



Fulton County Board of Commissioners
Agenda Item Summary

18-0935

BOC Meeting Date

12-19-18

Requesting Agency

Public Works

Commission Districts Affected

1, 2, 3, 5, 6, 7

Requested Action *(Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)*

Request approval of lowest responsible bidder - Department of Public Works, Bid# 18ITB115045A-YJ, Sanitary Sewer Easement Maintenance in the amount of \$880,761.79 with NaturChem, Inc., (Conyers, GA) to provide sanitary sewer easement. Effective January 1, 2019 through December 31, 2019 with two renewal options.

Requirement for Board Action *(Cite specific Board policy, statute or code requirement)*

In accordance with Purchasing Code Section 102-373, all competitive sealed bids of more than \$49,999.99 shall be forwarded to the Board of Commissioners for approval.

Is this Item related to a Strategic Priority Area? *(If yes, note strategic priority area below)*

Yes All People are healthy

Is this a purchasing item?

Yes

Summary & Background

(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)

Scope of Work: The contract allows a private contractor to provide water and sewer easement clearing activities along the North Fulton water and wastewater system and sewer easement clearing activities along the South Fulton wastewater system.

Community Impact: Easement clearing activities relating in particular to sewer easements may cause an impact on surrounding neighborhoods as the activities usually results in the removal of trees and shrubs that may be interfering access to the water and wastewater pipes that are located within the easement owned by Fulton County.

Department Recommendation: The Department of Public Works recommends approval of lowest responsible bidder to NaturChem, Inc. with two renewal options.

Project Implications: Easement clearing activities provides access in order to conduct maintenance and repairs to the water and wastewater system. In the event that access is impeded due to overgrown easements this could result in sewer spills and water main breaks which could impact the environment negatively and create potential health concerns.

Community Issues/Concerns: The removal of trees that disturbs the existing environment has been expressed by some neighbors of the easement areas in the past.

Department Issues/Concerns: This is a continuation of a program that has started in 2014. Over

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

18-0935

Continued

the past 3 years, approximately 220 miles of easements have been cleared and maintained

History of BOC Agenda Item: New Procurement

Contract & Compliance Information	<i>(Provide Contractor and Subcontractor details.)</i>
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Contract Value: \$880,761.79

Prime Vendor: NaturChem, Inc.

Prime Status: Non-Minority

Location: Lexington, SC

County: Lexington County

Prime Value: \$880,761.79

Total Contract Value: \$ 880,761.79 or 100.00%

Total M/FBE Value: \$-0-

Solicitation Information	NON-MFBE	MBE	FBE	TOTAL
No. Bid Notices Sent:	8	32	25	65
No. Bids Received:	2	0	0	2
Total Contract Value \$880,761.79 or 100.00%.				
Total M/FBE Values -0-				
Total Prime Value \$880,761.79 or 100.00%.				
Fiscal Impact / Funding Source <i>(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)</i>				
201-540-5459-1160: Water & Sewer Revenue, Public Works, Professional Services - \$440,380.90				
201-540-5469-1160: Water & Sewer Revenue, Public Works, Professional Services – \$440,380.89				
Exhibits Attached <i>(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)</i>				
Exhibit 1: Tabulation Sheet				
Exhibit 2: Contractor Performance Report				
Exhibit 3: Recommendation of Award				
Source of Additional Information <i>(Type Name, Title, Agency and Phone)</i>				
Roy Barnes, Deputy Director, Public Works 404-612-6317				

