



Lee County Board of County Commissioners DIVISION OF PROCUREMENT MANAGEMENT

Invitation to Bid (B) (Non-CCNA)

Solicitation No.:

ITB 160545/RDF

Ford Automobiles, Sport Utility Vehicles, Passenger & Light Duty Vans, Light & Medium Duty Trucks, and

Cab & Chassis

Solicitation Name

Open Date/Time:

9/13/2016

Lee County Procurement Management

1500 Monroe St 4th Floor

Fort Myers, FL 33901

Procurement

Contact:

Location:

Bob Franceschini

Title Purchasing Manager

Time:

2:30 PM

Phone:

(239) 533-8881

Email: rfra

rfranceschini@leegov.com

Requesting Dept. Fleet Services

Pre-Solicitation Meeting:

Type:

No meeting scheduled at this time

Date/Time:

N/A

Location: N/A

All solicitation documents are available for download at www.leegov.com/procurement



8/12/2016

Notice to Contractor / Vendor ITB#160545/RDF Ford Automobiles, Sport Utility Vehicles, Passenger & Light Duty Vans, Light & Medium Duty Trucks, and Cab & Chassis

Invitation to Bid (ITB)

Lee County, Fort Myers, Florida, is requesting bid from qualified individuals/firms for
Ford Automobiles, Sport Utility Vehicles, Passenger & Light Duty Vans, Light & Medium Duty
Trucks, and Cab & Chassis

Then and there to be publicly opened and read aloud for the purpose of selecting a vendor to furnish; all necessary labor, services, materials, equipment, tools, consumables, transportation, skills and incidentals required for Lee County, Fort Myers, Florida, in conformance with solicitation documents, which include technical specifications and/or a scope of work.

Those individuals/firms interested in being considered for this solicitation are instructed to submit, in accordance with specifications, their proposals, pertinent to this project prior to

2:30 PM Tuesday, September 13, 2016

to the office of the Procurement Management Director, 1500 Monroe Street, 4th Floor, Fort Myers, Florida 33901. The Invitation to Bid shall be received in a sealed envelope, prior to the time scheduled to receive proposal(s), and shall be clearly marked with the solicitation name, solicitation number, proposer name, and contact information as identified in these solicitation documents.

The Scope of Services for this solicitation is available from www.leegov.com/procurement
Proposers who obtain scope of services from sources other than www.Leegov.com/procurement are cautioned that the solicitation package may be incomplete. The County's official bidders list, addendum(s) and information must be obtained from www.Leegov.com/procurement. It is the proposer's responsibility to check for posted information. The County may not accept incomplete proposals.

There will be no Pre-proposal Conference for this solicitation

It has been determined that the specifications and scope of work within this solicitation are adequate to describe the product or services being requested. A pre-proposal conference and site visit has not been scheduled for this solicitation. Questions regarding this solicitation are to be directed, in writing, to the individual listed below using the email address listed below or faxed to (239) 485 8383 during normal working hours.

Bob Franceschini rfranceschini @LeeGov.com

Sincerely

Mary G. Tucker, CPPO, FCCM, FCCN

Procurement Management Director

^{*}WWW.LeeGov.Com/Procurement is the County's official posting site

GENERAL CONDITIONS

Sealed Bids will be received by the DIVISION OF PROCUREMENT MANAGEMENT, until the time and date specified on the cover sheet of this "Request for Bid", and opened immediately thereafter by the Procurement Management Director or designee.

Any question regarding this solicitation should be directed to the Procurement Division Contact listed on the cover page of this solicitation.

1. SUBMISSION OF BID:

- a. Bids must be sealed in an envelope, and the outside of the envelope must be marked with the following information: (Label Form is attached for your use)
 - 1. Marked with the words "Sealed Bid"
 - 2. Name of the firm submitting the bid
 - 3. Title of the bid
 - 4. Bid number
- b. The Bid must be submitted in duplicate as follows:
- c. The Bid package must be submitted as follows:
 - 1. Submission should consist of the Lee County forms completed and signed, and where applicable, corporate and/or notary seals attached.
 - 2. Bid Security/Bond(s), if applicable (Construction projects)
 - 3. Any information (either required or in addition to that asked for by the specifications) necessary to analyze your bid, i.e., required submittals, literature, technical data, financial statements
 - 4. Warranties and guarantees against defective materials and workmanship.
 - 5. Two (2) hard copies. Mark each: one "original", one "Copy"
 - 6. One (1) electronic CD ROM or flash drive sets of the proposal submittal
 - i. One single adobe PDF file and should be copied in the same order as the original hard copy.
 - ii. Limit the color and number of images to avoid unmanageable file sizes.
 - iii. Use a rewritable CD and do not lock files.
 - iv. If a cost/bid schedule was provided in Microsoft excel format, the completed schedule should be included as a Microsoft Excel file on the CD-ROM or flash drive
- d. FAILURE TO SUBMIT REQUIRED OR REQUESTED INFORMATION MAY RESULT IN THE BIDDER BEING FOUND NON-RESPONSIVE.
- e. **BIDS RECEIVED LATE:** It is the bidder's responsibility to ensure the bid is received by the Division of Procurement Management prior to the opening date and time specified. Any bid received after the opening date and time will be promptly returned to the bidder unopened. Lee County will not be responsible for bids received late because of delays by a third party delivery service; i.e., U.S. Mail, UPS, Federal Express, etc.
- f. ADDENDUM(S): Each proposer/vendor shall examine the solicitation documents and shall judge all matters relating to the adequacy and accuracy of such documents. Any inquiries, suggestions or requests concerning interpretation, clarification or additional information pertaining to the solicitation shall be made in writing, submitted and received at least eight (8) calendar days prior to the date when proposals/bids are due. Request(s) for "approved alternate(s)" shall be made in writing, submitted and received at least ten (10) calendar days prior to the date when proposals/bids are due unless otherwise stated in the detailed technical specifications. Responses

will be done in the form of an Addendum posted on www.leegov.com/procurement. It is the proposer/vendor's responsibility to check the website for information. No notifications will be sent by Lee County Procurement Management.

- g. **BID CALCULATION ERRORS:** In the event there is a discrepancy between the unit price or the extended amounts the unit price will prevail.
- h. **PAST PERFORMANCE:** All vendors will be evaluated on their past performance and prior dealings with Lee County (i.e., failure to meet specifications, poor workmanship, late delivery, etc.). Poor or unacceptable past performance may result in bidder disqualification.
- i. **WITHDRAWAL OF BID:** No bid may be withdrawn for a period of 90 days after the scheduled time for receiving bids. A bid may be withdrawn prior to the bid-opening date and time. Such a request to withdraw must be made in writing to the Procurement Management Director, who will approve or disapprove of the request.
- j. **COUNTY RESERVES THE RIGHT:** The County reserves the right to exercise its discretion, to waive minor informalities in any bid; to reject any or all bids with or without cause; and/or to accept the bid that in its judgment will be in the best interest of the County of Lee.
- k. **EXECUTION OF BID:** All bids shall contain the signature of an authorized representative of the bidder in the space provided on the quote proposal form. All bids shall be typed or printed in ink. The bidder may not use erasable ink. All corrections made to the bid shall be initialed.

2. ACCEPTANCE

The materials and/or services delivered under the bid **shall** remain the property of the seller until a physical inspection and actual usage of these materials and/or services is accepted by the County and is deemed to be in compliance with the terms herein, fully in accord with the specifications and of the highest quality. In the event the materials and/or services supplied to the County are found to be defective or do not conform to specifications, the County reserves the right to cancel the order upon written notice to the seller and return such product to the seller at the seller's expense.

3. **SUBSTITUTIONS (Approved Alternate)**

Whenever in these specifications a brand name or make is mentioned, it is the intention of the County only to establish a grade or quality of materials and not to rule out other brands or makes of equal quality. However, if a product other than that specified is bid, it is the vendor's responsibility to submit a request for an approved alternate to the product specified. Submission for approved alternates must contain necessary information to show minimum specifications have been met and be received no later than 10 calendar days prior to the opening of the solicitation unless stated otherwise in the detailed technical specifications. Lee County shall be the sole judge as to whether a product being offered by the bidder is actually an approved alternate to the one being specified by the detailed specifications. (Note: This paragraph does not apply when it is determined that the technical requirements of this solicitation will require a specific product only, as stated in the detailed specifications.)

4. RULES, REGULATIONS, LAWS, ORDINANCES & LICENSES

The awarded vendor shall observe and obey all laws, ordinances, rules, and regulations, of the federal, state, and local government, which may be applicable to the supply of this product or service. The awarded vendor has attested to compliance with the applicable immigration laws of the United States in the attached affidavit. Violations of the immigration laws of the United States shall be grounds for unilateral termination of the awarded agreement.

