

State of Maine
Master Score Sheet

RFP# 202410188						
Frye Mountain WMA Herbicide						
		Bidder Name:	Legacy Woodlot Services	Trail & Earth LLC		
		Proposed Cost:	\$49,950	\$19,500		
Scoring Sections	Points Available					
Section I: Preliminary Information	Pass/Fail	Pass	Pass			
Section II: Organization Qualifications and Experience	30	25	25			
Section III: Proposed Services	40	40	0			
Section IV: Cost Proposal	30	11.71	30			
TOTAL	<u>100</u>	<u>76.71</u>	<u>55</u>			

Award Justification Statement
RFP# 202410188 – Frye Mountain WMA Herbicide

I. Summary

This RFP is to target non-native invasive terrestrial plants as identified by the State of Maine for herbicide treatment at the Frye Mountain Wildlife Management Area (WMA). 250 acres of roadsides, field edges, and interior forest will be surveyed for the killing of these target plants for the release and promotion of native plants, shrubs, and trees for wildlife habitat. Bidders were asked to propose plans to remove as many of these targeted invasive plants with as little damage to native plants and wildlife as possible.

II. Evaluation Process

A team of four IF&W employees were asked to review and evaluate bids submitted for this RFP. All four employees are licensed commercial herbicide applicators who have treated invasive plants at the Frye Mountain WMA. They are uniquely qualified to review the bids for this RFP because they have literally done the scope of work outlined in the RFP. They individually reviewed the bids and then evaluated them together to reach a team consensus to make an award.

III. Qualifications & Experience

- Meets the requirements for subcontracting, litigation, certification, and insurance
- Additional licenses in category 2 forest, category 5A aquatic, and category 6A right of way management are all applicable to the RFP and will benefit the job being done

IV. Proposed Services

- Overall, the winning bidder's proposed services plan was far more detailed and directly addressed the many challenges of this multifaceted project as outlined in the RFP
- Included a plan to increase work capacity if needed
- Proposed different chemicals, adjuvants, and mixes based on plant species, plant size, density of plants, and time of year
- Work plan is adaptable based on seasonal variability, treatment effectiveness, and work capacity

V. Cost Proposal

Though the winning bid is significantly higher than the other submitted bid, it is far closer to our expectations of how much time this project will take. A direct comparison between the hourly rates of both bids show that the winning bidder has a lower cost per hour. The winning bidder is the only one to factor in travel costs into the proposal.

VI. Conclusion

Both bidders are qualified in terms of qualifications, experience, and total costs being under budget. However, only the winning bidder provided a work plan that made the evaluation team feel confident that the RFP's scope of work could be completed on time and to the level of satisfaction asked for in the RFP. The winning bidder proposed different methods of treatment for different targeted species of plants according to size, time of year, and density of native vegetation. The timeline chart showed progress goals to hit throughout the contract period and factored in plans for follow up treatments, weather variability, and additional work capacity. The other bidder proposed one method of treatment regardless of plant species, plant size, and time of year. Furthermore, details on adjuvants and chemical concentrations were missing from the other bidder's proposed services. This did not inspire confidence in the evaluation team. The estimated hours of work by the other bidder were not considered realistic by the evaluation team.



**STATE OF MAINE
DEPARTMENT OF INLAND FISHERIES
AND WILDLIFE**

**Janet T. Mills
Governor**

**Judith A. Camuso
Commissioner**

AWARD NOTIFICATION LETTER

March 6, 2025

Legacy Woodlot Services, Inc
51 Veazie St.
Old Town, ME 04468

**SUBJECT: Notice of Conditional Contract Award under RFP # 202410188,
Frye Mountain WMA Herbicide**

Dear Hunter Manley:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Inland Fisheries and Wildlife for Frye Mountain WMA Herbicide. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Legacy Woodlot Services, Inc

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink that reads "John Chappen". The signature is written in a cursive style with a large initial "J" and "C".

John Chappen, Forester II
16 Cobb Rd
Enfield, ME 04493

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).



