



COUNTY COUNCIL OF BEAUFORT COUNTY
PURCHASING DEPARTMENT
POST OFFICE DRAWER 1228 ♦ BEAUFORT, SOUTH CAROLINA 29901-1228
TELEPHONE: (843) 470-2735 FAX: (843) 470-2738

QUALIFICATION NOTICE NO. 3918/100235

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CLOSING DATE AND TIME: February 11, 2010– 3:00 PM

QUALIFICATION TITLE: Rural and Critical Lands Preservation Program Consulting Services for Beaufort County

You are invited to submit qualifications in accordance with the requirements of this solicitation which are contained herein. Questions shall be directed to David L. Thomas, CPPO no later than 4:00 pm on February 3, 2010. Contact via email at dthomas@bcgov.net or 843-470-2739. This document is also posted on the Beaufort County Website, www.bcgov.net, under “local business opportunities”.

In order for your qualification statement to be considered, it must be submitted to the Purchasing Office not later than the date and time as listed above, at which time respondents to this request will be recorded in the presence of one or more witnesses. Qualifications received by the Purchasing Office after the time specified will be returned to the offeror unopened. Due to the possibility of negotiation with all offerors, the identity of any offeror or the contents of any qualification shall not be public information until after the contract award is made; therefore, the public is not invited to the opening.

The qualifications must be signed by an official authorized to bind the Offeror, and it shall contain a statement to the effect that the statement is firm for a period of at least 90 days from the closing date of submission. **Qualifications must be submitted in a sealed opaque envelope/container showing the above qualification number, opening date, and title.**

All submittals received in response to this Request for Qualifications will be rated by County Selection Committee, based upon the Evaluation Criteria as listed in Part IV. Oral presentations from a minimum of the top two rated firms may be required.

This solicitation does not commit Beaufort County to award a contract, to pay any costs incurred in the preparation of a qualification statement, or to procure or contract for the articles of goods or services. The County reserves the right to accept or reject any or all qualifications received as a result of this request, to negotiate with all qualified offerors, or to cancel in part or in its entirety this effort, if it is in the best interests of the County to do so.

BEAUFORT COUNTY

David L. Thomas, CPPO, CPPB
Purchasing Director
(843) 470-2739

PART I

GENERAL INFORMATION

1. Proposals will be considered as specified herein or attached hereto under the terms and conditions of this proposal.
2. Qualifications must be made in the official name of the firm or individual under which business is conducted (showing official business address) and must be signed in ink by a person duly authorized to legally bind the person, partnership, company, or corporation submitting the qualification statement.
3. Offerors are to include all applicable requested information and are encouraged to include any additional information they wish to be considered.
4. **One clearly identified original and seven (7) copies of your qualification statement are required and must be received no later than 3:00 pm on February 3, 2010. Any proposals received after the scheduled deadline will be immediately disqualified and returned to the submitting firm. Qualification statements should be limited to 30 pages (do not count tabs, transmittal letter or table of contents) interested consultants should submit proposals to the address in paragraph 5.**
5. Qualifications will be received by the Purchasing Department until 3:00 p.m. on the closing date shown.

Qualifications are to be mailed to:

Purchasing Department
Beaufort County Administration Building
P. O. Drawer 1228
Beaufort, SC 29901-1228

Hand deliver and/or Express mail to:

Purchasing Department
Attention: Mr. David L. Thomas, CPPO
Purchasing Director, Beaufort County
102 Industrial Village Road, Beaufort Industrial Village, Building #2
Beaufort, SC 29906

The submitting offeror is required to have printed on the envelope or wrapping containing his proposal the RFQ number, opening date, and title.

Offerors who desire to receive a copy of the Statement of Award must include a self-addressed stamped envelope.

6. **Prohibition of Gratuities:** It shall be unethical for any person to offer, or give, or agree to give any County employee or former County employee, or for any County employee or former County employee to solicit, demand, accept, or agree to accept from another person, a gratuity or an offer of employment in connection with any decision, approval, disapproval, recommendation, or preparation of any part of a purchase request, influencing the content of any specification or procurement standard, rendering of advice, investigation, auditing, or in any other advisory capacity in any proceeding or application, request for ruling, determination, claim or controversy, or other particular matter, pertaining to any program requirement or a contract or subcontract, or to any solicitation or qualification therefore.

7. **Questions**

Fax any questions you have, at least ten (10) days prior to qualification closing date, to:

David L. Thomas, CPPO, Purchasing Director, (843) 470-2738. Confirm receipt of fax by calling (843) 470-2735. You may email question to dthomas@bcgov.net.