- a. Local Business Tax Vendor shall submit within 10 calendar days after request.
- b. Specialty License(s) Vendor shall possess at the time of the opening of the bid all necessary permits and/or licenses required for the sale of this product and/or service and upon the

- request of the County will provide copies of licenses and/or permits within 10 calendar days after request.
- c. The geographic preference established in the Local Vendor Preference ordinance is applicable to all Lee County procurement activities unless otherwise specifically noted in the solicitation package. Provided, however, the Local Vendor Preference ordinance is not applicable to procurement activity or solicitations involving Federal Transit Administration grant funds.
- d. Florida Statutes Section 607.1501 (1) states: A foreign corporation may not transact business in this state until it obtains a certificate of authority from the Department of State.

5. **WARRANTY/GUARANTY** (unless otherwise specified)

All materials and/or services furnished under this bid shall be warranted by the vendor to be free from defects and fit for the intended use.

6. **PRE-BID CONFERENCE**

A pre-bid conference will be held at the location, date, and time specified on the cover of this solicitation. Pre-bid conferences are generally <u>non-mandatory</u>, but it is highly recommended that everyone planning to submit a bid attend.

In the event a pre-bid conference is classified as <u>mandatory</u>, it will be so specified on the cover of this solicitation and it will be the responsibility of the bidder to ensure that they are represented at the pre-bid. Only those bidders who attend the pre-bid conference will be allowed to bid on this project.

7. LEE COUNTY PAYMENT PROCEDURES

All vendors are requested to mail an original invoice to:

Lee County Finance Department Post Office Box 2238 Fort Myers, FL 33902-2238

All invoices will be paid as directed by the Lee County payment procedure unless otherwise differently stated in the detailed specification portion of this bid.

Lee County will not be liable for requests for payment deriving from aid, assistance, or help by any individual, vendor, or bidder for the preparation of these specifications.

Lee County is generally a tax-exempt entity subject to the provisions of the 1987 legislation regarding sales tax on services. Lee County will pay those taxes for which it is obligated, or it will provide a Certificate of Exemption furnished by the Department of Revenue. All contractors or bidders should include in their bid all sales or use taxes, which they will pay when making purchases of material or subcontractor's services.

8. LEE COUNTY BID PROTEST PROCEDURE

Any contractor/vendor/firm that has submitted a formal bid/quote/proposal to Lee County, and who is adversely affected by an intended decision with respect to the award of the formal bid/quote/proposal, must file a written "Notice of Intent to File a Protest" with the Lee County Procurement Management Director not later than seventy-two (72) hours (excluding Saturdays, Sundays and Legal Holidays) after receipt of the County's "Notice of Intended Decision" with respect to the proposed award of the formal bid/quote/proposal.

The "Notice of Intent to File a Protest" is one of two documents necessary to perfect Protest. The second document is the "Formal Written Protest", both documents are described below.

The "Notice of Intent to File a Protest" document must state all grounds claimed for the Protest, and clearly indicate it as the "Notice of Intent to File a Protest". Failure to clearly indicate the Intent to file the Protest shall constitute a waiver of all rights to seek any further remedies provided for under this Protest Procedure.

The "Notice of Intent to File a Protest" shall be received ("stamped in") by the Procurement Management Director or Public Works Director not later than Four o'clock (4:00) PM on the third working day following the day of receipt of the County's Notice of Intended Decision.

The affected party shall then file its Formal Written Protest within ten (10) calendar days after the time for the filing of the Notice of Intent to File a Protest has expired. Except as provided for in the paragraph below, upon filing of the Formal Written Protest, the contractor/vendor/firm shall post a bond, payable to the Lee County Board of County Commissioners in an amount equal to five percent (5%) of the total bid/quote/proposal, or Ten Thousand Dollars (\$10,000.00), whichever is less. Said bond shall be designated and held for payment of any costs that may be levied against the protesting contractor/vendor/firm by the Board of County Commissioners, as the result of a frivolous Protest.

A clean, Irrevocable Letter of Credit or other form of approved security, payable to the County, may be accepted. Failure to submit a bond, letter of credit, or other approved security simultaneously with the Formal Written Protest shall invalidate the protest, at which time the County may continue its procurement process as if the original "Notice of Intent to File a Protest" had never been filed.

Any contractor/vendor/firm submitting the County's standard bond form (CMO: 514), along with the bid/quote/proposal, shall not be required to submit an additional bond with the filing of the Formal Written Protest.

The Formal Written Protest shall contain the following:

- County bid/quote/proposal identification number and title.
- Name and address of the affected party, and the title or position of the person submitting the Protest.
- A statement of disputed issues of material fact. If there are no disputed material facts, the Formal Protest must so indicate.
- A concise statement of the facts alleged, and of the rules, regulations, statutes, or constitutional provisions, which entitle the affected party to relief.
- All information, documents, other materials, calculations, and any statutory or case law authority in support of the grounds for the Protest.
- A statement indicating the relief sought by the affected (protesting) party.
- Any other relevant information that the affected party deems to be material to Protest.

Upon receipt of a timely filed "Notice of Intent to File a Protest", the Procurement Management Director or Public Works Director (as appropriate) may abate the award of the formal bid/quote/proposal as appropriate, until the Protest is heard pursuant to the informal hearing process as further outlined below, except and unless the County Manager shall find and set forth in writing, particular facts and circumstances that would require an immediate award of the formal bid/quote/proposal for the purpose of avoiding a danger to the public health, safety, or welfare. Upon such written finding by the County Manager, the County Manager may authorize an expedited Protest hearing procedure. The expedited Protest hearing shall be held within ninety-six (96) hours of the action giving rise to the contractor/vendor/firm's Protest, or as soon as may be practicable for all parties. The "Notice of Intent to File a Protest" shall serve as the grounds for the affected party's presentation and the requirements for the submittal of a formal, written Protest under these procedures, to include the requirement for a bond, shall not apply.

The Dispute Committee shall conduct an informal hearing with the protesting contractor/vendor/firm to attempt to resolve the Protest, within seven working days (excluding Saturdays, Sundays and legal

holidays) from receipt of the Formal Written Protest. The Chairman of the Dispute Committee shall ensure that all affected parties may make presentations and rebuttals, subject to reasonable time limitations, as appropriate. The purpose of the informal hearing by the Dispute Committee, the protestor and other affected parties is to provide an opportunity: (1) to review the basis of the Protest; (2) to evaluate the facts and merits of the Protest: and (3) to make a determination whether to accept or reject the Protest.

Once a determination is made by the Dispute Committee with respect to the merits of the Protest, the Dispute Committee shall forward to the Board of County Commissioners its recommendations, which shall include relevant background information related to the procurement.

Upon receiving the recommendation from the Dispute Committee, the Board of County Commissioners shall conduct a hearing on the matter at a regularly scheduled meeting. Following presentations by the affected parties, the Board shall render its decision on the merits of the Protest.

If the Board's decision upholds the recommendation by the Dispute Committee regarding the award, and further finds that the Protest was either frivolous and/or lacked merit, the Board, at its discretion, may assess costs, charges, or damages associated with any delay of the award, or any costs incurred with regard to the protest. These costs, charges or damages may be deducted from the security (bond or letter of credit) provided by the contractor/vendor/firm. Any costs, charges or damages assessed by the Board in excess of the security shall be paid by the protesting contractor/vendor/firm within thirty (30) calendar days of the Board's final determination concerning the award.

All formal bid/quote/proposal solicitations shall set forth the following statement:

"FAILURE TO FOLLOW THE BID PROTEST PROCEDURE REQUIREMENTS WITHIN THE TIMEFRAMES AS PRESCRIBED HEREIN AND ESTABLISHED BY LEE COUNTY BOARD OF COUNTY COMMISSIONERS, FLORIDA, SHALL CONSTITUTE A WAIVER OF YOUR PROTEST AND ANY RESULTING CLAIMS."

9. **PUBLIC ENTITY CRIME**

Any person or affiliate as defined by statute who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid or a contract to provide any goods or services to the County; may not submit a bid on a contract with the County for the construction or repair of a public building or a public work; may not submit bids or leases of real property to the County; may not be awarded or perform works as a contractor, supplier, subcontractor, or consultant under a contract with the County, and may not transact business with the County in excess of \$25,000.00 for a period of 36 months from the date of being placed on the convicted vendor list.

10. **QUALIFICATION OF BIDDERS** (unless otherwise noted)

Bids will be considered only from firms normally engaged in the sale and distribution or provision of the services as specified herein. Bidders shall have adequate organization, facilities, equipment, and personnel to ensure prompt and efficient service to Lee County. The County reserves the right before recommending any award to inspect the facilities and organization; or to take any other action necessary to determine ability to perform is satisfactory, and reserves the right to reject bids where evidence submitted or investigation and evaluation indicates an inability of the bidder to perform.

11. MATERIAL SAFETY DATA SHEETS

In accordance with Chapter 443 of the Florida Statutes, it is the vendor's responsibility to provide Lee County with Materials Safety Data Sheets on bid materials, as may apply to this procurement.

12. MISCELLANEOUS

ORDER OF PRECEDENCE:

a) If a conflict exists between the General Conditions and the technical/detailed specifications, then the technical/detailed specifications shall prevail. If a conflict exists between the technical/detailed specifications and the special conditions, then the special conditions shall prevail.

