ATTACHMENT 1

QUESTIONS AND RESPONSES

#	Question or Request	Response
1	Can the work be performed during normal business hours?	For the most part yes, but there are times when we will need you to come out at night.
2	Is it possible to schedule a site visist?	Notifications for the Site Walk Throughs were emailed on 1/31/2025.
3	Will there be a site walk through?	Notifications for the Site Walk Throughs were emailed on 1/31/2025.
4	How frequent of a service are you requesting?	Five days a week. With 24/7 availability as stated on page 6 of the RFP.
5	Is there a minimum number of personnel required for the contract? Estimated number of man hours per month?	No, the proposer provides the cost proposal that they think would best service our area. We want the proposer to give us the cost proposal on how many people they think and what the pricing is to provide services.
6	Rfp state maximum 40 pages, stated today required 40 pages, do we need 40 pages?	You are not required to submit 40 pages, that is just the maximum that we asked to be submitted.

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7	Per the sateliite locations, how many sites are there?	Sacramento Airport, Executive Airport and Mather Airport. Please see page 2 of the RFP.
8	How many termite inspection were provided during the last year? Can we use a subcontractor for termites?	Zero termite inspections were needed during the last year. As long as it is included in the cost proposal for the subcontractor, and the proposer is able to provide an escort, then that is completely up to the proposer.
9	For the Bird portion of the RFP, are we consulting on the matter and providing a reduction plan?	The airports bird issues is pigeons. Please include in the proposal what it will entail on the proposers end to mitigate that.
10	Will escorts be provided in sensitive areas?	Escorts will be provided in sensitive areas.
11	do you require the entire facility to be treated each visit?	No, there is not an expectation to have the entire facility treated each visit.
12	How many personnel did the previous contractor have on site daily?	The incumbent has one personnel daily and one supervisor.

13	What types of wildlife treatments has the airport needed in the past?	Pigeons are the wildlife treatments needed in the past.
14	in the information email there was a mentioning of larvicide for mosquitos are there bodies of water that will be needing regular treatments or is that just a add needed?	There will be puddles that form in low areas that will need to be identified and treated.
15	Is there a current IPM plan?	No.
16	Are you a leed facility? And are you prevailing wage?	No, we are not a leed facility. No, this will not be prevailing wage.
17	For emergency response, what do you consider rapid? How many hours between notification and when would be needed on site?	Please view page 5 of the RFP, "Emergency Response".
18	Are the terminal kiosks and restaurants being treated as well?	Yes, the terminal kiosks and restaurants are being treated.

19	What is the total cost of the current contract?	For information on the current pest control contract, please submit a Public Records request via the link below. Open Public RecordsNextRequest - Modern FOIA & Public Records Request Software
20	Is there any need for k9 inspections for bedbug or rodents?	No.
21	Can we receive a copy of the current contract?	For information on the current pest control contract, please submit a Public Records request via the link below.
21		<u>Open Public RecordsNextRequest - Modern FOIA & Public</u> <u>Records Request Software</u>
22	Who should we schedule walk through with?	Site Walk Throughs are scheduled with Ashley Leal at, leala@saccounty.gov.
23	Does the airport do its own pest exclusion work? For rodents, birds, wildlife?	The airport does do some of its own pest exclusion work. Pigeons and Rodents will be left to the contracted vendor.
24	Is there additional cost for wasp traps or is that included in the service?	Please include the cost for wasp traps in the proposal.
25	Is there an approved pesticide list?	We do not have a list of approved pesticides. The proposer can provide a list and the Airport safety team will ensure that everything on the list is approved.