STATE OF MAINE
DEPARTMENT OF INLAND FISHERIES
AND WILDLIFE

Janet T. Mills
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Commissioner

AWARD NOTIFICATION LETTER

March 6, 2025

Trail & Earth, LLC
9 Langdon Rd
Richmond, ME 04357

SUBJECT: Notice of Conditional Contract Award under RFP # 202410188,
Frye Mountain WMA Herbicide

Dear John Pratte:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Inland Fisheries and Wildlife for Frye Mountain WMA Herbicide. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- Legacy Woodlot Services, Inc

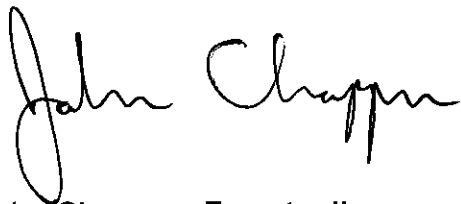
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John Chappen, Forester II
16 Cobb Rd
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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER: Legacy Woodlot Services
DATE: 2/20/2025

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Department of Inland Fisheries & Wildlife
NAME OF RFP COORDINATOR: Leigh E. Hoar III
NAMES OF EVALUATORS: John Chappen, Leigh Hoar, Daniel Hill, Kendall Marden

SUMMARY PAGE

Pass/Fail Criteria		
	Pass:	Fail:
Proposal Cover Page	Pass	
Responsible Bidder Certification	Pass	
Eligibility Requirements	Pass	
	Points Awarded:	
Numerical Score:		
Section II. Organization Qualifications and Experience (Max: 30 Points)	25	
Section III. Proposed Services (Max: 40 Points)	40	
Section IV: Cost Proposal (Max: 30 Points)	11.71	
TOTAL POINTS (Max: 100 Points)	76.71	

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER: Legacy Woodlot Services
DATE: 2/20/2025

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

Total Points Available: 30 Score: 25

Evaluation Team Comments:

***Grading Scheme:**

5 points for each sub category within Section II.

-25 points for meeting minimum requirements

-5 bonus points for exceeding requirements in a way that's applicable to the RFP

- (P) Great explanation of education and experience and how it relates to the scope of work outlined in the RFP
- (P) addresses seasonal variables with plant growth and herbicide effectiveness
- (N) file #2 is corrupted, we can not view 3 project examples
- (P) licensed in category 2 forest, category 5A aquatic, and 6A right of way management which are applicable to this RFP
- (P) meets requirements for subcontractors, litigation, certification, and insurance

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER: Legacy Woodlot Services
DATE: 2/20/2025

**EVALUATION OF SECTION III
Proposed Services**

Total Points Available: 40 **Score: 40**

Evaluation Team Comments:

Proposed Services

- (P)highly detailed plan that accounts the multifaceted nature of this project
 - addresses native plant density and how to reduce damage and impacts to non-target species
 - various different chemicals and methods (including mechanical treatments, foliar, basal, etc) according to plant species and size and time of year
 - includes a plan for georeferenced mapping and GPS tracking of treatment areas and follow up needs
 - proposed methods account for efficiency and efficacy
 - plan includes proper treatment around water resources

- (P)has a plan if additional work capacity is needed to accomplish the scope of work and address their qualifications and duties
- (I) does not specifically mention pollinators but work plan and other proposed methods would reduce the need for foliar spraying and prevent flowering of target plants

Work Plan

- (P)total hours for proposed methods more closely align to anticipated costs based on knowledge of the project
- (P)work plan is explained in both narrative and chart form
 - includes season, method, estimated hours
- (P)addresses the various chemicals and adjuvants needed for different seasons, plant species, and plant size
- (P)work plan is adaptable according to seasonal variability
- (P)addresses treatment effectiveness
- (P)factors travel into plan

***All members of the evaluation team are licensed in Category 6b and have performed herbicide application at the Frye Mt WMA. This project was put out to bid because the scope of work exceeds our work capacity. We feel the proposed services and work plan will successfully achieve the scope of work as identified in the RFP.**

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
 RFP TITLE: Frye Mountain WMA Herbicide
 BIDDER: Legacy Woodlot Services
 DATE: 2/20/2025

**EVALUATION OF SECTION IV
 Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 11.71

Lowest submitted Cost Proposal	=	Cost Proposal being scored	x	Score Weight	=	Score
\$19,500	÷	\$49,950	x	30 points	=	11.71

Evaluation Team Comments:

- (P)Proposal is consistent with our expectations
- (P)thoroughly identifies method of treatment, cost and realistic estimate of time to implement
- (P)accounts for travel time and equipment
- (P)hourly rate of methods are cheaper than other bidder

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
 RFP TITLE: Frye Mountain WMA Herbicide
 BIDDER: Trail & Earth
 DATE: 2/20/2025