13. WAIVER OF CLAIMS

Once this contract expires, or final payment has been requested and made, the awarded contractor shall have no more than 30 days to present or file any claims against the County concerning this contract. After that period, the County will consider the Contractor to have waived any right to claims against the County concerning this agreement.

14. **AUTHORITY TO PIGGYBACK**

It is hereby made a precondition of any bid and a part of these specifications that the submission of any bid in response to this request constitutes a bid made under the same conditions, for the same price, and for the same effective period as this bid, to any other governmental entity.

15. COUNTY RESERVES THE RIGHT

a) State Contract

If applicable, the County reserves the right to purchase any of the items in this bid from State Contract Vendors if the prices are deemed lower on State Contract than the prices we receive in this quotation.

b) Any Single Large Project

The County, in its sole discretion, reserves the right to separately quote any project that is outside the scope of this bid, whether through size, complexity, or dollar value.

c) Disadvantaged Business Enterprises (DBE's)

The County, in its sole discretion, reserves the right to purchase any of the items in this bid from a Disadvantaged Business Enterprise vendor if the prices are determined to be in the best interest of the County, to assist the County in the fulfillment of any of the County's grant commitments to federal or state agencies.

The County further reserves the right to purchase any of the items in this bid from DBE's to fulfill the County's stated policy toward DBE's.

d) Anti-Discrimination

The vendor for itself, its successors in interest, and assignees, as part of the consideration there of covenant and agree that:

In the furnishing of services to the County hereunder, no person on the grounds of race, religion, color, age, sex, national origin, handicap or marital status shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination.

The vendor will not discriminate against any employee or applicant for employment because of race, religion, color, age, sex, national origin, handicap or marital status. The vendor will make affirmative efforts to ensure that applicants are employed and that employees are treated during employment without regard to their race, religion, color, age, sex, national origin, handicap or marital status. Such action shall include, but not be limited to, acts of employment, upgrading, demotion or transfer; recruitment advertising; layoff or termination, rates of pay or other forms of compensation and selection for training, including apprenticeship.

Vendor agrees to post in a conspicuous place, available to employees and applicants for employment, notices setting forth the provisions of this anti-discrimination clause.

Vendor will provide all information and reports required by relevant regulations and/or applicable directives. In addition, the vendor shall permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the County to be pertinent to ascertain compliance. The vendor shall maintain and make available relevant data showing the extent to which members of minority groups are beneficiaries under these contracts.

Where any information required of the vendor is in the exclusive possession of another who fails or refuses to furnish this information, the vendor shall so certify to the County its effort made toward obtaining said information. The vendor shall remain obligated under this paragraph until the expiration of three (3) years after the termination of this contract.

In the event of breach of any of the above anti-discrimination covenants, the County shall have the right to impose sanctions as it may determine to be appropriate, including withholding payment to the vendor or canceling, terminating, or suspending this contract, in whole or in part.

Additionally, the vendor may be declared ineligible for further County contracts by rule, regulation or order of the Board of County Commissioners of Lee County, or as otherwise provided by law.

The vendor will send to each union, or representative of workers with which the vendor has a collective bargaining agreement or other contract of understanding, a notice informing the labor union of worker's representative of the vendor's commitments under this assurance, and shall post copies of the notice in conspicuous places available to the employees and the applicants for employment.

The vendor will include the provisions of this section in every subcontract under this contract to ensure its provisions will be binding upon each subcontractor. The vendor will take such actions with respect to any subcontractor, as the contracting agency may direct, as a means of enforcing such provisions, including sanctions for non-compliance.

16. AUDITABLE RECORDS

The awarded vendor shall maintain auditable records concerning the procurement adequate to account for all receipts and expenditures, and to document compliance with the specifications. These records shall be kept in accordance with generally accepted accounting methods, and Lee County reserves the right to determine the record-keeping method required in the event of non-conformity. These records shall be maintained for two years after completion of the project and shall be readily available to County personnel with reasonable notice, and to other persons in accordance with the Florida Public Disclosure Statutes.

17. DRUG FREE WORKPLACE

Whenever two or more bids/proposals, which are equal with respect to price, quality and service, are received for the procurement of commodities or contractual services, a bid/proposal received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall comply with the requirements of Florida Statutes 287.087.

18. REQUIRED SUBMITTALS

Any submittals requested should be returned with the bid response. This information may be accepted after opening, but no later than 10 calendar days after request.

19. **TERMINATION**

Any agreement as a result of this bid may be terminated by either party giving thirty (30) calendar days advance written notice. The County reserves the right to accept or not accept a termination notice submitted by the vendor, and no such termination notice submitted by the vendor shall become effective unless and until the vendor is notified in writing by the County of its acceptance.

The Procurement Management Director may immediately terminate any agreement as a result of this bid for emergency purposes, as defined by the Lee County Purchasing and Payment Procedure Manual.

Any vendor who has voluntarily withdrawn from a formal bid/proposal without the County's mutual consent during the contract period shall be barred from further County procurement for a period of 180 days. The vendor may apply to the Board of Lee County Commissioners for waiver of this debarment. Such application for waiver of debarment must be coordinated with and processed by Procurement Management.

20. **CONFIDENTIALITY**

Vendors should be aware that all submittals (including financial statements) provided with a bid/proposal are subject to public disclosure and will **not** be afforded confidentiality.

21. ANTI-LOBBYING CLAUSE

All firms are hereby placed on formal notice that neither the County Commissioners nor candidates for County Commission, nor any employees from the Lee County Government, Lee County staff members, nor any members of the Qualification/Evaluation Review Committee are to be lobbied, either individually or collectively, concerning this project. Firms and their agents who intend to submit qualifications, or have submitted qualifications, for this project are hereby placed on *formal notice* that they are *not* to contact County personnel for such purposes as holding meetings of introduction, meals, or meetings relating to the selection process outside of those specifically scheduled by the County for negotiations. Any such lobbying activities may cause immediate disqualification for this project.

22. <u>INSURANCE (AS APPLICABLE)</u>

Insurance shall be provided, per the attached insurance guide. Upon request, an insurance certificate complying with the attached guide may be required prior to award.

23. **CONFLICT OF INTEREST**

All firms are hereby placed on formal notice that per Section 3 of Lee County Ordinance No. 92-22:

The County is prohibited from soliciting a professional services firm to perform project design and/or construction services if the firm has or had been retained to perform the project feasibility or study analysis.

And:

A professional services firm who has performed or participated in the project feasibility planning, study analysis, development of a program for future implementation or drafting of solicitation documents directly related to this County project, as the primary contractor/consultant or a prominent member of the team, cannot be selected or retained, as the primary contractor/consultant or a named member of the contracting/consulting team, to perform project design, engineering, or construction services for subsequent phase s or scopes of work for this project. Pursuant to FS. S. 287.057(17) the firm will be deemed to have a prohibited conflict of interest that creates an unfair competitive advantage.

Should your response be found in violation of the above stated provisions; the County will consider this previous involvement in the project to be a conflict of interest, which will be cause for immediate disqualification of the submittal from consideration for this project.

24. <u>CONTRACTOR/SUB-CONTRACTOR RELATIONSHIP</u>

The prime contractor on a project may not also be listed as a sub-contractor to another firm submitting a proposal for the same solicitation. Should this occur, all responses from the involved/named firms will be considered non-compliant and rejected for award. Sub-contractors may be listed on multiple proposals for the same solicitation.

25. MAJOR BREAKDOWNS/NATURAL DISASTERS

Lee County requires that the awarded vendor provide the name of a contact person and phone number which will afford Lee County access twenty-four hours per day, 365 days per year, of this product or service in the event of major breakdowns or natural disasters.

Lee County reserves the right to purchase the product or service listed in this quotation elsewhere in an emergency situation.

26. DESIGNATED CONTACT

The awarded vendor shall appoint a person or persons to act as a primary contact for all County departments. This person or back-up shall be readily available during normal work hours by phone or in person, and shall be knowledgeable of the terms and procedures involved.

27. AFFIDAVIT CERTIFICATION IMMIGRATION LAWS

The attached document, Affidavit Certification Immigration Laws, is required and should be submitted with your solicitation package. It must be signed and notarized. Failure to include this affidavit with your response will delay the consideration and review of your submission; and could result in your response being disqualified.

28. SUB-CONTRACTORS

The use of sub-contractors under this quote is not allowed without prior written authorization from the County representative.

29. LOCAL BIDDER'S PREFERENCE

Note: In order for your firm to be considered for the local vendor preference, you must complete and return the attached "Local Vendor Preference Questionnaire" with your quotation.

The Lee County Local Bidder's Preference Ordinance No. 08-26 is being included as part of the award process for this project. As such, Lee County at its sole discretion, may choose to award a preference to any qualified "Local Contractor/Vendor" in an amount not to exceed 3 % of the total amount quoted by that firm.

"Local Contractor / Vendor" shall mean: a) any person, firm, partnership, company or corporation whose principal place of business in the sole opinion of the County, is located within the boundaries of Lee/Collier County, Florida; or b) any person, firm, partnership, company or corporation that has provided goods or services to Lee County on a regular basis for the preceding consecutive three (3) years, and that has the personnel, equipment and materials located within the boundaries of Lee/Collier County sufficient to constitute a present ability to perform the service or provide the goods.

