



ROTOLO CONSULTANTS INCORPORATED
38001 BROWNSVILLE RD, SLIDELL, LA 70460 PH 985-643-2427 FAX 985-643-2691

December 1, 2016

**St. Bernard Parish Government
Department of Public Works
1125 E. St. Bernard Hwy.
Chalmette, LA 70043**

RE: Parishwide Blight Abatement Program Grass Cutting Services for Adjudicated Residential Property

To whom it may concern:

RCI is pleased to present our proposal for the above referenced project. RCI fully understands the extent and scope of the work required under the RFP and is willing to perform these services and enter into a contract with St. Bernard Parish Government. We will provide the necessary staff, equipment and management to successfully prosecute the work consistent with the RFP.

Within our proposal we have provided a comprehensive response with all important information pertinent to this project.

We are excited to have the opportunity to be involved in this project and look forward to continuing to work with St. Bernard Parish Government in the future.

Sincerely,
Rotolo Consultants, Inc.
www.rotoloconsultants.com

Keith Rotolo
President

RECEIVED

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PUBLIC WORKS

Proposer Qualifications and Experience:

Rotolo Consultants, Inc., (RCI) has been conducting business in the Green Industry since 1964. We are ranked in the top 30 companies in our industry nationwide.

RCI is proud of the team of over 400 employees that comprise our company. We have a number of degreed professionals, long-term supervisors and superintendents and well experienced technicians. Our staff includes landscape architects, engineers, environmental specialists, licensed irrigation installers, licensed horticulturists, golf course superintendents, turf agronomists and so on.

Over the last five decades, RCI has grown to a company that has offices and operations in most of the Southeast region including Louisiana, Mississippi and Tennessee. Our experience and scopes of work are varied. Our core divisions include our Landscape Maintenance Division, Landscape and Irrigation Division and our Pool and Light Construction Division. Our Landscape Maintenance Division currently employs a number of four-year degreed professionals with degrees ranging from Environmental Services to Horticultural Majors to Turf Science majors.

RCI landscape maintenance services range from interstate right-of-way mowing, airports, municipalities, and Federal military installations, as well as high-end casino resorts, retail centers, medical centers, and industrial parks.

Built within our entire proposal are the staff and equipment to assure a quality project. Historically, we have a retention rate of over 97% on existing landscape maintenance clientele. This does not happen by accident, but only through proper management and staffing with checks and controls that makes sure everyone is held responsible for their area of work. Most of our management staff has moved up through the ranks of our company and are long term employees which assures our clients of a tried and tested team. Our average tenure among senior staff is in excess of 10 years.

Staff:

Regarding our staff, RCI has been enrolled in the E-Verify program since its inception. This program ensures that all of our staff assigned to your project are legal U.S. citizens or are registered with the Department of Homeland Security and have been authorized to work in the United States as required per law. This means that RCI will employ a fully documented workforce that has undergone all necessary vetting and background checks as required. This is a critical component of the services offered by RCI as employees will be working among the public on a regular basis.

RCI is currently maintaining a number of similar projects throughout the southeast region. One of the keys to our success has been the consistency of the project management. The manager that will be assigned to this project is Miles Mick. Miles has firsthand experience in managing these properties for St. Bernard Parish.

Specific to this project, we anticipate staffing this project with a 4-5 man crew. Our crew will include a supervisor, operators and laborers to operate our 72" diesel Z-turns, string trimmers, edgers and blowers. With our staffing capabilities and top of the line equipment, we will be able to service any additional lots upon request.

With the proper management personnel in place we will then provide the necessary equipment needed to complete the work.

Equipment:

RCI fully understands the equipment requirements for a project of this size. RCI currently owns all of the equipment that is applicable to this project and continually upgrades equipment as necessary. This equipment ranges from zero-turn riding mowers, to light equipment such as walk-behind mowers, string trimmers, power edgers, power blowers, spray rigs, etc.

RCI's current equipment and vehicle assets are in excess of \$6 million with an available equipment line of credit of over \$6 million.

References:

Below we have provided a summarized client list that pertains to this project.

Our client list exemplifies the vast amount of experience and expertise RCI has obtained from working with local, state and federal agencies along with a variety of commercial properties over the last 50 years.