26	Name of current pest control provider?	For information on the current pest control contract, please submit a Public Records request via the link below. Open Public RecordsNextRequest - Modern FOIA & Public Records Request Software
27	The RFP states to use Actizyme in drains for flies. Can we use an alternative product?	Yes, the proposer may use an alternative product.
28	What buildings at the SMF site are you looking to include in the contract?	Please refer to page 2 of the RFP, "SERVICE LOCATIONS".
29	will the inside of planes ever need to be treated?	No, planes will not be treated.
30	Can you provide a total square footage of each building?	F covers nearly 6,000 acres. The main structures are Terminal A (a 2-level structure that includes a concourse), which is approximately 335,025 square feet; Terminal B (a 5-level structure), which is approximately 425,799 square feet; and Concourse B (a 2-level structure), which is approximately 301,844 square feet.
31	Do you own the current pest equipment that is in place?	Yes, the airport does own the rodent traps and the base stations.

32	Do you know if service reports can be emailed or do they need to be printed?	The preferred method to submit service reports is via email.
22	Who is the IPM Coordinator?	For information on the current pest control contract, please submit a Public Records request via the link below.
33		<u>Open Public RecordsNextRequest - Modern FOIA & Public</u> <u>Records Request Software</u>
34	The equipment that is currently in place, does it have the current providers info on it?	Yes.
35	Can we charge for material use?	Please include material use charge into the cost proposal.
36	are you wanting us the reuse those traps?	No, the proposer will provide their own traps.
	Do you have a list of how many trapping stations are currently being used at each facility?	For SMF: 200 Bait Stations, and 285 Rodent Traps deployed at SMF, We have 19 Large Bug Zappers deployed, and 3 small LED Fly lights with disposable sticky strips.
37		For Executive Airport: 51 bait stations around the hangars and terminal. 17 interiors locations inspected by pest control. 0 Fly lights.

38	Pest Thresholds: Maintain pest populations below the established thresholds as determined by the airport's health and safety regulations. Where can we find the health and safety regulations?	An additional addendum may be posted at a later date to address the Health and Safety regulations.
	does the airport have a work order system?	Yes, the airport has a work order system.
39	how are services requested?	Services are requested by the airport, in person and via email.
40	do you want to continue using the fly lights and rodent bait stations? or are we switching them out with ours?	Yes, the airport will continue using fly lights and rodent bait stations. The proposer should be switching out the current lights and bait stations, with their own.
41	Are the fly lights LED?	The fly lights are LED.
42	how many bait stations do you currently use?	See answer to question 37.
43	How often were mosquito fogging services provided last year?	Seasonally, from March until December.

44	What does the airport consider an emergency service?	Please refer to page 5-6 of the RFP.
45	Are site maps and barcoding required for lights and stations? If not, would the airport be open to this to verify that they are being serviced?	Yes, the airport is open to barcoding and site maps.
46	Do you currently use logbooks? Will we need to provide them for each location?	The airport currently provides and uses logbooks.
47	Are you looking for sanitation and or odor control around waste management areas?	At the moment, no.
48	Is there anything wrong with the current bait stations or do you just want us to provide new ones?	The airport would like the proposer to provide new bait stations.
49	do you require cleaning up the spiderwebs?	Yes.

50	in regards of the proposal there's a section that mentions about larvicides and I just wanted to make sure that it still a portion required for the proposal?	Yes.
51	Can you confirm whether a bid bond and/or cashier's check is needed?	Check.
52	Will the bird control scenarios need to be priced out in the initial bid? (Implement control methods such as spikes, netting, hot foot, window slides, and other deterrents as necessary) or would this initially start with an on site inspection and then a separate bid to address the concern?	Yes, the bird control scenarios need to be priced out in the initial bid.
53	For Seasonal Mosquito Abatement services, do you have additional information on how long these services have taken in the past?	Seasonally, for the previous two years.
54	Do you have a current count of how many food service areas and food prep areas for this RFP?	(10) in Concourse B, (3) in Terminal B, and (9) in Terminal A. 22 Total, with probable future expansion.