The County reserves the exclusive right to compare, contrast and otherwise evaluate the qualifications, character, responsibility and fitness of all persons, firms, partnerships, companies or corporations submitting formal bids or formal quotes in any procurement for goods or services when making an award in the best interests of the County.

30. AGREEMENTS/CONTRACTS

The awarded vendor will be required to execute an Agreement/Contract as a condition of award. A sample of this document may be viewed on-line at http://sp.leegov.com/procurement/forms

31. BID SECURITY AND FORFEITURE (Bond) (Construction)

The BIDDER shall submit not less than <u>5% of proposed dollar amount</u> (including applicable alternates) as bid security. One **ORIGINAL** Bid Security is to be submitted to the COUNTY.

The following types of Bid Security are acceptable:

- A Certified Check or a Cashier's Check, in the stated dollar amount of not less than 5% of proposed dollar amount. Any Certified Checks or Cashier Checks submitted in lieu of a Bid Bond shall be drawn on a solvent bank or trust company, made payable to Lee County Board of County Commissioners and shall have all necessary documentary revenue stamps attached (if required by law); or
- A Bid Bond may be submitted on Lee County paper Bid Bond Form. Must be signed by all required parties, of not less than 5% of proposed dollar amount (including Alternate(s) if applicable) shall accompany each Bid. The Bid Bond shall be issued by a duly authorized surety authorized to do business and in good standing with the Florida Department of State. All such bonds shall be issued or countersigned by a local producing agent who is a Florida resident with satisfactory evidence of its authority to execute the bond being submitted.
- Personal checks are not acceptable to Lee County as Bid Security.

The Bid Security of the Bidder will be retained until Bidder has executed the contract, whereupon the Bid Security may be returned. The Bid Security of other Bidders whom the COUNTY believes to have a reasonable chance of receiving the award may be retained by the COUNTY until the effective date of the Agreement, whereupon Bid Securities furnished by such Bidders may be returned.

If within seven calendar days after notification by Lee County of the COUNTY'S approval to award a contract, the successful BIDDER refuses or otherwise neglects to execute the required written contract, fails to furnish the required Public Payment and Performance Bond, or fails to submit the required Certificate of Insurance, then the COUNTY may annul the Notice of Award. The amount of the BIDDER'S bid security shall be forfeited and may be retained by Lee County.

No plea of mistake in the bid or misunderstanding of the conditions of forfeiture shall be available to the BIDDER for recover of its bid security or as a defense to any action based upon its neglect or refusal to execute a written Contract.

32. PUBLIC PAYMENT AND PERFORMANCE BOND (Construction)

If required, in accordance with F.S. 255.05 and Lee County Ordinance 95-12-102, a Public Payment and Performance Bond provided issued in a sum equal to one-hundred (100%) percent of the total awarded contract amount by a surety company considered satisfactory by Lee County and otherwise authorized to transact business in the State of Florida shall be required from the successful BIDDER. This shall insure the faithful performance of the obligations imposed by the resulting contract and protect the COUNTY from lawsuits for non-payment of debts incurred during the successful BIDDER'S performance under such Contract.

A public Payment and Performance Bond must be properly executed, by the Surety Company and successful BIDDER, and recorded with the Lee County Clerk of Court, within seven calendar days after notification by Lee County of the COUNTY'S approval to award the Contract. Only the form provided with the contract documents may be accepted.

A Clean Irrevocable Letter of Credit or Cash Bonds may be accepted by the COUNTY in lieu of the Public Payment and Performance Bond. Only the form provided with the contract documents will be accepted.

33. QUALIFICATIONS OF SURETY COMPANIES

In order to be acceptable to the COUNTY, a Surety Company issuing Bid Guaranty Bonds or 100% Public Payment and Performance Bonds or Letters of Credit called for herein shall meet and comply with the minimum standards set forth in as part of the Contract Documents.

34. LIQUIDATED DAMAGES (CONSTRUCTION)

BIDDER hereby agrees, if this proposal is accepted, to commence Work under this Project on or before ten (10) calendar days from the receipt of the Notice to Proceed and to fully complete all Work on the Project within the Contract Time stipulated. BIDDER further agrees to pay the determined dollar amount in liquidated damages for each consecutive calendar day beyond final completion the Work is delayed.

- a. Liquidated Damages to be determined by means of one of the following methods to be determined (TBD):
 - i. Liquidated damages will be based on the entire project amount per calendar day using the table below:

Estimated Project Cost	Estimated Project Cost	Daily Charge Per
Over	But Less than	Calendar Day
\$0.00	\$50,000.00	\$645.00
\$50,000.00	\$250,000.00	\$760.00
\$250,000.00	\$500,000.00	\$970.00
\$500,000.00	\$2,500,000.00	\$1,500.00
\$2,500,000.00	\$5,000,000.00	\$2,400.00
\$5,000,000.00	\$10,000,000.00	\$3,300.00
\$10,000,000.00	\$15,000,000.00	\$4,600.00
\$15,000,000.00	\$20,000,000.00	\$4,300.00
\$20,000,000.00 over	\$5,700.00 pl	us .00005

Or

ii. Liquidated Damages amount to be based on the following formula: Contract Price or GMP/Days to Substantial Completion * 15-20% (TBD).

The CONTRACTOR shall be liable to the COUNTY for per diem liquidated damages in the amount of \$TBD, for each day of delay in achieving substantial completion as set forth herein. The per diem liquidated damages will be subject to change based upon the establishment of the actual contract price.

END OF SECTION

INSURANCE REQUIREMENTS

Minimum Insurance Requirements: Risk Management in no way represents that the insurance required is sufficient or adequate to protect the vendors' interest or liabilities. The following are the required minimums the vendor must maintain throughout the duration of this contract. The County reserves the right to request additional documentation regarding insurance provided

a. Commercial General Liability - Coverage shall apply to premises and/or operations, products and completed operations, independent contractors, contractual liability exposures with minimum limits of:

\$1,000,000 per occurrence

\$2,000,000 general aggregate

\$1,000,000 products and completed operations

\$1,000,000 personal and advertising injury

b. Business Auto Liability - The following Automobile Liability will be required and coverage shall apply to all owned, hired and non-owned vehicles use with minimum limits of:

\$1,000,000 combined single limit (CSL) \$500,000 bodily injury per person \$1,000,000 bodily injury per accident

\$500,000 property damage per accident

Workers' Compensation - Statutory benefits as defined by FS 440 encompassing all operations contemplated by this contract or agreement to apply to all owners, officers, and employees regardless of the number of employees. Workers Compensation exemptions may be accepted with written proof of the State of Florida's approval of such exemption. Employers' liability will have minimum limits of:

\$500,000 per accident \$500,000 disease limit \$500,000 disease – policy limit

*The required minimum limit of liability shown in a and b may be provided in the form of "Excess Insurance" or

"Commercial Umbrella Policies." In which case, a "Following Form Endorsement" will be required on the "Excess

Insurance Policy" or "Commercial Umbrella Policy."

Verification of Coverage:

- 1. Coverage shall be in place prior to the commencement of any work and throughout the duration of the contract. A certificate of insurance will be provided to the Risk Manager for review and approval. The certificate shall provide for the following:
 - a. The certificate holder shall read as follows:

Lee County Board of County Commissioners P.O. Box 398 Fort Myers, Florida 33902

b. "Lee County, a political subdivision and Charter County of the State of Florida, its agents, employees, and public officials" will be named as an "Additional Insured" on the General Liability policy, including Products and Completed Operations coverage.

Special Requirements:

- 1. An appropriate "Indemnification" clause shall be made a provision of the contract.
- 2. It is the responsibility of the general contractor to insure that all subcontractors comply with all insurance requirements.

LEE COUNTY, FLORIDA DETAILED SPECIFICATIONS FOR

FORD AUTOMOBILES, SPORT UTILITY VEHICLES, PASSENGER & LIGHT DUTY VANS, LIGHT & MEDIUM DUTY TRUCKS, AND CAB & CHASSIS

SCOPE

The Lee County Board of County Commissioners is seeking sealed bids for the purchase of vehicles for Lee County Government use from Ford Motor Company Division dealers. The vehicles to be purchased under this bid are automobiles, sport utility vehicles, passenger and light duty vans, light and medium duty trucks, and cab/chassis. While the County makes no guarantees to the actual quantities of any vehicle type, we can predict the majority of purchases will be trucks.

These specifications are intended to provide the information by which prospective bidders may understand the requirements of Lee County relative to furnishing and delivering fleet vehicles.

Proposer is required to indicate whether the Firm and/or any proposed sub-consultants are Disadvantaged Business Enterprises (DBE). Lee County encourages the utilization and participation of DBEs in procurements, and evaluation proceedings will be conducted within the established guidelines regarding equal employment opportunity and nondiscriminatory action based upon the grounds of race, color, sex or national origin. Interested certified Disadvantaged Business Enterprise (DBE) firms as well as other minority-owned and women-owned firms are encouraged to respond.