Instructions: *The purpose of this form is to record all evaluation notes and scoring that is obtained through consensus discussions among the full evaluation team for this Request for Proposals (RFP) process. The RFP Coordinator or Lead Evaluator should complete this form and maintain the only copy. This form should reflect the full team's consensus evaluations, and this form is **not** meant to take the place of individual evaluation notes, which are still required from each member of the evaluation team. A separate form is available for individual evaluation notes. Please submit a copy of this document to the Division of Procurement Services as part of your contract award selection documents.*

DEPARTMENT NAME: Department of Inland Fisheries & Wildlife
NAME OF RFP COORDINATOR: Leigh E. Hoar III
NAMES OF EVALUATORS: John Chappen, Leigh Hoar, Daniel Hill, Kendall Marden

SUMMARY PAGE

Pass/Fail Criteria		
	Pass:	Fail:
Proposal Cover Page	Pass	
Responsible Bidder Certification	Pass	
Eligibility Requirements	Pass	
	Points Awarded:	
Numerical Score:		
Section II. Organization Qualifications and Experience	(Max: 30 Points)	25
Section III. Proposed Services	(Max: 40 Points)	0
Section IV: Cost Proposal	(Max: 30 Points)	30
TOTAL POINTS	(Max: 100 Points)	55

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER: Trail & Earth
DATE: 2/20/2025

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

Total Points Available: 30 Score: 25

Evaluation Team Comments:

***Grading Scheme:**

5 points for each sub categories within Section II.

-25 points for meeting minimum requirements

-5 bonus points for exceeding requirements in a way that's applicable to the RFP

Notes:

- (P) addressed follow up treatments for successful kill rate
- (P) meets minimum qualifications in terms of subcontractors, litigation, license, and insurance
- (P) has experience with Department and private sector
- (P) has all necessary equipment
- (I) explains license expiration date issue

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER: Trail & Earth
DATE: 2/20/2025

**EVALUATION OF SECTION III
Proposed Services**

Total Points Available: 40 Score: 0

Evaluation Team Comments:

Proposed services

- (P) addresses flowering periods of target plants to avoid spraying and impacting pollinators
- (N) no mention of follow up treatments but says kill rate is achievable
- (N) no mention of other methods to kill more unique species like knotweed and black locust
- (N) no mention of chemical concentrations or mixes
- (N) no mention of adjuvants or supplemental herbicides
- (N) does not adequately address different concentrations of target plants
- (P) does not intend to make trails for ATV use in interior woods

Work Plan

- (N) work plan is remarkably brief
- (N) too vague and leaves too much to question
- (N) does not leave additional work capacity as an option
- (N) doesn't identify a method to map application areas and document treatment success
- (N) not displayed as a timeline chart
- (N) does not address project development
- (N) ATV foliar spot spraying should not be this significant component of the work plan

All members of the evaluation team are licensed in Category 6b and have performed herbicide application at the Frye Mt WMA. This project was put out to bid because the scope of work exceeds our work capacity. We do not feel the proposed services and work plan will successfully achieve the scope of work as identified in the RFP.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202410188
 RFP TITLE: Frye Mountain WMA Herbicide
 BIDDER: Trail & Earth
 DATE: 2/20/2025

**EVALUATION OF SECTION IV
 Cost Proposal
Price: Comparison with Lowest Bid**

Total Points Available: 30 Score: 30

Lowest submitted Cost Proposal	=	Cost Proposal being scored	x	Score Weight	=	Score
\$19,500	÷	\$19,500	x	30 points	=	30

Evaluation Team Comments:

- (I)math in the submitted cost proposal is wrong
 - sub totals do not equal total proposed cost
 - total proposed cost based on costs per hour and estimated hours is \$19,500

- (N)estimated number of hours is severely underestimated given the scope of work
- (N)proposed cost per hour is actually higher than other bidder

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: Frye Mountain WMA Herbicide Treatment

BIDDER NAME: Legacy Woodlot Services

DATE: 2/10/2025

EVALUATOR NAME: John Chappen

EVALUATOR DEPARTMENT: Inland Fisheries and Wildlife

Individual Evaluator Comments:

I. Preliminary Information

A. Cover page, bidder certification and eligibility

- Cover page - pass
- Certification - pass
- Eligibility – pass

II. Organization, Qualifications and Experience

P – great explanation of education and years of experience with different types of application methods and tools