Answers to questions received that would change and/or clarify this solicitation will be provided in writing to all firms that have received the original Request for Qualification.

PART II

1. INTRODUCTION

It is the intent of Beaufort County to solicit qualifications for Rural and Critical Lands Preservation Program Consulting Services. No other elaboration is necessary or desired, since the scope of work is designed to address the specific technical requirements and intent.

PART III

SCOPE OF WORK

In accordance with the Rural and Critical Land Preservation Ordinance and Land Preservation Bond Referendum, the Beaufort County Comprehensive Plan, the Beaufort County Land Preservation Board (hereafter, "the Board") Program Guide, and policies and priorities of the County, the consultant shall provide staff support and assistance with the acquisition of land and conservation easements pursuant to the Program.

The consultant will utilize its experience and contacts in real estate, negotiations, natural resource preservation, stewardship skills and other expertise to assist Beaufort County and the Board in planning, coordinating with other organizations to implement the Program.

The Scope of Services shall address the following:

1. Provide staff support and advice to the Board and subcommittees of the Board to assist with implementing the Program, reviewing and assessing properties for preservation, and developing and proactively pursuing priority preservation property lists.
2. Provide expertise and advice regarding property contractual agreements for the sale, pursuing purchase of development rights and conservation easements for proposed rural and critical lands. Must possess knowledge of conservation easements, tax issues and implications, and property purchase procedures and deed research. Must be able to provide or recommend land stewardship, conservation and management programs to the County for protected lands.
3. Possess the ability and knowledge to coordinate with federal, state and local entities, non-profit organizations, and conservation organizations involved with land protection to leverage and secure funding to protect and manage rural and critical lands.
4. Establish contacts with targeted property owners or their agents and provide negotiation skills for the acquisition or purchase of development rights of the properties.
5. Assist with the development of an inventory and map of environmentally sensitive lands.
6. Provide quarterly reports of activities of preceding months in writing.
7. Ensure that all contractual agreements, appraisals and property reviews for all property reviews for all properties under consideration are carried out in accordance with applicable statutes. The consultant shall communicate, through a designated contact within the County, any land acquisition strategies before commencing on any land acquisitions and shall notify the County as negotiations begin and when they are complete. Maintain confidentiality of all property transactions, records, and negotiations. This applies to all staff working on this program.
8. Maintain complete and accurate records of property, financial accounting and non-financial accounting performed under this contract.
9. Coordinate with the County Public Information Office and the Board with public outreach campaigns, public awareness, and public presentations or media contacts.
10. Attend all Board and subcommittee meetings and advise, and any relevant County Council and subcommittee meetings as staff as needed. Provide administrative functions to the Board and subcommittees as necessary.
11. Proposed Submission Schedule
RFQ Advertisement Date: January 10, 2010.
RFQ Closing Deadline: February 11, 2010; 3:00 p.m.
Recommendation of Award to Planning Committee: (Meeting date TBD)
Recommendation of Award to Full Council: (TBD)

PART IV

EVALUATION CRITERIA

EVALUATOR: _____ DATE: _____

RFP#: _____ TITLE: _____

OFFEROR: _____

	<u>POINT RANGE</u>	<u>POINTS ASSIGNED</u>
1.0 Capability to perform all aspects of the project.	<u>Points</u>	_____
2.0 A minimum of 5 years experience providing staff support and assistance with the acquisition of land and conservation easements pursuant to the Program. The Consultant should include examples of comparable work with an emphasis on Rural and Land Conservation projects. The County may check referenced Projects.	<u>Points</u>	_____
3.0 Professional background, caliber and expertise of key personnel, including sub-consultants or outside consultants to be assigned to the proposed work. This is to include the name and resume of the project manager, along with his/her percentage of time to be devoted to the project.	<u>Points</u>	_____
4.0 The Consultants proposed approach and work philosophy to provide the services and how the services will be accomplished in an economical and timely manner.	<u>Points</u>	_____

5.0	Cost effectiveness and reasonableness of offeror's proposed fee.	<u>Points</u>	<u></u>
6.0	Demonstrated successful experience by all members of the Project Team on related projects. Include short resumes and project descriptions.	<u>Points</u>	<u></u>
7.0	The Firm's Small and Minority Local subcontractor percentage of participation for the project.	<u>Points</u>	<u></u>
TOTAL POINTS:		<u>100 Points</u>	<u></u>
		<u></u>	<u></u>