TERM OF AWARD

If awarded, the terms of this solicitation shall be in effect for one year. The County reserves the right to renew this quote (or any portion thereof) for up to three additional one-year periods, upon mutual agreement of both parties and, except as to lower pricing, under the same terms and conditions.

NOTE: All percentage figures bid shall remain firm over the term of the bid.

SPECIFICATION BOOKS

The awarded bidder shall, at no cost, supply Lee County Fleet Management with one (1) current set of specification books covering all models of Ford products at the beginning of each model year change. These specification books must include all specifications including, but not limited to, measurements, capacities, colors, types, model year changes, detailed specifications, etc.

ADDITIONAL DISCOUNTS AND/OR CONCESSIONS

Lee County shall receive any and all additional discounts and/or concessions available at the time of each purchase. These discounts/concessions will be in addition to the percentage quoted under the "Basis of Award" (therefore, they will not be factored into the award process of this bid). All paperwork associated with these discounts/concessions must be sent to Lee County Fleet Management at the beginning/change of each model year or as they become available to the Dealership. In the space provided on Attachment B, please explain how you will pass these discounts/concessions on to Lee County Fleet Management on a per model basis.

STATE CONTRACT/SHERIFF'S ASSOCIATION/OTHER CONTRACTS

The County reserves the right to purchase any of the items in this bid from any of the contracts listed above if the prices are lower and/or it is deemed in the best interest of Lee County to do so. The awarded dealer at the sole discretion of Lee County Fleet Management may be allowed to match these contracted prices.

DESIGNATED CONTACT

The awarded vendor shall appoint a person or persons to act as a primary contact with Lee County Fleet Management. This person or back-up shall be readily available during normal work hours by phone or in person, and shall be knowledgeable of the terms and procedures involved in this bid.

BASIS OF AWARD

1. Bidders should complete the attached forms as instructed herein. New vehicle prices will be given as a percentage figure below the "Dealer's Selling Price" column, as shown in the Kelley Blue Book's KARPOWER ON LINE New Car Pricing Software. This percentage figure below the "Dealer's Selling Price" column shall apply to the base price, freight, and all factory production options. Lee County shall participate in all fleet or price incentives or rebates available to the vendor in addition to the percentage figure below the "Dealer's Selling Price" column, as shown in the Kelley Blue Book's KARPOWER ON LINE New Car Pricing Software.

All vehicles purchased under this contract include as part of the base vehicle price: vehicle preparation costs, delivery, three complete sets of keys, vehicle title, vehicle registration, and a new County license plate. The percentage figure below "Invoice" that you submit should take these factors into account.

2. One vendor from all responsive Ford Motor Company dealers and shall be awarded the bid. Since fleet incentives or rebates will be consistent from dealer to dealer (same manufacturer), the award will be based on the response with the greatest percentage figure below the "Dealer's Selling Price" column of the Kelley Blue Book's KARPOWER ON LINE New Car Pricing Software.

OPTION A: DEALER INSTALLED OPTIONS

NOTE: In order to be considered for award; Option A must be completed.

1. Dealer installed options may include but are not limited to strobe lights, bed liners, utility bodies, cranes, service manuals, and parts manuals. See Attachment "A" for the approved list of dealer installed option manufacturers (only manufacturers on this list will be accepted). The Division of Fleet Management will provide the awarded vendors with updated lists of approved manufacturers for dealer installed options as needed throughout the contract period. The awarded vendor will also handle any and all warranty claims for the dealer installed items and any accessories added to the vehicle(s). These warranty claims will be handled as quickly as possible to minimize downtime to Lee County. It will be the responsibility of the awarded vendor to pick up and deliver the equipment for all warranty repairs and issues.

All prospective bidders must provide a percentage figure above "actual invoice" for any dealer installed options performed by a sub-contractor (copies of actual invoices must be provided as backup).

PRE-DELIVERY

- 1. The vendor shall be responsible for delivering vehicles that are new and unused, properly serviced, clean, and in first class operating condition. Pre-delivery service, at a minimum, shall include the following:
 - a. Complete lubrication and check all fluid levels to assure proper fill
 - b. Adjustment of engine to proper operating condition
 - c. Inflate tires to proper pressure
 - d. Check for proper operation of all accessories, gauges, lights, mechanical and hydraulic features.
 - e. Cleaning of vehicle, if necessary, and removal of all unnecessary tags, stickers, papers, etc. Remove window sticker and turn in with the delivery paperwork.
 - f. Overall check for safe operating condition
 - g. All fuel tanks on each new vehicle will come with a full tank of fuel.

- h. All new vehicles will come with three (3) complete sets of keys, including keys for any accessories such as: tool boxes, utility boxes, etc.
- 2. The vendor understands that the bid covers a complete, fully operative unit, as specified by the purchase order and enclosures, including the mounting of all attachments and connections to the chassis.

CONDITIONS & DELIVERY

- 1. All units must contain a full tank of fuel as indicated by the vehicle's fuel gauge at the time of delivery.
- 2. If a vehicle is delivered with more than 250 miles but less than 500 miles as indicated by the vehicle's odometer, the vendor shall be assessed \$0.54 (IRS rate) cents per mile for all miles over 250. Vehicles with 500 miles or more as indicated by the vehicle's odometer may not be accepted.
- 3. All vehicles shall be delivered with three complete sets of keys including three sets of keys for any and all accessories including tool boxes and utility boxes.
- 4. All vehicles shall be delivered to the Lee County's Division of Fleet Management located at 2955 Van Buren Street, Fort Myers, Florida 33916. Vendors must contact the Shop Superintendent or designee at (239) 533-5338 at least twenty-four hours prior to delivery. Deliveries can be made Monday Friday between the hours of 8:00 AM and 4:00 PM.
- 5. Delivery does not constitute acceptance. **Acceptance** and authorization of payment will be given only after a thorough inspection indicates that the vehicle meets specifications and conditions listed herein.
- 6. Vehicles shall be delivered with each of the following documents satisfactorily completed:
 - a. Temporary license plate.
 - b. Owner and/or operator manual(s).
 - c. Warranty certifications, including rust proofing, if applicable.
 - d. Copy of pre-delivery service report.
 - e. Window price sticker.
- 7. All vehicles shall be equipped with all standard equipment as specified by the manufacturer for this model. All vehicles shall comply with the EPA Emission Standards, and all Motor Vehicle Safety Standards as established by the U.S. Department of Transportation regarding the manufacture of motor vehicles, and OSHA standards CFR 29 1910/1926.

TITLE, REGISTRATION, AND PLATES

1. All vehicles delivered under this contract shall be titled and registered by the vendor (bidder) in accordance with Florida Statutes Chapters 319 and 320. Vendor shall send any necessary form(s), which must be signed by an authorized representative of the Lee County Board of County Commissioners, with the vehicle upon delivery. Vendor shall obtain necessary signature(s) and complete the titling and registration process for the County and return a county plate within twenty-five days of delivery of vehicle. Vendor shall include all fees involved in the title application, registration, and obtaining new plates in the base price for each vehicle.

NOTE: The Lee County Board of County Commission is self-insured, therefore, a "Proof of Insurance" form is not required.

ATTACHMENT A

LIST OF AUTHORIZED DEALER INSTALLED OPTION MANUFACTURERS

- 1. EMERGENCY AND WARNING LIGHTS:
 - A. LEDS GROTE
 - B. ROTATING BEACON TARGET TECH (FEDERAL SIGNAL CORP)
 - C. CORNER INTERCEPT NOVA ELECTRONICS
- 2. BEDLINERS:
 - A. DURALINER
 - B. RHINO LININGS
 - C. LINE-X
- 3. TOOL BOXES:
 - A. DELTA
 - B. DAYTON
 - C. UNITED WELDING
 - D. JOBOX
- 4. TRAILER HITCHES:
 - A. DRAW-TITE
 - B. REESE
- 5. LIFT GATES:
 - A. TOMMY GATE
- 6. ALUMINUM DUMP BODY INSERTS:
 - A. TRUCK CRAFT
 - B. EZ DUMPER
- 7. UTILITY AND STAKE BODIES:
 - A. OMAHA
 - B. READING
 - C. KNAPHEIDE
- 8. CRANES:
 - A. AUTO-CRANE
 - B. LIFTMOORE
- 9. DUMP AND FLAT BED DUMP HOISTS:
 - A. VENCO CONVERSION HOISTS
- 10. TRUCK AND VAN ACCESSORIES:
- A. MASTERACK
- B. AMERICAN VANS
- C. WEATHERGUARD

$\underline{ATTACHMENT\ B-DISCOUNTS/CONCESSIONS}$

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REQUIRED FORMS

These forms are <u>required</u> and should be submitted with all proposals. If it is determined that forms in this selection are not applicable to your company or solicitation they should be marked "N/A or Not Applicable" across the form in large letters and <u>returned</u> with <u>your submission package</u>.