N – no listing of 3 projects

P – great explanation of why proposed methods will be used as they relate to the project

P – I like how they explain why this work is important to them

III. Proposed Services

A. Services to be Provided

P – very detailed, properly addressed different species of invasive plants and densities

P – provides details on chemicals and their mixes

P – addresses different densities of native plants and how to avoid them if possible

P – addresses how to apply near water resources

N – no mention of wildlife concerns

B. Implementation – Work Plan

P – detailed narrative of methods and plants to be targeted throughout different times of year

P – detailed chart of work plan with months, estimated hours, and proposed methods

N – no mention of how to avoid pollinators during flowering season

P – factors in travel, follow up treatments, and other odds and ends

IV. Cost Proposal

P – hours of proposed methods closer to our expectations

P – total cost is just below budgeted amount

Q – cost of knotweed cut stem?

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: Frye Mountain WMA Herbicide Treatment

BIDDER NAME: Legacy Woodlot Services

DATE: 2/18/2025

EVALUATOR NAME: Leigh E. Hoar III

EVALUATOR DEPARTMENT: Inland Fisheries and Wildlife

Individual Evaluator Comments:

- I. *Preliminary Information (is everything there and complete?)*
 - A. *Cover page, bidder certification and eligibility*
 - Cover page - pass
 - Certification - pass
 - Eligibility – pass. All necessary licensure information included. Masters license does not include 6B, but it's on the BPC website.
 - Sole proprietor

- II. *Organization, Qualifications and Experience*
 - A. *Overview*
 - (Q) Basic overview of business without much detail on experience
 - (P) Licensed as an applicator since 2017 (8 years)
 - (P) An increasing proportion of business is invasive plant control
 - (N) Did not complete Appendix C with examples of previous projects
 - (Q) Experience implied?
 - Provided some thoughts on approach to project – doesn't really belong in this section
 - (P) Discusses importance of understanding seasonal variables with plant growth
 - (P) ATV and presumably various spray equipment

 - B. *Subcontractors*
 - Has no plans to use a sub, but if he does, he will provide information

 - C. *Litigation*
 - None either existing or prior

 - D. *Licensure/certification*
 - Information provided and included a note that BPC had not updated their webpage with Cat. 6B on its Masters. (It's there as of 2/18/2025, though).

 - E. *Certificate of Insurance*
 - Provided – has acceptable terms

- III. *Proposed Services*
 - A. *Services to be Provided*
 - (P) An exceptionally thorough approach to treating invasive plants by type, density, method based on type, season, and chemical mix
 - (P) Bidder has a clear understanding of appropriate chemical mix options based on plant type, method and season of application.
 - (P) Addressed potential impacts to non-target plants (native species) and mitigation where possible. Acknowledges challenges.
 - (Q) Discussed work around water but not specifically amphibians.
 - (P) Prefers cut stump to basal application, but suggests use of basal in the fall for larger shrubs

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: Frye Mountain WMA Herbicide Treatment

BIDDER NAME: Legacy Woodlot Services

DATE: 2/18/2025

EVALUATOR NAME: Leigh E. Hoar III

EVALUATOR DEPARTMENT: Inland Fisheries and Wildlife

- (P) Has a clear understanding that certain methods are less appropriate for some species of invasive plant and tailors approach.
- (P) He attended the field bid showing (non-mandatory but strongly encouraged) and clearly gleaned a lot from the experience.
- (P) Thoroughly identifies chemicals and mixes based on plant, method and season.
- (P) Georeferenced maps to track treatments
- (P) Addresses access through forested areas as well as fields and roads

B. Implementation

- (P) Thoroughly identifies work plan by season in both a narrative and chart based on species, density, method of application and chemical.
- (P) Has a strong understanding of the time commitment it will take to effectively implement the plan.
- (P) Discusses time estimate by density.
- (P) Addresses use of adjuvants to increase efficacy
- (P) Acknowledges unknown factors (e.g. extent of black locust and Norway maple)
- (P) Discusses evaluation of treatment effectiveness
- (P) Discusses potential of hiring a subcontractor, that person's role, qualifications and responsibilities.