Agency Director Approval		County Manager's Approval
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Procurement			
Contract Attached: No		Previous Contracts: Yes	
Solicitation Number: 18ITB115045A-YJ	Submitting Agency: Public Works	Staff Contact: Roy Barnes	Contact Phone: 404-612-6317
Description: Sanitary Sewer Easement Maintenance			
FINANCIAL SUMMARY			
Total Contract Value:		MBE/FBE Participation:	
Original Approved Amount:	\$0.00	Amount: .	%. .
Previous Adjustments:	\$0.00	Amount: .	%. .
This Request:	\$880,761.79	Amount: .	%. .
TOTAL:	\$880,761.79	Amount: .	%. .
Grant Information Summary:			
Amount Requested: .	<input type="checkbox"/>	Cash	
Match Required: .	<input type="checkbox"/>	In-Kind	
Start Date: .	<input type="checkbox"/>	Approval to Award	
End Date: .	<input type="checkbox"/>	Apply & Accept	
Match Account \$: .			
Funding Line 1: 201-540-5459-1160: \$440,380.90 (pending approval 2019 budget)	Funding Line 2: 201-540-5469-1160: \$440,380.89 (pending approval 2019 budget)	Funding Line 3: .	Funding Line 4: .
KEY CONTRACT TERMS			
Start Date: 1/1/2019	End Date: 12/31/2019		
Cost Adjustment: .	Renewal/Extension Terms: .two renewal options		
ROUTING & APPROVALS (Do not edit below this line)			
X	Originating Department:	Clark, David	Date: 11/8/2018
X	County Attorney:	Stewart, Derval	Date: 11/27/2018
X	Purchasing/Contract Compliance:	Strong-Whitaker, Felicia	Date: 11/27/2018
X	Finance/Budget Analyst/Grants Admin:	Freeman, Ashley	Date: 11/8/2018
.	Grants Management:	.	Date: .
X	County Manager:	Anderson, Dick	Date: 11/27/2018

18ITB115045A-YJ - Sanitary Sewer Easement Maintenance			VENDOR NAME		VENDOR NAME	
			GEORGIA POWER COMPANY		NATURCHEM, INC.	
			ADDRESS		ADDRESS	
			1001 PRINCE AVENUE, ATHENS GA 30606		2367 ROCKAWAY INDUSTRIAL BLVD. CONYERS, GA 30012	
			TELEPHONE:		TELEPHONE	
			404-290-2473		803-542-6139 (CELL)	
			CONTACT:		CONTACT:	
			CLAY SZOKE - JCSZOKE@SOUTHERNCO.COM		COREY BOWMAN - cbowman@naturchem.net	
ITEM DESCRIPTION	UNIT	QUANTITY	UNIT \$	TOTAL	UNIT \$	TOTAL
ITEM NO. 1 - EASEMENT CLEARING						
A) Hand Clearing	SF	150,000	\$ 0.070	\$ 10,500.00	\$ 0.58	\$ 87,000.00
B) Mow	SF	217,750	\$ 0.040	\$ 8,710.00	\$ 0.01	\$ 2,177.50
C) Light	SF	1,237,000	\$ 0.055	\$ 68,035.00	\$ 0.015	\$ 18,555.00
D) Moderate	SF	1,657,000	\$ 0.105	\$ 173,985.00	\$ 0.08	\$ 132,560.00
E) Medium	SF	1,800,000	\$ 0.130	\$ 234,000.00	\$ 0.10	\$ 180,000.00
F) Heavy	SF	830,000	\$ 0.160	\$ 132,800.00	\$ 0.13	\$ 107,900.00
G) Extra Heavy	SF	400,000	\$ 0.210	\$ 84,000.00	\$ 0.18	\$ 72,000.00
TOTAL ITEM NO. 1				\$ 712,030.00		\$ 600,192.50
ITEM NO. 2 - SELECTIVE TREE REMOVAL (As Directed by the Engineer)						
A) Selective Tree - 4.1	EA	3	\$ 500.00	\$ 1,500.00	\$ 350.00	\$ 1,050.00
B) Selective Tree - 8.1	EA	3	\$ 1,100.00	\$ 3,300.00	\$ 500.00	\$ 1,500.00
C) Selective Tree - 14.1	EA	3	\$ 1,300.00	\$ 3,900.00	\$ 750.00	\$ 2,250.00
D) Selective Tree - 20.1	EA	3	\$ 1,900.00	\$ 5,700.00	\$ 1,100.00	\$ 3,300.00
E) Selective Tree - 26.1	EA	3	\$ 2,700.00	\$ 8,100.00	\$ 2,500.00	\$ 7,500.00
TOTAL ITEM NO. 2				\$ 22,500.00		\$ 15,600.00
ITEM NO. 3 - TREE STUMP GRINDING (As Directed by the Engineer)						
A) Stump Grinding - 4.1	EA	3	\$ 100.00	\$ 300.00	\$ 55.00	\$ 165.00
B) Stump Grinding - 8.1	EA	3	\$ 100.00	\$ 300.00	\$ 65.00	\$ 195.00
C) Stump Grinding-14.1	EA	3	\$ 100.00	\$ 300.00	\$ 75.00	\$ 225.00
D) Stump Grinding - 20.1	EA	3	\$ 200.00	\$ 600.00	\$ 130.00	\$ 390.00
E) Stump Grinding - 26.1	EA	3	\$ 200.00	\$ 600.00	\$ 150.00	\$ 450.00
TOTAL ITEM NO. 3				\$ 2,100.00		\$ 1,425.00
ITEM NO. 4 - EROSION AND SEDIMENTATION CONTROL: Installed Per Manual for Erosion and Sedimentation Control of Georgia						
A) Roadway for Temporary Access	SF	8,300	\$ 0.50	\$ 4,150.00	\$ 0.62	\$ 5,146.00
B) Temporary Stream Crossing Sr.	EA	3	\$ 4,000.00	\$ 12,000.00	\$ 5,000.00	\$ 15,000.00
C) Grassing (All Types)	SF	3,300	\$ 0.20	\$ 660.00	\$ 0.045	\$ 148.50
D) Mulching	SF	1,600	\$ 0.30	\$ 480.00	\$ 0.30	\$ 480.00
E) Sodding (All Types)	SF	335	\$ 1.20	\$ 402.00	\$ 0.45	\$ 150.75
F) Top Soil In Place (Tp)	CY	335	\$ 36.00	\$ 12,060.00	\$ 48.00	\$ 16,080.00
G) Reinforced Silt Fence (Sd1-C)	LF	1,675	\$ 4.00	\$ 6,700.00	\$ 3.00	\$ 5,025.00
H) Surface Stone for Site Access	CY	34	\$ 59.00	\$ 2,006.00	\$ 65.00	\$ 2,210.00
I) Rip Rap	CY	34	\$ 85.00	\$ 2,890.00	\$ 96.00	\$ 3,264.00
J) Standard Slope Matting (Mb)	SF	67	\$ 6.00	\$ 402.00	\$ 1.25	\$ 83.75

