

**INVITATION FOR BID SUMMARY REPORT
AND AWARD RECOMMENDATION**

Date: October 24, 2017

Bid Number and Title: IFB 18-10 Yard Waste Disposal

Bid Opening Date and Time: October 13, 2017, 11:00 AM

Bids Opened by: Gina Gilpin, Purchasing Agent

Witnessed by: Mike Gallagher

Total Bids Received: Two (2)

Bids were received from two (2) vendors for the subject IFB. The results of the bids are detailed on the Bid Tabulation, attached.

Freestate Farms, LLC was the low bidder with a total bid amount of **\$34,000**. Clarification was made with the vendor regarding what appeared to be a condition placed on the bid. The vendor has confirmed that the price is \$34/ton for unbagged yard waste, regardless of the volume of debris delivered. See attached email correspondence with the vendor. Freestate Farms, LLC has been determined to be a responsive and responsible bidder, and has met the specifications of the IFB.

Award is recommended to be made to:

Freestate Farms, LLC
13012 Balls Ford Road
Manassas, VA 20109

THE TOWN OF VIENNA, VIRGINIA BID NUMBER: IFB 18-10 BIDS DUE: 10/13/17 AT 11:00 AM OPENED BY: Gina Gilpin WITNESS: Mike Gallagher BID TITLE: YARD WASTE DISPOSAL DISPOSAL			Freestate Farms LLC 13012 Balls Ford Road Manassas, VA 20109 CONTACT: Douglas Ross PHONE: 703-542-4540		Loudoun Composting PO Box 221975 Chantilly, VA 20153 CONTACT: Tim Hutchinson PHONE: 703-327-8428	
DESCRIPTION	QTY	UNIT	UNIT PRICE	TOTAL	UNIT PRICE	TOTAL
Yard Waste	1,000	TON	\$34.00	\$34,000.00	\$37.00	\$37,000.00



Town of Vienna, VA
Purchasing Office
127 Center Street S
Vienna, Virginia 22180

SECTION 10. OFFICIAL TOWN BID FORM

IFB 18-10 YARD WASTE DISPOSAL

Vendor Name: Freestate Farms LLC

Address: 13012 Balls Ford Road, Manassas VA 20109

Facility Address: 13000 Balls Ford Road, Manassas VA 20109

NOTICE TO BIDDERS: The following required services shall be provided according to the contract terms and conditions of **IFB 18-10**.

*NOTE: Price is for "bagged" material because of "clear plastic bags"; if material is only delivered unbagged, in paper bags, and/or in compostable plastic bags, then the Unit Price is in fact \$32.00 / ton.)

<u>Unit Price</u>	<u>Est. Tons/year</u>	<u>Total Price</u>
\$ <u>34.00*</u> / ton	1,000	\$ <u>34,000°</u> (assuming 1,000 tons/yr) (*Total depends on actual number of tons.)

Access Availability: Please state hours of available access to landfill by the Town:

Days: Monday through Saturday

Times: 7:30 AM - 5:00 PM

Distance from 600 Mill Street SE, Vienna, VA 22180 to your location 20.0 - 21.5 miles


These may be factors in making the award.

RETURN BID FORM IN DUPLICATE. All addendums that have been issued shall be returned with the bid. It is the responsibility of the bidder to ensure that it has received all addendums.

Person to contact regarding this bid (Please print): Douglas Ross

Title: Chief Executive Phone: 703.542.4540

E-mail: Doug@FreestateFarmsVA.com

Signature:  Date: Oct. 12, 2017

By signing and submitting a bid, your firm acknowledges and agrees that it has read and understands the IFB documents and agrees to the Contract Terms and Conditions as contained herein.

See email correspondence for clarification

Gilpin, Gina

From: Gilpin, Gina
Sent: Friday, October 13, 2017 12:04 PM
To: 'Douglas Ross'
Cc: Gallagher, Michael
Subject: RE: Your Bid Submission IFB 18-10 Yard Waste Disposal

Ok – thank you for the clarification. Based on what you wrote on the bid form “total depends on actual number of tons”, it appears that you put a condition on the price based on the number of tons annually.