IV. Cost Proposal

- Proposal is consistent with our expectations.
- Thoroughly identifies method of treatment, cost and a realistic estimate of time to implement.
- Accounts for travel and material transportation.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: FRYE MOUNTAIN WMA HERBICIDE TREATMENT

BIDDER NAME: Legacy Woodlot Services

DATE: 2/13/2025

EVALUATOR NAME: Daniel H. Hill

EVALUATOR DEPARTMENT: Maine Department of Inland Fisheries and Wildlife

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

I. **Organization Qualifications and Experience**

1. **Overview of Organization**

- *Individual owned Company-P*
- *Licensure Requirement- the proper Categories from State of Maine Board of Pesticides Control (BPC) to apply herbicide on State Lands-P*
- *Licensed Forester-Not a Requirement but a additional certification-P*
- *Field Experience- over 7 years of experience since being Master Certified with BPC and works with other Licensed Foresters. Gained Forestry Licensure in 2019 counting for 5 years of experience practicing Licensed Forestry. Chainsaw safety and Certified Logging Professional with follow-up trainings as continuing education opportunities-P*
- *Previous Experience- Provide a description of projects that occurred within the past five years-N*

2. **Subcontractors**

- *No Subcontractors are planned but,*
- *If subcontractor is utilized, that Full Contact, Insurance, Qualifications, and Capacity will be provided-P*

3. **Organizational Chart-Q**

- *Individual owned Company LLC*

4. **Etc.-P**

- *University of Maine Forest Resources educated Alumni*
- *Obvious attention to detail in the areas that are pertinent to produce the desired result-P*

II. **Proposed Services**

1. **Services to be Provided**

- *Initial inspection-assess and modify work plan, if necessary-P*
- *Foliar spray-both mechanical with mist blower and manual Backpack Sprayer tools identified-P*
- *Mechanical removal of vegetation- make chemical treatment more effective-P*
- *Cut Stem application- target larger established plants-N*
- *Follow-up applications identified-understanding there will not be over 85% kill on first application-P*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: FRYE MOUNTAIN WMA HERBICIDE TREATMENT

BIDDER NAME: Legacy Woodlot Services

DATE: 2/13/2025

EVALUATOR NAME: Daniel H. Hill

EVALUATOR DEPARTMENT: Maine Department of Inland Fisheries and Wildlife

- *Use of ATV or other motorized vehicle to provide access and transport equipment and materials-P*
- 2. *Implementation – Work Plan*
 - *Written Work Plan with Adaptive Management built-in-P*
 - *Frye Mountain Invasive Plant Control-Proposed Schedule 2025-P*
- III. *Cost Proposal*
 - 1. *Rates-P- Fair based on what I am familiar with. I had been aware of \$100/hr. previous to recent increases in costs*
 - 2. *Application Methods-Match Services to be provided and outline additional equipment that may or may not be used*
 - *Cut Stem vs Basal Application-Q*
 - 3. *Proposed Cost- falls within the estimated cost for the project and based on plans and methods will provide an satisfactory result-P*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER NAME: Legacy Woodlot Services
DATE: 2/11/2025
EVALUATOR NAME: Kendall Marden
EVALUATOR DEPARTMENT: MDIFW

Instructions: *The purpose of this form is to record proposal review notes written by individual evaluators for this Request for Proposals (RFP) process. It is required that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Section 1,2:

- Eligible, appropriate license categories, insurance etc Cat 2, 3a, 5a, 6.
- Forester and applicator
- No subcontractors but see proposal notes*
- Missing project examples?

Section 3:

- Good understanding of scope/nuances, distribution, approach, chemicals/concentrations, timing etc
- Flexible approach with equipment, application method etc
- Recognition of how to deal with native vegetation
- Variable approach by method and herbicide for density and species
- option/evaluation of assistance(more employees) if needed to accomplish job
- good mapping/tracking of applications and success
- appropriate accounting for time needed and labor division
- attached proposal to see highlights, thoroughness and complexity
- 450hrs @ \$115/\$105/hr, cheaper hourly rate and realistic proposal and estimate

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: Frye Mountain WMA Herbicide Treatment

BIDDER NAME: Trail & Earth LLC

DATE: 2/10/2025

EVALUATOR NAME: John Chappen

EVALUATOR DEPARTMENT: Inland Fisheries and Wildlife

Individual Evaluator Comments:

I. Preliminary Information

A. Cover page, bidder certification and eligibility

- Cover page - pass
- Certification - pass
- Eligibility – pass

II. Organization, Qualifications and Experience

Q – forestry mulching to kill invasive plants?

P – addressed methods to avoid untreated areas due to large acreage

N – example projects lack details

P – familiar with the Department and perhaps the level of infestation we're dealing with

Q – what's a skid sprayer?

