran

COST

Tetra Tech acknowledges that this is a time-and-materials engagement, as set forth in the RFP. We propose a fee schedule based on the assumption that an average of 20 hours per week of the Tetra Tech team staff will be dedicated to the City of Trenton. Using an average hourly billing rate of \$128 per hour based on the potential projects to be completed and a project duration of one year, Tetra Tech anticipates the overall annual cost to be approximately \$133,120. Any travel expenses or other direct costs incurred to support the City of Trenton projects will be billed at cost plus 10%.

Based on similar experience supporting brownfield projects for municipalities, more than 20 hours may be spent per week by the Tetra Tech team to accommodate more complex and challenging projects, and to comply with certain mandatory timeframes required under NJDEP SRRA regulations.

PROPOSED BILLING AND PAYMENT STRUCTURE

Tetra Tech proposes to bill the City of Trenton for each project on a time-and-materials basis according to the rate chart below, and will submit an invoice by the 15th of each month for the work performed in the previous month, due in 30 days.

Proposed Rate Schedule RFP 2013-43		
NAME	PROJECT ROLE	LABOR RATE
Sandra Gaurin	Project Manager	\$140/hr.
John Mizerak	Economic Development Grants Management	\$135/hr.
Junchul Kim	Environmental Engineering, Grant Application	\$127/hr.
Mason McClellan	Urban Planner, Grants Management	\$100/hr.
Roseann Cordelli	Communications, Marketing	\$125/hr.
Emily Slotnick	Community Planner	\$70/hr.
Ralph Boedecker	Environmental Engineering	\$130/hr.
Francis Ronquillo	Site Assessment	\$70/hr.