I will include this correspondence with your bid to clarify that the bid price at \$34/ton is not contingent on quantity.

Gina M. Gilpin
Purchasing Agent
Town Of Vienna Virginia
127 Center Street S
Vienna, VA 22180
ggilpin@viennava.gov
703-255-6359

From: Douglas Ross [mailto:doug@freestatefarmsva.com]
Sent: Friday, October 13, 2017 11:48 AM
To: Gilpin, Gina <GGilpin@viennava.gov>
Subject: Re: Your Bid Submission IFB 18-10 Yard Waste Disposal

Freestate’s per-ton prices depend on the nature of the material — namely, whether it is in plastic bags or not — not the volume of material brought in by that particular generator/hauler.

If the material is in plastic bags (or a mixed load containing some material in plastic bags), Freestate’s price is \$34.00/ton. This price does not change based on volume — 100 tons/yr, 1,000 tons/yr, 20,000 tons/yr are all charged the same per-ton prices based on whether there are plastic bags or not.

Thus, regardless of the Town’s actual volume, our price per ton is either \$34.00/ton for loads containing plastic bags or \$32.00/ton for loads that do not contain any plastic.

Apologies for the confusion, and I’m available this afternoon if further dialogue is needed. Thanks again, - Doug

Douglas Ross
Freestate Farms LLC
216.926.6662 (m)

On Oct 13, 2017, at 11:39 AM, Gilpin, Gina <GGilpin@viennava.gov> wrote:

Just to further clarify – and simplify – our price per ton is based on quantity, with at least 1,000 tons being the \$34 on your bid form?

Gina M. Gilpin
Purchasing Agent
Town Of Vienna Virginia
127 Center Street S
Vienna, VA 22180
ggilpin@viennava.gov
703-255-6359

From: Douglas Ross [<mailto:doug@freestatefarmsva.com>]
Sent: Friday, October 13, 2017 11:37 AM
To: Gilpin, Gina <GGilpin@viennava.gov>
Subject: Re: Your Bid Submission IFB 18-10 Yard Waste Disposal

Hi Gina. Thanks for the question.

- Our bid is firmly based on a per-ton cost — either \$34.00/ton for material that may come in plastic bags, or \$32.00/ton if all the material is either unbagged, in paper bags, or in compostable plastic bags.
- We have the capacity to receive and process far greater than $\approx 1,000$ tons per year, and if we win this contract, we want the Town to not feel constrained in the amount it brings to us.
- Our operating costs, however, are largely variable based on the volume of material throughput, which is why our bid (and our general pricing across the board for all customers) is based strictly on a per-ton cost.
- (• For example, if the total annual volume is 1,000 tons (and the material comes in plastic bags), then the total cost for the year would be \$34,000; if the total annual volume is 2,000 tons, however, then the total cost for the year would be \$68,000; or if the total volume is only 750 tons, then the total cost would be \$25,500; etc.)

Does this provide sufficient clarification? Please let me know if not, in which case I could try to drill down further if/where needed.

Thanks again and in advance, and kind regards, -Doug

Douglas Ross
Freestate Farms LLC
216.926.6662 (m)

On Oct 13, 2017, at 11:24 AM, Gilpin, Gina <GGilpin@viennava.gov> wrote:

Good Morning Doug,

We have opened the bids for the subject IFB, and I have a question regarding your bid submission.

On the Bid Form you indicate that the “total depends on actual number of tons”. Can you please clarify that statement in specifics?

Thank you

Gina M. Gilpin
Purchasing Agent
Town Of Vienna Virginia
127 Center Street S
Vienna, VA 22180
ggilpin@viennava.gov
703-255-6359

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Website: <http://www.viennava.gov>
Facebook: <http://www.facebook.com/TownofViennaVA>
Twitter: <http://www.twitter.com/TownofViennaVA>

<IFB 18-10 FREESTATE FARMS BID SUBMISSION.pdf>

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