



Attachment A
ST. BERNARD PARISH
DEPARTMENT OF PUBLIC WORKS
 1125 East St. Bernard Highway
 Chalmette, LA 70043

Closing Date: December 1, 2016 at 10:00 a.m.

REQUEST FOR PROPOSALS (RFP)

Subject: Parishwide Blight Abatement Program
 Grass Cutting services for Adjudicated
 Residential Property

Company Lombardo Industries LLC.
 Federal Tax I.D. No. 26-3968397
 Street Address 4405 Burke Drive
 City Metairie
 State La Zip Code 70003
 Telephone: 504-610-1745 Fax _____
 E-Mail steve@lombardoindustriesllc.com

Name Steve Lombardo Jr
 [PRINT OR TYPE]
 Signature* [Signature]
 Title Owner
 Date 12/1/16

**Authorized Signature: The signer declares under penalty of perjury that she/he is authorized to sign this document and bind the company or organization to the terms of this agreement.*

FOR CONSIDERATION AS A RESPONSIVE SUBMITTAL, THE FOLLOWING IS REQUIRED:

- 1) All information on this Request for Proposal page must be completed.
- 2) This page must be signed with an original signature.
- 3) Submittals are due on or before the exact closing date and time. Submittals received after the exact closing date and time will NOT be considered. If hand delivering, please allow enough time for travel and parking to submit by the closing date and time.

RECEIVED

DEC 01 2016

PUBLIC WORKS

FOR FURTHER INFORMATION CONCERNING THIS RFP, PLEASE CONTACT:

Jason Stopa, Director – Director, Department of Community Development E mail: jstopa@sbsp.net 504-355-4427

Teri Doskey, Executive Assistant/Office Manager E mail: tdoskey@sbsp.net 504-278-4314

Key Personnel

1. Personnel qualifications and experience including resumes of key personnel including length of service with the company, professional education and experience to be utilized to execute the work. If more than one company is involved, please indicate the anticipated share of the project that will be handled by each partner and the lead company.
2. Identical information for any subcontractors or project partners expected to participate in the project.
3. Project organizational chart with a designated primary point of contact for the project team.

Professional Capabilities and Experience

1. Provide a list of similar projects involving identical work (minimum of three), the cost and the client contact information for those projects.
2. Provide a brief Letter of Interest describing the company's interest, capabilities, and qualifications for this project (please limit to two pages)

Cost Proposal

Cost proposals shall be presented by service descriptions identified in the table below. Proposed cost shall be a fixed fee/lump sum price inclusive of all indirect and direct cost including all expenses related to completion of the assigned properties along with consultation with SBPG representatives.

Provide lump sum costs for the following:

SERVICE DESCRIPTION	LUMP SUM VALUE
CUT PER PROPERTY	\$ 8.00
EDGE PER PROPERTY	\$ 8.00
BLOW GRASS FROM STREET AND ADJOURNING PROPERTIES PER PROPERTY	\$ 8.00

SECTION IV: EVALUATION CRITERIA AND SELECTION PROCESS

The procedures for the selection of the firm(s) will be in accordance with the Community Development Block Grant (CDBG) rules and guidance and procurement policies of SBPG. All responses received will be evaluated in accordance with the selection criteria. SBPG reserves the right to hire multiple grass cutting firms. All responses will be evaluated based on the relative merits of the proposal received in addition to price. The following criteria and point scoring will be followed:

Overview:

Since 2006, Lombardo Industries LLC has been creating and maintaining landscapes for clients throughout southeast Louisiana. We are a complete landscaping and lawn maintenance company that accommodates projects of any size.

Lombardo Industries currently employs two key personnel. They are two of our original employees. Maximo Garcia and Jose Pagunda.

- Maximo has been in the business for 16 years, and with Lombardo Industries for 10. He is skilled in all aspects of the landscaping business. He also has almost as much experience as the owner when it comes to work order tracking contracts, because he has been the foreman over all St. Bernard Parish work for the past 5 years.
- Jose has been with Lombardo Industries for 9 years. With no prior experience he was hired due to his work ethics, quickly learning the landscape business. He is now the foreman over all Jefferson and Orleans Parish work.