55	Would you be able to provide the current IPM program in place now for us to review?	No, proprietary information from the current contractor will not be available.
56	Would you be able to provide the current pest thresholds as determined by the airport's health and safety regulations?	An additional addendum may be posted at a later date to address the Health and Safety regulations.
57	For emergency call response, is the expectation that the pest control provider be on site within 4 hours? Or would an initial phone call within 4 hours to assess the concern work?	Yes, within 4 hours the contractor should be on-site, see pages 5 and 6 or the RFP.
58	The RFP calls for 4 airports, but I only see 3 airports listed (SMF - Sacramento International Airport, MHR - Mather Airport and SAC - Sacramento Executive Airport). Are one of these 3 airports considered two different sites? Or is there another site not listed in the RFP?	Please refer to page 2 of the RFP, "SERVICE LOCATIONS". The RFP lists Sacramento International Airport, Mather Airport, and Sacramento Executive Airport.
59	Can you detail what the Proposed Staffing Plan category is?	The Proposed Staffing Plan is for the prospective contractor to decide and include in the bid.

60	Does each building require exterior/interior treatment monthly, bi-monthly, or as needed?	Please factor in the initial deployment of resources and treatments, then as needed.
61	Can you provide a count of all traps including bait stations, interior monitoring stations, fly lights, and any other traps?	See answer to question 37.
62	Are we to provide all new traps?	Yes.
63	Are all webs 0-15ft high expected to be knocked down from each contracted building?	Yes. Please expect to provide web removal up to that height.
64	What classifies as an emergency?	Examples include but are not limited to large infestations, health and safety risk scenarios, immediate response requested by the airport for any reason determined by Airport Management.
65	Is the expectation that we are to make a new maintenance plan based on needs described in the RFP?	Yes.

66	If bird nesting is noticed in a certain area up to 15 ft, is it expected that the contractor will place spikes regardless of length, and for it to be included in the monthly pricing?	Bird spikes locations and potential placement will be identified by the Airport Personnel and then installed by the contractor. Additional costs may be invoiced for large areas or unforeseen challenges with approval.
67	Do you require that the new contractor have other airports or similar sized facilities on service? If not, will they be graded more harsh?	Yes, that is a requirement of the RFP.
68	Can you explain how the grading system works? For instance, on cost, the grading is 1-20, what will dictate if a contractor gets a 20 or a 14 or a 6?	 Competitive Pricing – The lowest-priced proposal may receive the highest score (20 points), while higher-priced proposals receive proportionally lower scores. A formula-based approach (e.g., lowest bid divided by the proposal bid multiplied by the maximum points) is often used. Cost Reasonableness – Even if a bid is the lowest, it must be reasonable and realistic for the scope of work. Unrealistically low bids may receive deductions. Cost Breakdown and Transparency – If a contractor provides a well-detailed and justified cost breakdown, it may be scored higher than one with vague or lump-sum pricing. Alignment with Budget – If the proposal aligns with the organization's budget expectations, it may receive a

		higher score than one that significantly exceeds available funding.
		For example:
		 20 points: Contractor submits the lowest responsible bid, provides a clear and justified cost structure, and aligns well with the budget. 14 points: Contractor submits a moderately priced bid, but it's higher than others or lacks some cost transparency. 6 points: Contractor submits a significantly higher bid, has unclear pricing details, or exceeds the budget constraints.
69	Can you provide historical data on pest activity and service calls for each airport location over the past year to help us better understand the scope and frequency of issues?	For SMF: We will not provide the service call intervals for the current contractor. The contractor has personnel on-site for 4 hours each day, 5 days a week. In the past 12 months, we have not had any emergency responses required. The primary pest activities reported include ants, mosquitoes, rodents, wasps, and pigeons.
		For Executive Airport: Pest control services are done at Executive every week. Each week our terminal building (county spaces) is serviced. Our South Hangars and North Hangars and Electric Vault are also serviced once a month.
70	For mosquito abatement areas and bird/wildlife management zones, can you provide maps or approximate square footage of the areas requiring treatment?	We have maps available for the selected contractor that detail the locations of our currently deployed Bug Zappers. The total area of SMF is approximately 6,000 acres. Our mosquito abatement efforts primarily focus on high-density areas, including terminals and concourses, parking garages, baggage handling areas, and outdoor workspaces.