PART V

CONTRACTUAL REQUIREMENTS

- 1.0 **EXCUSABLE DELAY**: The Contractor shall not be liable for any excess costs, if the failure to perform the contract arises out of causes beyond the control and without the fault or negligence of the Contractor. Such causes may include, but are not restricted to, acts of God or of the public enemy, acts of the Government in either its sovereign or contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather; but in every case the failure to perform must be beyond the control and without the fault or negligence of the Contractor. If the failure to perform is caused by the default of a subcontractor, and if such default arises out of causes beyond the control of both the Contractor and the subcontractor, and without the fault or negligence of either of them, the Contractor shall not be liable for any excess costs for failure to perform, unless the supplies or services to be furnished by the subcontractor were obtainable from other sources in sufficient time to permit the Contractor to meet the required delivery schedule.
- 2.0 **S.C. LAW CLAUSE**: Upon award of a contract under this proposal, the person, partnership, association, or corporation to whom the award is made must comply with local and State laws which require such person or entity to be authorized and/or licensed to do business in Beaufort County. Notwithstanding the fact that applicable statutes may exempt or exclude the successful offeror from requirements that it be authorized and/or licensed to do business in Beaufort County, by submission of this signed proposal the offeror agrees to subject itself to the jurisdiction and process of the Fourteenth Judicial Circuit Court of Beaufort County, as to all matters and disputes arising or to arise under the contract and the performance thereof including any questions as to the liability for taxes, licenses, or fees levied by State or local government.
- 3.0 **OFFEROR'S QUALIFICATIONS**: Offeror must, upon request of the County, furnish satisfactory evidence of their ability to furnish products or services in accordance with the terms and conditions of this proposal. The Purchasing Department reserves the right to make the final determination as to the offeror's ability to provide the services requested herein, before entering into any contract.
- 4.0 **OFFEROR RESPONSIBILITY**: Each offeror shall fully acquaint himself with conditions relating to the scope and restrictions attending the execution of the work under the conditions of this proposal. It is expected that this will sometimes require on-site observation. The failure or omission of an offeror to acquaint himself with existing conditions shall in no way relieve him of any obligation with respect to this proposal or to the contract.

- 5.0 AFFIRMATIVE ACTION: The Contractor will take affirmative action in complying with all Federal and State requirements concerning fair employment and employment of the handicapped and concerning the treatment of all employees, without regard or discrimination by reason of race, religion, sex, national origin, or physical handicap.
- 6.0 PRIME CONTRACTOR RESPONSIBILITIES: The Contractor will be required to assume sole responsibility for the complete effort, as required by this RFP. The County will consider the Contractor to be the sole point of contact with regard to contractual matters.
- 7.0 SUBCONTRACTING: If any part of the work covered by this RFP is to be subcontracted, the Contractor shall identify the subcontracting organization and the contractual arrangements made with same. All subcontractors must be approved, in writing by the County, or when applicable a political subdivision within the County with the County's concurrence. The successful offeror will also furnish the corporate or company name and the names of the officers of any subcontractors engaged by the vendor. The County reserves the right to reject any or all subcontractors and require substitution of a firm qualified to participate in the work as specified herein.
- 8.0 OWNERSHIP OF MATERIAL: Ownership of all data, material, and documentation originated and prepared for the County pursuant to this contract shall belong exclusively to the County.
- 9.0 NONRESIDENT TAXPAYERS: If the offeror is a South Carolina nonresident taxpayer and the contract amount is \$10,000.00 or more, the offeror acknowledges and understands that in the event he is awarded a contract offeror shall submit a Nonresident Taxpayer Registration Affidavit (State form #1-312-6/94), before a contract can be signed. Affidavit must certify that the nonresident taxpayer is registered with the S.C. Department of Revenue or the S.C. Secretary of State's Office, in accordance with Section 12-9-310(A)(2)(3) of S.C. Code of Laws (1976) as amended.
- 10.0 BUSINESS LICENSE: In accordance with the *Beaufort County Business License Ordinance, 99-36, Article III*, as enacted November 22, 1999, any business or individual generating income in the unincorporated area of Beaufort County is required to pay an annual license fee and obtain a business license. The ordinance referenced is available on the Beaufort County website at www.co.beaufort.sc.us or by calling the Business License Administrator at (843) 470-2815 for a list of schedules.
- 11.0 ADDITIONAL ELIGIBILITY: Other Beaufort County Public Procurement units shall, at their option, be eligible for use of any contracts awarded pursuant to this Invitation.