18ITB115045A-YJ - Sanitary Sewer Easement Maintenance				VENDOR NAME		VENDOR NAME	
				GEORGIA POWER COMPANY		NATURCHEM, INC.	
				ADDRESS		ADDRESS	
				1001 PRINCE AVENUE, ATHENS GA 30606		2367 ROCKAWAY INDUSTRIAL BLVD. CONYERS, GA 30012	
				TELEPHONE:		TELEPHONE	
				404-290-2473		803-542-6139 (CELL)	
				CONTACT:		CONTACT:	
				CLAY SZOKE - JCSZOKE@SOUTHERNCO.COM		COREY BOWMAN - cbowman@naturchem.net	
K) Hay Bale Check Dams (Sd 1-H)	EA	33	\$ 60.00	\$ 1,980.00	\$ 75.00	\$ 2,475.00	
L) Stone Check Dams (Rd)	EA	16	\$ 425.00	\$ 6,800.00	\$ 750.00	\$ 12,000.00	
M) Inlet Sediment Traps (Sd2)	EA	60	\$ 350.00	\$ 21,000.00	\$ 185.00	\$ 11,100.00	
N) Stream Bank Stabilization (Vegetation)	SF	33	\$ 7.50	\$ 247.50	\$ 6.71	\$ 221.43	
O) Tree Protection Fence	LF	1,600	\$ 2.30	\$ 3,680.00	\$ 2.25	\$ 3,600.00	
TOTAL ITEM NO. 4				\$ 75,457.50		\$ 76,984.43	
ITEM NO. 5 - INSTALL EASEMENT BOUNDARY MARKER							
A) County - Supplied	EA	160	\$ 10.00	\$ 1,600.00	\$ 12.50	\$ 2,000.00	
B) Contractor- Supplied	EA	160	\$ 30.00	\$ 4,800.00	\$ 25.00	\$ 4,000.00	
TOTAL ITEM NO. 5				\$ 6,400.00		\$ 6,000.00	
ITEM NO. 6 - APPLICATION OF HERBICIDE							
A) Mechanical Application	SF	670,000	\$ 0.02	\$ 13,400.00	\$ 0.01	\$ 6,700.00	
B) Manual Application	SF	33,500	\$ 0.04	\$ 1,340.00	\$ 0.025	\$ 837.50	
TOTAL ITEM NO. 6				\$ 14,740.00		\$ 7,537.50	
ITEM NO. 7 - LOCATE, EXPOSE, & FLAG BURIED MANHOLE (As Directed by the Engineer)							
A) Buried up to 2 Feet Below	VF	3	\$ 300.00	\$ 900.00	\$ 100.00	\$ 300.00	
B) Buried 2 - 4 Feet Below	VF	3	\$ 400.00	\$ 1,200.00	\$ 200.00	\$ 600.00	
C) Buried more than 4 Feet Below	VF	3	\$ 475.00	\$ 1,425.00	\$ 300.00	\$ 900.00	
TOTAL ITEM NO. 7				\$ 3,525.00		\$ 1,800.00	
ITEM NO. 8 - REMOVE & REPLACE EXISTING FENCE							
A) Wooden Fence (All Types)	SF	160	\$ 7.50	\$ 1,200.00	\$ 2.50	\$ 400.00	
B) Chain Link Fence (All Types)	SF	160	\$ 5.00	\$ 800.00	\$ 3.00	\$ 480.00	
C) Ornamental Fence (All Types)	SF	160	\$ 20.00	\$ 3,200.00	\$ 5.00	\$ 800.00	
TOTAL ITEM NO. 8				\$ 5,200.00		\$ 1,680.00	
ITEM NO. 9 - INSTALL AND REMOVE TEMPORARY FENCE							
A) Chain Link Fence	SF	160	\$ 5.00	\$ 800.00	\$ 2.84	\$ 454.40	
TOTAL ITEM NO. 9				\$ 800.00		\$ 454.40	
ITEM NO. 10 - INSTALL 10-FT WIDE GATE ON EXISTING FENCE							
A) Wooden Gate (All Types)	SF	33	\$ 10.00	\$ 330.00	\$ 14.18	\$ 467.94	
B) Chain Link Gate (All Types)	SF	33	\$ 20.00	\$ 660.00	\$ 11.94	\$ 394.02	
C) Ornamental Gate (All Types)	SF	33	\$ 33.00	\$ 1,089.00	\$ 22.00	\$ 726.00	
TOTAL ITEM NO. 10				\$ 2,079.00		\$ 1,587.96	
TOTAL BID AMOUNT - ITEM NO. 1 THRU 10				\$ 844,831.50		\$ 713,261.79	