Letter of Interest

Lombardo Industries would like to continue our relationship with SBPG and the adjudicated property program. Through our four years of direct employment with SBPG we have demonstrated the ability to complete any task given to us. Whether it be managing over 200 LLT properties at the start of our employment, or our newly appointed section of neutral grounds, we have always received praise on our quality of work.

Lombardo Industries maintains top-notch equipment, so that we never experience down time. We have a great working relationship with Gulf Coast Bank and numerous lines of credit through Gulf Coast and Kubota Equipment in the event that we would need anything; from more working capital for employees to more equipment for bigger jobs.

Approach:

Prior to bid submittal:

Steve Lombardo Jr (Owner) and Maximo Garcia (Foreman) inspected all sites and verified measurements. This allows Lombardo Ind to give the most accurate and competitive price.

Prior to contract start date:

Lombardo Ind will inspect all routes awarded for anything out of the ordinary (Excessive debris, very tall grass, etc...) and report back to SBPG. This will help ensure a fair start.

During contract:

Lombardo Ind will maintain adjudicated properties within all schedules and guidelines. To be sure of this, we plan to use this method:

- The project manager will receive the properties awarded from SBPG. He/she will then arrange the best route possible and generate a schedule for crews to follow.
- Crews will start on first day allowed(weather permitting) and turn in pictures daily.
- If large debris needs to be taken away, a member of the crew will make a note in his daily log so that project manager can assign someone to remove it the next possible day.
- After all cutting has finished, Lombardo Ind will then confirm with SBPG that all photos have been uploaded and all guidelines met.
- Invoice for month will be submitted to SBPG along with all daily work reports if required.

References:

- Schoen Funeral Home. 2 years- present. Patrick Schoen 504-482-2111
- Greenwood Funeral Home. 2 years- present. Charlie Eagan 504-486-0880
- Tharp Sontheimer Funeral Home. 2 Years - Present. Billy Henry 504-835-2341
- Chateau DiJon Apartments. approx. 15 acre site, 750 units. 5 years - Present. Diana Comeaux 504-837-0305
- Tangelwood Apartments. 12 acre site, 550 units. 2 years- present. George 504- 388-9188
- Audubon Village Apartments. 6 acre site. 95 units. 2 years - present. George 504- 388-9188
- St. Louis King of France School. Metairie, La. 1 year - Present. Pam Schott 504-650-0025
- Jumonville Subdivision. Mearaux, La. 2 year - Present. Debbie Taffaro 504-339-9188
- 147 Louisiana Land Trust Lots. St. Bernard Parish. Did 537 for Taskforce LLC before SBPG took over. 4 years - Present. Cliff Zeairs 504-278-4307
- St. Bernard Parish Neutral Grounds. approx 41 acres. 4 months. Ray Doran 504-278-1002
- St. Bernard Parish Adjudicated Properties. managed 250 in zone H. 4 months. Cliff Zeairs 504-278-4307
- 40 high-end residential lawns throughout Lakeview, Chateau Estates, Old Metairie, and Eastover. 8 years

Equipment List:

- (1) 2008 Exmark 46" ZTR mower
- (1) 2016 Exmark 46" ZTR mower
- (1) 2010 Kubota Diesel 60" ZTR mower
- (1) 2013 Kubota Diesel 60" ZTR mower
- (2) 2014 Kubota Diesel 60" ZTR mowers
- (1) 2016 Kubota Diesel 60" ZTR mower
- (1) 2015 Kubota SVL75 bobcat w/ grapple bucket and bush hog
- (4) Sthil FS250 weed-eater
- (11) Redmax TR2660s weed-eaters
- (2) Redmax FH250 stick edgers
- (1) Shindaiwia LE261 stick edger
- (2) Redmax CHTZ2401 Hedge Trimmers
- (1) Redmax PSZ2460S Pole Saw
- (2) Redmax EBZ7150 backpack blower
- (4) Redmax EBZ8150 backpack blower
- (2) 4gal backpack sprayers
- (1) 25gal electric sprayer
- 2010 Kubota MX5100 tractor with 6ft bush-hog
- (1) 2004 Ford F-250 Superduty with Landscape Bed
- (1) 1999 Ford F-250 Superduty with Landscape Bed
- (1) 2015 Dodge Ram 3500
- 2015 7x16 Dump Trailer