71	What are the current protocols for accessing restricted areas, particularly during emergency response situations outside normal business hours?	The selected contractor must complete SMF's Training and Badging Process to gain access to sensitive security areas and to drive in the airport's non-movement zones. Some areas may require additional Customs/FIS Seals for access. In such cases, the contractor will receive extra training or will be accompanied by trained personnel if necessary.
72	Are there any specific environmental concerns or sensitive areas we should be aware of when developing our IPM program?	Nothing specific; the entire airport remains a sensitive area. Ensure that your IPM protocols comply with CA regulations.
	Will the contractor be provided with dedicated storage space for equipment and materials at each airport location?	For SMF: No, unless the contractor agrees to lease a dedicated space. The airport will offer temporary storage for deliveries or County-owned equipment (traps, mosquito buckets, etc.).
73	For example: wildlife trapping cages and euthanasia chambers, CO2 tanks If pigeon/ bird deterrent equipment; bird netting, spikes, etc. is needed can it be delivered on-site?	For Executive Airport: Currently there is no dedicated space for Pest Control equipment and materials. For Bird deterrent equipment, the prospective contractor would need to bring on site.
74	What are the specific procedures and timeline for obtaining security badges for our personnel?	Once selected, the contractor must obtain Airport Badges, complete Signatory Training, and undergo Airport-Specific Training, which includes Security Awareness, SIDA Training, and Non-Movement Area Driver's Training. This process involves

		fingerprinting and Criminal History Records Checks. The timeline for completion will vary based on the number of badges being issued and the individual complexities of each applicant (such as being foreign-born versus a natural citizen). Sufficient time will be provided for the contractor to complete this process, although no specific timeline will be established.
75	Are there any restrictions on the types of vehicles that can be used on airport property?	SMF has Airport Rules and Regulations detailing the requirements for vehicles accessing the AOA (Air Operations Area). Please see the attached PDF detailing section 2.3: Vehicle Operations, pages 38-51. <u>Quick Answer</u> : The vehicle operator must be licensed, the vehicle must be registered and insured, the vehicle must be company owned not a POV, the vehicle must have markings (professionally produced signage/logos) of adequate size and contrasting colors to be seen from 50' distance (there are guidelines within section 2.3). The vehicle must have an amber, rotating (360 degree) beacon.
76	Are there any airport-specific regulations regarding pesticide application beyond standard state and federal requirements?	No. There will be NO application of pesticides within aircraft cabins, NO use of pesticides in aviation fuel, or transportation of pesticides.
77	For emergency response situations, how many calls on average do you receive annually outside regular service hours?	In the past 12 months, SMF has not required our current pest control contractor to respond after hours. There may have been times when a phone call was made after hours, detailing a problem or asking for guidance, but NO emergency response was required.
78	Pg 6 - Pest Thresholds: Maintain pest populations below the established thresholds as	An additional addendum may be posted at a later date to address the Health and Safety regulations.

	determined by the airport's health and safety regulations.	
	Where can we find the health and safety regulations?	
	What are the specific pest threshold levels that trigger additional treatments beyond regular service?	
79	Can you provide the square footage of the buildings and exterior grounds?	For SMF: SMF covers nearly 6,000 acres. The main structures are Terminal A (a 2-level structure that includes a concourse), which is approximately 335,025 square feet; Terminal B (a 5- level structure), which is approximately 425,799 square feet; and Concourse B (a 2-level structure), which is approximately 301,844 square feet.
		For Executive Airport: 1 Terminal building- roughly 10,000 sq ft. 18 hangars exterior bait traps are also serviced. Each hangar is roughly 3,000 sq ft on average.
80	To account for technical difficulties, can we submit our proposal through OpenGov and to Ashley Leal?	Yes.
81	Can the Contractor request a price adjustment annually based on the Consumer Price Index for Urban Wage Earners and Clerical	No.
		Attachment 1