III. Proposed Services

A. Services to be Provided

P – mindful of flowering periods to avoid wildlife impacts

P – addresses applying before native leafout to avoid damage to non-target plant species

N – no mention of basal application

N – no mention of methods to kill more unique species like knotweed, black locust, etc.

N – no mention of follow up, just says kill rate is achievable

P – low impact not using ATV in the interior woods locations

B. Implementation – Work Plan

N – remarkably brief

P – strategically wants to hit road and field edges first

IV. Cost Proposal

Q – what is ATV foliar spot?

N – 20 hours is probably not enough to do all the road and field edges

P – cost per acre is \$74

Q – is this realistic?

Q – everything is \$125/hr?

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: Frye Mountain WMA Herbicide Treatment

BIDDER NAME: Trail and Earth, LLC

DATE: 2/18/2025

EVALUATOR NAME: Leigh E. Hoar III

EVALUATOR DEPARTMENT: Inland Fisheries and Wildlife

Individual Evaluator Comments:

I. Preliminary Information (is everything there and complete?)

A. Cover page, bidder certification and eligibility

- Cover page - pass
- Certification - pass
- Eligibility – currently does not pass. There is a note accompanying an expired masters license indicating the board is behind issuing recertifications. Bidder is not listed on the website at this time – 2/18/2025.
- Sole proprietor

II. Organization, Qualifications and Experience

A. Overview

- (P) Over 10 years as an applicator
- (P) Worked on IF&W lands, private lands, municipalities
- (P) Lists equipment he has (fairly extensive)
- (N) Vague discussion of methods he has used to treat invasive plants
- (P) Discusses method for avoiding skips in coverage of large areas
- (Q) Provided three examples of prior projects including one with MDIFW. Did not elaborate on treatment specifics though. Merely said "similar" and "same" scope of work

B. Subcontractors

- Does not use subcontractors

C. Litigation

- No past or current litigation

D. Licensure/certification

- Provided an expired license. See eligibility in Section 1.

E. Certificate of Insurance

- Provided

III. Proposed Services

A. Services to be Provided

- (N) Discussion lacks specifics, no detail
- (P) Intends to treat roadsides and field edges first to minimize impacts to native vegetation, pollinators and amphibians
- (Q) General discussion of minimizing spraying in a manner that would impact amphibians and pollinators
- (N) No mention of adjuvants

B. Implementation

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: Frye Mountain WMA Herbicide Treatment

BIDDER NAME: Trail and Earth, LLC

DATE: 2/18/2025

EVALUATOR NAME: Leigh E. Hoar III

EVALUATOR DEPARTMENT: Inland Fisheries and Wildlife

- (N) Unusually vague, no detail
- (N) No mention of other methods such as cutting knotweed prior to treatment
- (N) Only plan appears to be for foliage treatment with one type of herbicide. How is that going to work on tall shrubs, Asiatic bittersweet or anything he can't reach?
- (N) Brief discussion of a seasonal approach (beginning in May and continuing through the summer). Certain treatments are more effective in certain seasons – he didn't acknowledge this.

IV. Cost Proposal

- The lowest bid, but unrealistically low
- Doesn't account for treatments, methods and chemicals we know will be required to complete the project
- Subtotals add to \$19,500 rather than \$18,500

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: FRYE MOUNTAIN WMA HERBICIDE TREATMENT

BIDDER NAME: Trail and Earth LLC

DATE: 2/13/2025

EVALUATOR NAME: Daniel H. Hill

EVALUATOR DEPARTMENT: Maine Department of Inland Fisheries and Wildlife

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

I. **Organization Qualifications and Experience**

1. **Overview of Organization**

- *Individual owned Company-P*
- *Licensure Requirement- the proper Categories from State of Maine Board of Pesticides Control (BPC) to apply herbicide on State Lands (Requires follow-up to ensure Renewal Success)-Q*
- *Licensed Forester-Not a Requirement but a positive additional certification based on field related experience-P*
- *Field Experience- over 10 years of experience since being Master Certified with BPC. Maintained Forestry Licensure. Wildlife Biologist-P*

2. **Subcontractors**

- *No Subcontractors-N*

3. **Organizational Chart**

- *Individual owned Company LLC-P*

4. **Etc.**

- *Previous Department employee- Familiarity with Frye Mountain WMA and Access-P*