St. Bernard Parish Government

Vacant Lot Mowing and Litter Removal
Contact: Ray Durand, 504-278-1002
\$200,000+

LDOTD

Right of Way Mowing and Litter Removal
Contact: Brett Pounds, 985-607-8005
St. Tammany Parish- Interstate 10 and 59
\$50,000+

LDOTD

Right of Way Mowing and Litter Removal
Contact: Scott Rome, 504-437-3127
Jefferson Parish- Interstate 10 and Earhart Blvd
\$50,000+

LDOTD

Right of Way Mowing and Litter Removal
Contact: Therissa Scivicque, 985-232-1692
Lafourche and Terrebonne Parishes- Highway 90
\$50,000+

Orleans Parish Levee Board

Levee Mowing and herbicide applications
Contact: Earl Kugelmann, 504-782-2797
6290 Franklin Avenue
New Orleans, LA 70122
\$50,000+

City of Memphis

Mowing and litter removal of over 400+ locations throughout the city
Contact: Robert Knecht, Director of Public Works, 901-636-6762
Memphis, TN
\$2,000,000+



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 RCI
Federal Tax I.D. No. 172-1285520
Street Address 38001 Browns Village Rd
City Slidell
State LA Zip Code 70460
Telephone: 985-643-2427 Fax 985-643-7691
E-Mail Kmrotolo@rotoloconsultants.com

Name Keith Rotolo
[PRINT OR TYPE]
Signature* [Signature]
Title President
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.

FOR FURTHER INFORMATION CONCERNING THIS RFP, PLEASE CONTACT:

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

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

RCI

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	\$20.00
EDGE PER PROPERTY	\$ 7.50
BLOW GRASS FROM STREET AND ADJOURNING PROPERTIES PER PROPERTY	\$ 7.50

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:

Miles Mark Mick

1019 Teddy Ave. Slidell, LA 70458 • (985)290-8739 • mick.miles6@gmail.com • linkedin.com/in/milesmick

Professional Experience

Rotolo Consultants Inc, Slidell, LA

June 16, 2014-Present

Area Manager, Maintenance Division

- Maintain multiple contracts for over a half a million dollar market, to include the New Orleans Lakefront and Lakefront Airport, Valero Meraux Refinery, City of Slidell, Kemron, Abita Airport, properties for St. Bernard Parish and previously the University of New Orleans.
- Operate market that mobilizes all the diverse mowing equipment Rotolo Consultants Inc. offers.
- Price, sell, and complete enhancements and additional services to property contract managers.
- Strategize logistics with equipment package to have all required services per property completed and billed monthly.
- Manage budget for market, keeping equipment operational and projects completed in budgeted time.
- Efficiently work with other teams to complete assignments and identify and resolve complications.
- Complete weekly administrative work, including time entry for employees, weekly reports for manager, Track and document project hours for each service.
- Hire and train employees to complete projects in budgeted time and with the highest quality of work.

Money Hill Golf and Country Club, Abita Springs, LA

January 11, 2013- June 13, 2014

Golf Course Assistant Superintendent

- Acting Superintendent during 3 month interim period, manage budget and keep the course up to Money Hill Standards.
- Determine, delegate, supervise, and participate in daily tasks to include management of agronomy staff, mowing playing surfaces, fertilizing greens, and proper set up of the course.
- Actively participate in the strategy, planning and implementation of long-term projects while supervising agronomy staff to ensure efficient and effective completion.
- Obtain commercial pesticide applicators license.
- Supervise and guide the spray technician to ensure the proper use and preparation of appropriate chemicals.
- Assist in training agronomy staff to properly operate machinery used in caring for specific areas of the course.
- Management of agronomy staff responsible for bunker repair.
- Plan the schedule of agronomy staff for large tournaments to ensure course is properly and sufficiently set up to Money Hill standards.
- Utilize an active working knowledge of the Money Hill irrigation system to locate valves and heads to properly repair systems as needed.
- Identify diseases on greens.

Tchefoncta Golf and Country Club, Covington, LA

May – July 2012

Apprentice Superintendent, Agronomy Staff

- Rehabilitation of green post hydraulic leak, using innovative methods to enhance revival time.
- Administer fertilizer to greens following cultural practices of aerification.
- Operate the spray rig for plant growth regulators, and some pesticides under supervision of a chemical licensed coworker, while gaining a practical knowledge of rig calibration, and chemical mixing.
- Perform irrigation systems repair following leaks.
- Troubleshoot a malfunctioning automated irrigation system.

Le Triomphe Golf and Country Club, Broussard, LA

May - August 2011

Apprentice Superintendent, Agronomy Staff

- Assist with set up and mowing of playing surfaces for Nation Wide Chitimacha Open Tournament 2012.
- Administer fertilizer to greens following cultural practices of aerification.
- Implement irrigation systems repair when leaks occur, and make adjustments to greens sprinklers for most efficient use of irrigation water.

Education

University of Louisiana Lafayette

August 2008 – December 2012

Horticulture & Landscape Management, Minor in Business Management

Relevant Coursework

Marketing 345, Management 320, Business Law 310

Louisiana Department of Agriculture and Forestry

October 2013

Commercial Pesticide Applicator- Ornamental and Turf Control, General Standards

Obtained TWIC card and have passed Basic Safety and Site Specific for Valero Meruax

Organizational Management Chart