Form # Title/Description

- 1 Solicitation Response Form
 - The corporate or mailing address must match the company information as it is listed on the Florida Department of state Division of Corporations. Attach a copy of the certification from http://www.sunbiz.org. All signatures must be by an authorized company representative. Sample attached for your reference.
- 1a Proposal Form (required for Non-CCNA solicitations)
 This form is used to provide itemization of project cost. A more detailed "schedule of values" may be requested by the County
- Business Relationship Disclosure Requirement (if Applicable)
 Sections 112.313(3) and 112.313(7), Florida Statutes, prohibit certain business relationships on the part of public officers and employees, their spouses, and their children. If this disclosure is applicable request form "INTEREST IN COMPETITIVE BID FOR PUBLIC BUSINESS" (Required by 112.313(12)(b), Florida Statute (1983)) to be completed and returned with solicitation response. It is the proposer's responsibility to disclose this relationship, failure to do so could result in being declared non-responsive.
- 2 Affidavit Certification Immigration Laws
 Form is acknowledgement that the proposer is in compliance in regard to Immigration Laws.
- 3 Reference Survey

Provide this form to a minimum of three references. The reference <u>respondents</u> will need to return this forms to the buyer listed on the form. This form will not be turned in with the proposal package.

- 1. Section 1: Proposer to complete with reference respondent's information prior to providing to them for their response. (This is **not** the proposer's information)
- 2. In the "Subject" block enter the name of the project the Proposer completed for that reference respondent
- 3. Section 2: Enter the name of the Proposer
- 4. The <u>reference respondent</u> should complete "Section 3" and return <u>directly to Lee County Procurement Management</u>. Reference survey should not be returned by the Proposer.
- 5. A minimum of 3 reference responses must be returned.
- 6. Responses are due: (see front cover for the solicitation type)
 - <u>Bids and NON-evaluated (by Committee) solicitations</u>: Only the awarded proposer(s) will be required to provide reference responses. Responses are due no later than 7 calendar days after the Notice of Intended Decision or Notice of Intent has been issued.
 - <u>CCNA and other Committee evaluated proposals</u>: All proposers are required to provide reference responses no later than 7 calendar days after the opening or two days prior to the first evaluation meeting, whichever is sooner.

Failure to obtain reference surveys may make your company non-responsive.

7. Section 4: The reference respondent to print and sign name

4 Negligence or Breach of Contract Disclosure Form

The form may be used to disclose any litigation that your company may be a part of involving negligence or breach of contract over the past ten years. You may need to duplicate this form to list all history. This should include at a minimum, litigation for similar projects completed in the State of Florida. Under part 6 of the form the final action needs to include in whose favor the litigation was settled and was a monetary amount awarded. Please do not write N/A on this form. If you have no litigation, enter "None" in section 3 of the form. If the proposer has more than 10 lawsuits, you may narrow them to litigation of the company or subsidiary submitting the solicitation response. See the form for further instruction and what to do if you have no litigation history in the past ten years. You may also submit the information in a table format if you have a large number of litigations to list. Simply put "See Attached Listing" in the block number 3.

5 Affidavit Principal Place of Business
Certifies proposer's location information. Local Vendor Preference and Location Point values are excluded when prohibited by grant or funding source. (In such cases form will be informational only.)

- 6 Sub-Contractor List
 To be completed and returned when sub-contractors are to be utilized and are known at the time of the submission.
- 7 Public Entity Crime Form Self explanatory.
- 8 Trench Safety (Required for Construction Projects Only) Self explanatory.
- 9 Disadvantaged Business Enterprise Participation (if applicable) Self explanatory
- 10 Bid Bond (if applicable)

Self explanatory

Proposal Label (Required)

Self explanatory. Please affix to the outside of the sealed submission documents.

Proposer Checklist (not a required form)

Self explanatory.

Form 1 - Solicitation Response Form



LEE COUNTY PROCUREMENT MANAGEMENT SOLICITATION RESPONSE FORM

Date Subm	itted		Deadline Date:	9/13/2	.016
Solicitati	ON IDENTIFICATION:	ITB160545/R	DF		
SOLICITAT	ION NAME: Ford Autom	obiles, Sport Util	ity Vehicles, Vans, Trucks,	Etc.	
COMPANY?	Name:			and the second	
Name & Ti	TLE: (TYPED OR PRINTED)		Mary.		
Corporat	Address: (physical) e or Mailing Address ame as physical	:			
Address n E-Mail Ai	MUST MATCH SUNBIZ.OF DDRESS:	₹G			
PHONE NUI	MBER:		FAX NUMBER:		
PROCURE COUNTY In submittin	EMENT MANAGEMEN WILL POST ADDENDA g this proposal, Proposer	T WEB SITE FO A TO THIS WEB makes all represen	ONSIBILITY OF THE VENT R ANY ADDENDA ISSUEI PAGE, BUT WILL NOT N tations required by the instruct I the solicitation documents an	D FOR THIS OTIFY. etions to Prop	S PROJECT. THE poser and further warrants
No	Dated:	No Date	d: No.		Dated:
No	Dated:	No Date	d: No.		Dated:
Tax Payer I	dentification Number				
	(1) Emplo	yer Identification N	umber -Or- (2) Social Securit	y Number:	_

** Lee County collects your social security number for tax reporting purposes only

Please submit a copy of your registration from the website www.sunbiz.org establishing your firm as authorized to conduct business in the State of Florida, as provided by the *Florida Department of State*, *Division of Corporations*. ALL

PROPOSALS MUST BE SIGNED, SEALED (IF APPLICABLE) AND EXECUTED BY A CORPORATE AUTHORITY

1 <u>Collusion Statement:</u> Lee County, Fort Myers, Florida The undersigned, as Proposer, hereby declares that no person or other persons other than the undersigned are interested in this solicitation as Principal, and that this solicitation is submitted without collusion with others; and that we have carefully read and examined the specifications or scope of work, and with full knowledge of all conditions under which the services herein is contemplated must be furnished, hereby propose and agree to furnish this service according to the requirements set out in the specifications or scope of work for said service for the prices as listed on the county provided price sheet or (CCNA) agree to negotiate prices in good faith if a contract is awarded.

2 Scrutinized Companies Certification:

Section 287.135, Florida Statutes, prohibits agencies from contracting with companies, for goods or services over \$1,000,000, that are on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List. Both lists are created pursuant to section 215.473, Florida Statutes.

As the person authorized to sign on behalf of Respondent, I hereby certify that the company identified above not listed on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List. I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject company to civil penalties, attorney's fees, and/or costs.

Form	1	- Solicitation	Farm	Pago	2
L'OTTE	1	- Soucianon	L'OI III,	1 uge	Δ

Business Relationship Disclosure Requirement: Sections 112.313(3) and 112.313(7), Florida Statutes, prohibit certain business relationships on the part of public officers and employees, their spouses, and their children. See Part III, Chapter 112, Florida Statutes and/or the brochure entitled "A Guide to the Sunshine Amendment and Code of Ethics for Public Officers, Candidates and Employees" for more details on these prohibitions. However, Section 112.313(12), Florida Statutes (1983), provides certain limited exemptions to the above-referenced prohibitions, including one where the business is awarded under a system of sealed, competitive bidding; the public official has exerted no influence on bid negotiations or specifications; and where disclosure is made, prior to or at the time of the submission of the bid, of the official's or his spouse's or child's interest and the nature of the intended business. The Commission on Ethics has promulgated this form for such disclosure, if and when applicable to a public officer or employee. If this disclosure is applicable request form "INTEREST IN COMPETITIVE BID FOR PUBLIC BUSINESS" (Required by 112.313(12)(b), Florida Statute (1983)) to be completed and returned with solicitation response. It is the proposer's responsibility to disclose this relationship, failure to do so could result in being declared nonresponsive. Business Relationship NOT Applicable Business Relationship Applicable No Disadvantaged Business Enterprise (DBE) proposers' please attach a current certificate Yes 4 The proposer should carefully read all the solicitation documents. Any deviation or modification must be 5 identified. Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the proposal being declared non-responsive, or to have the award of the solicitation to be rescinded by the County. Yes No Are there any modifications to the solicitation or specifications Modifications: Where Proposer is a Corporation, add: Authorized Proposer: (Name printed or typed) Company Name: (Name printed or typed) (Seal) Proposer Title Secretary Signature: Authorized Proposer Signature (Secretary name printed or typed)

Any blank spaces on the form(s), qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the submission being declared non-responsive by the County.