II. **Proposed Services**

1. **Services to be Provided**

- *Full growing year herbicide treatment plan based on weather conditions and timing of year-P*
- *Foliar spray-both mechanical with mist blower and manual Backpack Sprayer tools identified-P*
- *No Mechanical Treatment Identified-N*
- *No Follow-up applications identified-N*
- *Use of ATV or other motorized vehicle to provide access and transport equipment and materials-P*

2. **Implementation – Work Plan**

- *Written work plan considering growing season and timing restrictions-Q*

III. **Cost Proposal**

1. **Rates- Fair based on what I am familiar with that is filled in. I had been aware of \$100/hr. previous to recent increases in costs**

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188

RFP TITLE: FRYE MOUNTAIN WMA HERBICIDE TREATMENT

BIDDER NAME: Trail and Earth LLC

DATE: 2/13/2025

EVALUATOR NAME: Daniel H. Hill

EVALUATOR DEPARTMENT: Maine Department of Inland Fisheries and Wildlife

- *Equipment Methods and Rates- Some tasks not filled in with an Estimated Cost Per hour and estimated # of hours-N*
- 2. *Application Methods-Match Services to be provided and outline additional equipment that may or may not be used-P*
- 3. *Proposed Cost- falls within the estimated cost for the project but has missing equipment rates and estimated hours-N*

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide
BIDDER NAME: Trail and Earth LLC
DATE: 2/11/2025
EVALUATOR NAME: Kendall Marden
EVALUATOR DEPARTMENT: MDIFW

Instructions: *The purpose of this form is to record proposal review notes written by **individual** evaluators for this Request for Proposals (RFP) process. It is **required** that each individual evaluator make notes for each proposal that he or she reviews. No numerical scoring should take place on these notes, as that is performed only during team consensus evaluation meetings. A separate form is available for team consensus evaluation notes and scoring. Once complete, please submit a copy of this document to your Department's RFP Coordinator or Lead Evaluator for this RFP.*

Individual Evaluator Comments:

Section 1,2:

- Eligible, minimum license category (6b), not having forest and aquatic leaves room for incomplete applications
- provides project examples, but seem to be entirely different scope of jobs than this RFP (i.e. much smaller and focused efforts with less complexity)

Section 3:

- Priority during leaf out season could be challenge with mud season, access. Also not able to accomplish majority of work in short window. While good recognition of pollinator timing, missing options for different methods (cut stem, basal etc) that will allow more efficacy for certain age and species of target invasives
- no clear plan for holistic approach accounting for density, species, etc
- limited methods and single chemical for approach, no surfactants, other adjuvants, or supplemental herbicide
- Not clear on what concentration of single herbicide is
- strictly intends to work alone with no option for additional capacity
- only plan to keep track is by lumping/sectioning of application with follow up observation of mortality (no mapping etc).
- Unclear of how estimated effort needed
- foliar spot from ATV shouldn't be a large enough component to be listed separately
- 156hrs @ \$125/hr and seemingly low estimate of effort/complexity needed.



STATE OF MAINE
DEPARTMENT OF INLAND FISHERIES
AND WILDLIFE

Janet T. Mills
Governor

Judith Camuso
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide

I, John Chappen accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Inland Fisheries and Wildlife. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

John Chappen
Signature

2/20/2025
Date



STATE OF MAINE
DEPARTMENT OF INLAND FISHERIES
AND WILDLIFE

Janet T. Mills
Governor

Judith Camuso
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide

I, Leigh E. Hoar III, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Inland Fisheries and Wildlife. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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A handwritten signature in cursive script, appearing to read "Leigh E. Hoar III".

Signature

19 Feb. 2025

Date



STATE OF MAINE
DEPARTMENT OF Department of
Inland Fisheries and Wildlife

Janet T. Mills
Governor

Judith A. Camuso
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide Treatment

I, Daniel H. Hill accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Inland Fisheries and Wildlife. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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Daniel H. Hill
Signature

2/20/2025
Date



STATE OF MAINE
DEPARTMENT OF INLAND FISHERIES
AND WILDLIFE

Janet T. Mills
Governor

Judith Camuso
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202410188
RFP TITLE: Frye Mountain WMA Herbicide

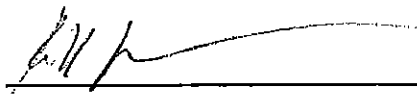
I, Kendall Marden, accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Inland Fisheries and Wildlife. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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Signature

2-20-25

Date