18ITB115045A-YJ - Sanitary Sewer Easement Maintenance

VENDOR NAME	VENDOR NAME
GEORGIA POWER COMPANY ADDRESS	NATURCHEM, INC. ADDRESS
1001 PRINCE AVENUE, ATHENS GA 30606	2367 ROCKAWAY INDUSTRIAL BLVD. CONYERS, GA 30012
TELEPHONE:	TELEPHONE
404-290-2473	803-542-6139 (CELL)
CONTACT:	CONTACT:
CLAY SZOKE - JCSZOKE@SOUTHERNCO.COM	COREY BOWMAN - cbowman@naturchem.net

OWNER - DIRECTED ALLOWANCES						
A) Utility Conflict Resolution				\$	33,500.00	\$ 33,500.00
B) County- Supplied Materials				\$	33,500.00	\$ 33,500.00
C) Easement Verification Survey				\$	33,500.00	\$ 33,500.00
D) Contingency				\$	67,000.00	\$ 67,000.00
TOTAL - OWNER - DIRECTED ALLOWANCES				\$	167,500.00	\$ 167,500.00
GRAND TOTAL:					\$1,012,331.50	\$880,761.79
BIDS MAILED			NO RESPONSE:			ASSISTANT PURCHASING AGENT:
BIDS RECEIVED: 6			NO-BIDS:			CHIEF ASSISTANT:
						DEPT. AUTHORIZATION:

DEPARTMENT OF PURCHASING & CONTRACT COMPLIANCE

CONTRACTORS PERFORMANCE REPORT
CONSTRUCTION SERVICES

Report Period Start	Report Period End	Contract Period Start	Contract Period End
6/1/2018	9/30/2018	1/1/2018	12/31/2018
PO Number			PO Date
540171TB105057 A-MH			1/2/2018
Department	Public Works		
Bid Number	540171TB105057 A-MH		
Service Commodity	Sanitary Sewer Easement Maintenance		
Contractor	NaturChem, Inc.		

0 = Unsatisfactory	<i>Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.</i>
1 = Poor	<i>Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.</i>
2 = Satisfactory	<i>Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.</i>
3 = Good	<i>Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.</i>
4 = Excellent	<i>Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.</i>

1. Project Development (-Specification Compliance – Technical Excellence – Reports/Administration – Personnel Qualification)

Comments:

0

1

2

3

4

NaturChem, Inc. is always responsive and efficient in addressing customers complaints and their key employee is always very professional and has excellent customers service skills when dealing with us and our customers.

2. Design (-Were Milestones Met Per Contract – Reliability – Responsiveness to Direction/Change – On Time Completion – Liquidated Damages)

Comments:

0

1

2

3

4

NaturChem response time is good and they have always met the requirements per the contract.

3. Award - Proposal Development (-Met Timeless/Due Dates - Reasonable/Cooperative - Flexible/Motivated - Prompt Problem Notification)

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- 0
- 1
- 2
- 3
- 4

Comments:

NaturChem always respond to inquiries on time and prompt in addressing problem when one arises.

4. Construction (-Mobilization Timely – Were Milestones Met – Met/Exceeded Specifications – Within Budget Performance – Proper Invoicing – Quality of Work – Responsive to Owner)

- 0
- 1
- 2
- 3
- 4

Comments:

NaturChem quality of work is excellent and they always submit their monthly invoice on time.

5. Closeout Action and Contractors Key Personnel (-Effective Management - Credentials/Experience - Ability to Accomplish Mission - Conduct)

- 0
- 1
- 2
- 3
- 4

Comments:

NaturChem lead staff (Project Manager) for this project has an excellent customer service and communication skills.

Overall Performance Rating: 3.6

Would you select/recommend this vendor again? (Check box for Yes. Leave Blank for No) <input checked="" type="radio"/> Yes <input type="radio"/> No	Rating completed by:	charles.nezianya
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Department Head Name	Department Head Signature	Date
David Cleric		10/25/2018



DEPARTMENT OF PUBLIC WORKS
INTEROFFICE MEMORANDUM



TO: Felicia Strong-Whitaker, Director, Purchasing
FROM: David Clark, Director *DC*
DATE: October 25, 2018
SUBJECT: 18ITB115045A-YJ - Sanitary Sewer Easement Maintenance

On September 20, 2018, the Department of Purchasing opened the subject Invitation to Bid (ITB). There were two (2) responses. NaturChem, Inc. provided the overall lowest responsive and responsible bid.

Therefore, the Department of Public Works is recommending award to the overall lowest responsive and responsible bidder, NaturChem, Inc. in the amount of \$880,761.79.

Funding is available in the following accounts (pending approval 2019 budget):
201-540-5459-1160: \$440,380.90
201-540-5469-1160: \$440,380.90

If you require additional information, please contact David Clark 404-612-2804.

cc: [Handwritten initials] Roy Barnes, Deputy Director, Public Works
[Handwritten initials] Tony Moore, Deputy Director, Public Works
[Handwritten initials] Janice Dickenson, Material Management Manager, Public Works
[Handwritten initials] Charlie Crockett, Chief Assistant Purchasing Agent, Purchasing

P.O.B