Form 1a - Proposal Form (not applicable for CCNA solicitations)



Lee County Procurement Management

PROPOSAL FORM

Company				•1 0	TT-11-1 TT 1 1 1	X71
	ITB160			ones, Sport	Utility Vehicl	es, Vans, Trucks,
Solicitation	# <u>F</u>	Solicitation Name	Etc.			
herein, pro Multi-year The success services on an option to	pose to furnis and Renewals ful proposer sh an "as needed be extend this con	all be responsible for furnishing are pasis for a one-year (1) period or as a stract as specified in the Scope of strension or renewal.	se specifications. and delivering to the second in the Se	Lee County r cope of Work ion upon appro	equesting Depar as per specificat oval of both the	tment commodity or tions. There will be
		Please include this page	with your subn	nission pack	age.	
Item#		Description	Unit of Measure	Quantity	Unit Cost	Total Cost
	SELLING PRI BLUE BOOK	E FIGURE BELOW "DEALER CE" COLUMN OF THE KELLE' S KARPOWER ON LINE NEW (Y CAR	-		
	PRICING SOF	TWARE:%				
		N A: DEALER INSTALLED OPTIONS:				
	Percentage Fig Installed Opt	gure Above "Actual Invoice" Of Doions Performed By A Sub-Contrac	tor:			
		order to be considered for awar tion A must be completed.	d,			
		- VA				
	34444					
	- 16					
		Grand Total				
Amount	Written			1	I	1

Form 2 - Affidavit Certification of Immigration Laws



AFFIDAVIT CERTIFICATION IMMIGRATION LAWS

SOLICITATION NO.: ITB160545/RDF SOLICITATION NAME: Ford Automobiles, Sport Utility Vehicles, Vans, Trucks, Etc.

LEE COUNTY WILL NOT INTENTIONALLY AWARD COUNTY CONTRACTS TO ANY CONTRACTOR WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) {SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

LEE COUNTY MAY CONSIDER THE EMPLOYMENT BY ANY CONTRACTOR OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY LEE COUNTY.

PROPOSER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND SUBSEQUENT AMENDMENTS).

Company N	Name:			
	Signature	Title	Date	
STATE OF	OF			
The forego	ing instrument was sig	gned and acknowledged b	perfore me thisday of	
(Print or Ty	ype Name)	as identification.	p. 0 d. 0	
(Type of Id	lentification and Num	ber)		
Notary Pub	olic Signature			
Printed Na	me of Notary Public			
Notary Cor	mmission Number/Ex	piration		

The signee of this Affidavit guarantee, as evidenced by the sworn affidavit required herein, the truth and accuracy of this affidavit to interrogatories hereinafter made. <u>LEE COUNTY RESERVES THE RIGHT TO REQUEST</u> SUPPORTING DOCUMENTATION, AS EVIDENCE OF SERVICES PROVIDED, AT ANY TIME.

Form 3 Reference Survey



Lee County Procurement Management

LEE COUNTY SOUTHWEST FLORIDA Solicitation #ITB160545/RDF Ford Automobiles, Sport Utility Vehicles, Vans,

Trucks, Etc.

Section 1			
FROM:		BUYER: Bob Franceschini	
COMPANY:		DATE: 9/13/2016	
PHONE #:		TOTAL # PAGES: 1	
FAX #:		PHONE #: 239-533-8881	FAX #: 239-485-8383
EMAIL:		BUYER EMAIL: rfranceschini@I	LeeGov.com
SUBJECT:	Reference for work completed regarding (Pro	poser project name):	
Description of Le	ual or Your company has been given as a reference of see County Project: The Lee County Board of Cour the purchase of vehicles for Lee County Govern	nty Commissioners, Division of Fle	et Management, is seeking ny Division dealers.
Section 2	Proposer name (reference is being provided for):		"YES" OR "NO"
Section 3 1. Was 1	the scope of work performed similar in nature?	and the second s	TEO OK NO
2. Did th	nis company have the proper resources and pers	sonnel by which to get the job done?	
3. Were	any problems encountered with the company's	work performance?	
4. Were	any change orders or contract amendments iss	ued, other than owner initiated?	
5. Was	the job completed on time?		
6. Was	the job completed within budget?		
7. On a performance, co	scale of one to ten, ten being best, how would y onsidering professionalism; final product; person 10 being highest)	ou rate the overall work nnel; resources.	,
8. If the oppor	tunity were to present itself, would you rehire this	s company?	
9. Please prov	vide any additional comments pertinent to this co		
Section 4		ni @leegov.com or FAX # 239-485	
Reference Nar	me (Print Name)	Please submit non-Lee Cour	nty employees as references
Reference Sign	nature		

Form 4 -Negligence or Breach of Contract Disclosure Form

LEE COUNTY

ALLEGED NEGLIGENCE OR BREACH OF CONTRACT **DISCLOSURE FORM**

Please fill in the form below. Provide a sheet for each incident that has occurred over the past 10 years. Please compete in chronological order with the most recent incident on starting on page 1. Please do not modify this form (expansion of spacing allowed) or submit your own variation. SOUTHWEST

Company Name:

Final Outcome (who prevailed)				ion panding or
Claim Reason (initial circumstances)				the thought on a setting nondian or
Project				noito con of all hotomes of the same
Count County/State				4-14
Case Number		1		
Plaintiff (Who took action against your company)				
Incident Date And Date Filed				
Type of Incident Incident Date Alleged Negligence And or Breach of Contract				

action taken in the last 10 years, complete the company name and write "NONE" on line 3 of this page and return with your proposal package. This Make as many copies of this sheet as necessary in order to **provide a 10 year history** of the requested information. It there is **no action** pending or should include who prevailed and what method of settlement was made. If a monetary settlement was made the amount may remain anonymous. form should also include the primary partners listed in your proposal. Do not include litigation with your company as the plaintiff. Final outcome 6

Page Number:

Total pages

Update the page number to reflect the current page and the total number of pages. Example: Page 3, of 5 total submitted pages of this form.

Form 5 - Affidavit Principal Place of Business



AFFIDAVIT PRINCIPAL PLACE OF BUSINESS

Local Vendor Preference (Non-CCNA) (Lee County Ordinance No. 08-26) Location Identification (CCNA)

Instructions: Please complete all information that is applicable to your firm

Con	npany Name:			
Printed	name of authorized signer Title	•		
	ized Signature Dat	-		
affic DO	signee of this Affidavit guarantee, as evidenced by the swor lavit to interrogatories hereinafter made. <u>LEE COUNTY RECUMENTATION, AS EVIDENCE OF SERVICES PROV</u>	ESERVES THE R	IGHT T	the truth and accuracy of this O REQUEST SUPPORTING
Nota State Cou				
	foregoing instrument was signed and acknowledged before	me this		day of
20				who has produced
	Type of ID and number	4444	as identi	fication (or personally known)
⇒ Notary	Public Signature	Notary Commission N	lumber and ex	piration
1.	Principal place of business is located within the boundaries of:		Lee Co Collien Non-L	County
	Local Business Tax License #			
2.	Address of Principal Place of Business:			
3. 4. 5.	Number of years at this location Have you provided goods or services to Lee County on a regular basis within the past 3 consecutive years Size of Facility (i.e. sales area, warehouse, storage yard, et	years Yes* c.)	No	*If yes, attach contractual history for past 3 consecutive years
6.	Number of available employees for this contract			

AFFIDAVIT PRINCIPAL PLACE OF BUSINESS Page 2

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Attach additional page(s), if necessary

Form 6-Sub-contractor List

LEE COUNTY SOUTHWEST FLORIDA

SUB-CONTRACTOR LIST

Amount or

Qualified

Sub-contractor Name	Area Of Work	Point Of Contact Or Project Supervisor	DBE Yes/No	Percentage of Total

value or percentage that the sub-contractor will be performing. If sub-contractors qualify as Disadvantaged Business Enterprise (DBE)

contractors, please attach a current certificate.

Form 7: Public Entity Crime Form

This form must be signed and sworn to in the presence of a notary public or other officer authorized to administer oaths.

1.	This sworn statement is submitted to
	by
	(Print individual's name and title)
	for(Print name of entity submitting sworn statement)
	whose business address is
	(If applicable) its Federal Employer Identification Number (FEIN) is
	(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: On the attached sheet.) Required as per IRS Form W-9.
agency or servi	I understand that a "public entity crime" as defined in Paragraph 287.133(1) (g), <u>Florida Statutes</u> , means a violation of any federal law by a person with respect to and directly related to the transaction of business with any public entity or with an or political subdivision of any other state or with the United States, including but not limited to, and bid or contract for goods ces to be provided to any public entity or agency or political subdivision or any other state or of the Unites States, and agantitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
relating	I understate that "convicted" or "conviction" as defined in Paragraph 287.133(1) (b), Florida Statutes, means a finding of a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea or nolo contendere.
4.	I understand that "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means: 1. A predecessor or successor of a person convicted of a public entity crime:
and age	An entity under the control of any natural person who is active in the management of the entity and who has been convicted olic entity crime. The term "affiliate" includes those offices, directors, executives, partners, shareholders, employees, members ents who are active in the management of the affiliate. The ownership by one person of shares constituting a controlling in another person, or a pooling of equipment or income among persons when not fair market value under an arm's length ent, shall be a facie case that one person controls another person. A person who knowingly enters into a joint venture with a who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
to bid o	I understand that a "person" as defined in Paragraph 287.133(1) (c), <u>Florida Statutes</u> , means any natural person or entity ed under the laws of any state or of the United States with the legal power to enter a binding contract and which bids or applies on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transacts with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, rs, and agents who are active in management of the entity.
6. sworn s	Based on information and belief, the statement which I have marked below is true in relation to the entity submitting those tatement. (<i>Please indicate which statement applies</i> .)
employ convict	Neither the entity submitted this sworn statement, nor any officers, directors, executives, partners, shareholders, ees, members, and agents who are active in management of an entity nor affiliate of the entity have been charged with and ed of a public entity crime subsequent to July 1, 1989.
shareho	The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, olders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity have been charged d convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, member, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearing and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (Attach a copy of the final order)
I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR CATEGORY TWO OR ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.
(Signature)