	Workers (CPI-W) available at the time of the Contractor's Price Adjustment request?	
82	In case there is a need for Termite treatments, will SCDA allow for the contractor to subcontract the work?	Yes, you may subcontract the work for termite mitigation. However, your subcontractor must be escorted by you, the contractor, anytime they require access to controlled (SIDA/AOA) areas.
83	Is the contractor responsible for eliminating standing water on the property or is that SCDA's responsibility? Ref: Page 5. Item 4b. Source Reduction.	The contractor is NOT responsible for eliminating or removing the water, only identifying the standing water/source, SCDA will be responsible for water removal.
	Page 6: Monthly/Quarterly Reports: Submit comprehensive reports summarizing all pest management activities and trends over the reporting period.	No, we would like the proposer to create or provide a comprehensive document to support their findings every month. The document must be approved by Airport Management. Monthly not quarterly is preferred, but this is subject to change.
84	Can you please provide a sample of these reports?	
	Do we need to submit these monthly and quarterly or is it one or the other?	

85	Compliance: Adhere to all applicable regulations and airport policies, including those related to safety, environmental protection, and security. Will SCDA provide training or a policy handbook?	Yes, you will have access to Training, the Airport's Rules and Regulations, and all other applicable policies and handbooks provided to ALL contractors.
86	Page 12. Item 3. Bank, trade, and personal references.	Please see page 12 of the RFP, "REFERENCES".
	How many references are you requiring?	
87	Public Disclosure of RFP Documents: Where and in what format should we "provide the legal basis in support of the asserted classification"?	Such discussion may be provided in a separate letter or memo submitted to the Department after, or as part of, the proposal.
88	Attachment 2: Sample Service Agreement: "CONTRACTOR shall submit an invoice on the forms and in accordance with the procedures prescribed by COUNTY on a monthly basis."	Exceptions taken by the proposer to any provision or term contained in the sample agreement shall be clearly described in the proposal. All requested deletions, additions, and revisions to the contract language shall be considered by the Department during its evaluation of the proposal and may be the subject of negotiations between the County and the proposer.
	Is this a county-specific form, or can we use our own invoice?	

	Can we send one consolidated monthly invoice?	
89	How many rodent stations are currently installed in each airport?	See answer to question 37.
90	How many Fly lights are currently installed in each airport?	See answer to question 37.
91	Can you provide site maps and building diagrams of the airports and all spaced included on the contract?	Site maps are available at <u>https://sacramento.aero/smf/about/maps</u> . Additional maps will be provided and upon contract award, in accordance with security measures.
92	 What is the total number for each item below: a. Terminals and Concourses b. Administrative Offices c. Maintenance and Storage Facilities d. Parking Structures and Lots 	 a. Terminals and Concourses Terminal A consists of Arrivals/departures and 1 concourse bldg. Terminal B consists of arrivals/departures and 1 concourse bldg. b. Administrative Offices Admin Offices are located in Terminal B 4th Floor and there's 18 offices. c. Maintenance and Storage Facilities d. Parking Structures and Lots

e. hang airfie	Airside Areas (including Jars, cargo facilities, and Alds)	_	We currently have one garage parking lot, with another under construction, 3 public lots with one more under construction, and four employee lots.
f. (incluvend and o g. h. Spac i. Abat j.	Food Service Areas uding kitchens, restaurants, ling areas, and all tenant concession locations) Waste Management Areas Tenant and Concession	_	 construction, and rour employee lots. Airside Areas (including hangars, cargo facilities, and airfields) Site maps are available at https://sacramento.aero/smf/about/maps. Additional maps will be provided and upon contract award, in accordance with security measures. Food Service Areas (including kitchens, restaurants, vending areas, and all tenant and concession locations) SMF restaurants will undergo changes this year as part of a major update. The new lineup will include the following: Cafeteria 15L (CB)Midtown Spirits Mango Taco (CB)Nixtaco Esquire Grill (CB)Café Bernardo Burgers and Brew (CB)Bambuza Escape Lounges (CB) Famous Famiglia (CB)One Speed Pizza Peete's Coffee (CB)Wendy's Starbucks (CB) Peete's Coffee (TA)Peet's and Freshii will be West Coast Sourdough
and	Locker Rooms		