	(Date)
STATE OF	
COUNTY OF	
PERSONALLY APPEARED	BEFORE ME, the undersigned authority,
	(Name of individual signing)
who, after first being sworn by me, affixed h	is/her signature in the space provided above on this day
of, 2	
	(NOTARY PUBLIC)

TRENCH SAFETY

Contractor/Vendor acknowledges that included in the appropriate solicitation items of the solicitation and in the Total solicitation price are costs for complying with the Florida Trench Safety Act (90-96, Laws of Florida) effective October 1, 1990. The contractor/vendor further identifies the costs of such compliance to be summarized below:

Trench Safety Measure (Description)	Units of Measure (LF, SF)	Unit (Quantity)	Unit Cost	Extended Cost	
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D.					<u> </u>
	TOTAL \$			·	
be in accordance with EXCAVATION SAFE	the Florida Department of the Florida Department of the ETY SYSTEM AND SHOws above may result in the (Signature)	of Transportation's Sp ORING, SPECIAL-TF	ecial Provisions Art RENCH EXCAVAT		: 125-4.1 (TRENCH
	(Company Name)				
STATE OF		ore me this day or day or (name of corports personally known to r	of ration), a ne or has produced _	_by (state or pla	(name and ace of incorporation) (type of identification)
		(signature line fo	or notary public)		
		(name of notary	typed, printed or stan	nped)	
No. outstand the		(title or rank)			
My commission expires	···		(serial numbe	r, if any)	

Form 9: Disadvantaged Business Enterprise Participation

DISADVANTAGED BUSINESS ENTERPRISE PARTICIPATION

NOTE: This form must be signed by the person who will sign, or has signed the Proposal/Quote Form. This form will become part of the contract documents.

DESCRIPTION OF WORK: SUB-CONTRACTOR'S NAME: EST. DOLLAR VALE OF PROPOSED WORK: DIVISION OF EQUAL OPPORTUNITY CERTIFIED DBE/ DESCRIPTION OF WORK: SUB-CONTRACTOR'S NAME: EST. DOLLAR VALE OF PROPOSED WORK: DIVISION OF EQUAL OPPORTUNITY CERTIFIED DBE/ DIVISION OF EQUAL OPPORTUNITY CERTIFIED DBE/ SUB-CONTRACTOR'S NAME: EST. DOLLAR VALE OF PROPOSED WORK: DIVISION OF EQUAL OPPORTUNITY CERTIFIED DBE/ Check appropriate designation) DESCRIPTION OF WORK: SUB-CONTRACTOR'S NAME: EST. DOLLAR VALE OF PROPOSED WORK: TOTAL VALE OF PROPOSED WORK: TOTAL VALE OF ALL DBE/MINORITY/WOMEN SUBCONTRACT WORK: \$ ESTIMATED TOTAL PERCENT (%) TO BE UTILIZIED: 96	DIVISION OF EQUAL OPPORTUNITY CERTIFIED DBE/	MINORITY/ WOMEN/ (Check appropriate designation)	
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GOVERNA CEOR MAME			
	CONTRACTOR NAME SIGNATURE	DATE	

BID BOND

Complete EITHER Lee County Paper Bid	Bond	
KNOW ALL MEN BY THESE PRESENT		
(BIDDER'S Name)	Principal, and	
	Corporation licensed to do	
(Surety's Name) business under the laws of the State of Flo. COUNTY COMMISSIONERS, LEE COU in the SUM OF	ida as a Surety, are held and firmly bound unto <u>LEE COUNTY BOARI</u> NTY, FLORIDA, a Political Subdivision of the State of Florida,	<u>) OF</u>
for the payment whereof, well and truly to and assigns, jointly and severally, firmly, b	be made, we bind ourselves, our heirs, successors, personal representation these presents.	ıtives
SIGNED AND SEALED this day of	f	
WHEREAS, said Principal is herewith sub-	nitting a Proposal for the construction of:	
upon said Proposal within the specified to acceptable Public Payment & Performance as may be required to the COUNTY with such extended period as the COUNTY may and Surety shall pay to said COUNTY in amount for which said COUNTY may lega excess of the former, together with any expression of the former, together with any externey's fees. For purposes of unsuccess surety to pay costs and damages associated	above obligation is such that if said Principal shall be awarded the Corne and shall enter into a written Contract, satisfactory in form, provided Bond from a Surety acceptable to the COUNTY and provide other Insurance (7) calendar days after the written Notice of Award date, or we grant, then this obligation shall be null and void; otherwise said Principal and the difference between the amount of the Bid of said Principal and Insurance with another party to perform said work, if the latter amount penses and reasonable attorney's fees incurred by said COUNTY if suid Surety's liability exceed the penal sum hereof plus such expenses sful bid protests filed by the Principal herein, this obligation shall bin with the bid protest or delays to the project upon a finding from the Boathe bid protest was frivolous and/or lacked merit. The liability of the Sind.	de an rance vithin neipal de the in uit be and at the ard of
Witness as to Principal: (Principal)	(SEAL)	
(By)	Printed Name	
Witness as to Surety: (Surety's Name)	(SEAL)	
(By-As Attorney-in-Fact, Surety)		

Affix Corporate Seals and attach proper Power of Attorney for Surety.

Cut along the outer border and affix this label to your sealed solicitation envelope to identify it as a "Sealed Submission/Proposal".

PROPOSAL DOCUMENTS • DO NOT OPEN SOLICITATION NO.: ITB160545/RDF Ford Automobiles, Sport Utility Vehicles, Vans, Trucks, SOLICITATION TITLE: Etc. 9/13/2016 DATE DUE: Prior to: 2:30 PM TIME DUE: SUBMITTED BY: (Name of Company) e-mail address **DELIVER TO:** Lee County Procurement Management 1500 Monroe 4th Floor Fort Myers FL 33901

Note: proposals received after the time and date above will not be accepted.

Lee County Procurement Management 1500 Monroe Street, 4th Floor Fort Myers, FL 33901 (239) 533-8881 www.leegov.com/procurement

PLEASE PRINT CLEARLY

IMPORTANT: Please check off each of the following items as the necessary action is completed:

TIVII	JIVITAL	
	1	The Solicitation has been signed and with corporate seal (if applicable).
	2	The Solicitation prices offered have been reviewed (if applicable).
	3	The price extensions and totals have been checked (if applicable).
	4	Substantial and final completion days inserted (if applicable).
	5	If submitting via hard copy the original must be a manually signed original. Include
		additional copies, if specified, in the Solicitation documents.
	6	All addendums issued, if any, have been acknowledged in the space provided.
	7	Licenses (if applicable) have been inserted.
	8	Erasures or other changes made to the Solicitation document have been initialed by the person signing the Solicitation.
	9	Provided a copy of corporate registration from www.sunbiz.org
	10	Required Form 1: Solicitation form completed
		Required Form 1a: Proposal Form (not applicable for CCNA solicitations)
	11	Required Form 2: Affidavit Certification Immigration Laws, Signed and Notarized
	12	Required Form 3: Reference Surveys have been sent to reference respondents
	13	Required Form 4: Negligence or Breach of Contract disclosure, completed or marked None
	14	Required Form 5: Affidavit Principal Place of Business
	15	Required Form 6: Sub-contractor List, complete is sub-contractors will be utilized
	16	Required Form 7: Public Entity Crime Form
		Business Relationship Disclosure Requirement (if Applicable)
	17	Required: Solicitation Label, completed and affixed to proposal documents, if hard copy is provided. The mailing envelope MUST be sealed and marked with: ✓ Solicitation Number ✓ Opening Date and/or Receiving Date ✓ Mailing Address: Lee County Procurement Management Division 1500 Monroe Street, 4 th Floor Fort Myers, FL 33901
	18	The Solicitation will be mailed or delivered in time to be received no later than the specified opening date and time. (If solicitation is not received prior to deadline it cannot be considered or accepted.)
	19	Two (2) identical sets of descriptive literature, brochures and /or data (if required)
		have been submitted under separate cover.
	20	All modifications have been acknowledged in the space provided
-		REQUIRED CONSTRUCTION FORMS & DOCUMENATION
	21	Form 8: Trench Safety (if applicable)
	22	Form 9: Disadvantaged Business Enterprise Participation (if applicable)
	23	Form 10: Bid Bond and/or certified check, if required, have been submitted with the
		Solicitation in amount indicated (if applicable)
	24	Two (2) identical sets of descriptive literature, brochures and /or data (if required)

^{**}This form is not required to be returned with your solicitation, but used as a tool when responding to the solicitation.