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k. Concourse Levels

	-	Both Terminals A and B have two levels, basement level,
		and a general public area.
	l. I.	Lobby/Vestibules
	_	Terminal A and B only have 1 lobby.
	l m	a. Information Centers
	_	Both Terminal A and B have information booths located in
		Baggage claim.
	n	. Common Areas
	_	Terminal A/concourse A has 15,609 sq ft of common
		areas, 81,315 sq ft of public space.
	_	Terminal B/concourse B has 41,599 sq ft of common
		areas, 139,077 sq ft of public space.
	0	Administrative Offices
	_	Admin Offices are in Terminal B 4th Floor and there's 18
		offices.
	p	. Food Prep/Vending Areas
	_	Terminal A has 4 kitchens and Terminal B has 9 kitchens.
	q	. Janitor's Closets
	_	Terminal A has a total of 6 closets and 1 storeroom,
		Terminal B has a total of 3 closets and 1 storeroom,
		Concourse B has 7 closets and 1 supply room.
	r.	Restrooms
	_	We have a total of 64 restrooms.
	S.	Security Offices
	_	SMF only has 1 security office, and it's located at 7001
		Lindberg Drive Sacramento, CA 95837
	t.	Employee Break Rooms and Locker Rooms
L		

		 u. Baggage Levels Terminals A and B each have a single level for baggage claim. v. Dumpster Areas We have a total of 70 dumper areas: 37 are trash and 33 are recycle. w. Other Offices and Training Rooms as Needed Information will be provided upon request or in response to a complaint from a vendor or tenant. x. Elevator Pits as Needed Information will be provided upon request or in response to a complaint from a vendor or tenant. The contracted party will be responsible for addressing any issues that arise. y. Other designated areas as identified by the airport. Information will be provided upon request or in response to a complaint from a vendor or tenant. The contracted party will be responsible for addressing any issues that arise. y. Other designated areas as identified by the airport. Information will be provided upon request or in response to a complaint from a vendor or tenant. The contracted party will be responsible for addressing any issues that arise.
93	Staff Resume Request: Please clarify whose resume you wish to see. Is it for service personnel only or should we include administrative personnel as well?	Please include a resume for all employees who will oversee this contract.

94	For birds and wildlife management: for the cost proposal do you want us to list the hourly rate and the cost of materials?	Yes.
95	From sample agreement XXX.A – In addition to the County being able to terminate the agreement for cause, or because it loses, its funding, the agreement may be terminated by the County at any time without cause with 30 days' advance notice and no early termination fee. Can the without cause	Exceptions taken by the proposer to any provision or term contained in the sample agreement shall be clearly described in the proposal. All requested deletions, additions, and revisions to the contract language shall be considered by the Department during its evaluation of the proposal and may be the subject of negotiations between the County and the proposer.
	termination provision be deleted so that the County may only terminate for cause, or, if the County loses funding?	
96	From sample agreement XXXI. – This section states that Pestec agrees to provide progress reports, program evaluations, and any other reports that may be required by the County for no additional fee.	Exceptions taken by the proposer to any provision or term contained in the sample agreement shall be clearly described in the proposal. All requested deletions, additions, and revisions to the contract language shall be considered by the Department during its evaluation of the proposal and may be the subject of negotiations between the County and the proposer.

	Can you please be more specific, or limit it to a certain number of reports per year?	
97	From sample agreement XXXII – Can you add that any audit will be at the County's sole cost, and, limit the total number of audits to be performed to be 1 per year?	Exceptions taken by the proposer to any provision or term contained in the sample agreement shall be clearly described in the proposal. All requested deletions, additions, and revisions to the contract language shall be considered by the Department during its evaluation of the proposal and may be the subject of negotiations between the County and the proposer.
98	From sample agreement XXXV. – May we request that the County add that a force majeure event will not relieve the County of its obligations to pay for any services completed prior to when the force majeure event occurred?	Exceptions taken by the proposer to any provision or term contained in the sample agreement shall be clearly described in the proposal. All requested deletions, additions, and revisions to the contract language shall be considered by the Department during its evaluation of the proposal and may be the subject of negotiations between the County and the proposer.