- 12.0 INSURANCE REQUIREMENTS: Prior to commencing work hereunder, Contractor, at his expense, shall furnish insurance certificate showing the certificate holder as Beaufort County, P.O. Drawer 1228, Beaufort, SC 29901-1228, Attention: Purchasing Director and with a special notation naming Beaufort County as an additional insured on the liability coverage. If not otherwise specified, the minimum coverage shall be as follows:
- 12.1 Worker's Compensation Insurance - Contractor shall have and maintain, during the life of this contract, Worker's Compensation Insurance for his employees connected to the work/delivery, in accordance with the Statutes of the State of South Carolina and any applicable laws.
- 12.2 Commercial General Liability Insurance - Contractor shall have and maintain, during the life of this contract, Commercial General Liability Insurance. Said Commercial General Liability Policy shall contain Contractual Liability and Products/Completed Operations Liability subject to the following minimum limits: BODILY INJURY of at least \$1,000,000 PER PERSON, \$1,000,000 PER OCCURRENCE; PROPERTY DAMAGE of at least \$1,000,000 PER OCCURRENCE; or BODILY INJURY/PROPERTY DAMAGE of at least \$2,000,000 COMBINED SINGLE LIMIT.
- 12.3 Comprehensive Automobile Liability Insurance - The Contractor shall have and maintain, during the life of this contract, Comprehensive Automobile Liability, including non-owned and hired vehicle, of at least \$1,000,000 PER PERSON, \$1,000,000 PER OCCURRENCE; PROPERTY DAMAGE of at least \$1,000,000 PER OCCURRENCE, or BODILY INJURY/PROPERTY DAMAGE of at least \$2,000,000 COMBINED SINGLE LIMIT.
- 12.4 Umbrella Liability Insurance – Required at \$3,000,000 limit per occurrence.
- 12.5 The required insurance policy at the time of issue must be written by a company licensed to do business in the State of South Carolina and be acceptable to the County.
- 12.6 The Contractor/vendor shall not cause any insurance to be canceled or permit any insurance to lapse. All insurance policies shall contain a clause to the effect that the policy shall not be canceled or reduced, restricted or limited until fifteen (15) days after the County has received written notice, as evidenced by return receipt of registered or certified letter. Certificates of Insurance shall contain transcript from the proper office of the insurer, the location, and the operations to which the insurance applies, the expiration date, and the above-mentioned notice of cancellation clause.
- 12.7 The information described above sets forth minimum amounts and coverages and is not to be construed in any way as a limitation on the Contractor's liability.

- 13.0 INDEMNITY: The Contractor hereby agrees to indemnify and save harmless the County, its officers, agents, and employees from and against any and all liability, claims, demands, damages, fines, fees, expenses, penalties, suits, proceedings, actions and cost of actions, including attorney's fees for trial and on appeal of any kind and nature arising or growing out of or in any way connected with the performance of the Agreement, whether by act of omissions of the Contractor, its agents, servants, employees or others, or because of or due to the mere existence of the Agreement between the parties.
- 14.0 TERMINATION FOR DEFAULT:
- 14.1 The performance of Work under the Agreement may be terminated by the Purchasing Director, in accordance with this clause, in whole or in part, in writing, whenever the Director of Purchasing shall determine that the Contractor has failed to meet the performance requirements of this Agreement.
- 14.2 The Purchasing Director has the right to terminate for default, if the Contractor fails to make delivery of the supplies or perform the Work, or if the Contractor fails to perform the Work within the time specified in the Agreement, or if the Contractor fails to perform any other provisions of the Agreement.
- 15.0 TERMINATION FOR CONVENIENCE: The County may without cause terminate this contract in whole or in part at any time for its convenience. In such instance, and adjustment shall be made to the Contractor, for the reasonable costs of the work performed through the date of termination. Termination costs do not include lost profits, consequential damages, delay damages, unabsorbed or under absorbed overhead of the Contractor or its subcontractors, and/or failure to include termination for convenience clause into its subcontracts and material purchase orders shall not expose the County to liability for lost profits in conjunction with a termination for convenience settlement or equitable adjustment. Contractor expressly waives any claims for lost profit or consequential damages, delay damages, or indirect costs which may arise from the County's election to terminate this contract in whole or in part for its convenience.

PART VI

SPECIAL INSTRUCTIONS

- 1.0 **INTENT TO PERFORM**: It is the intent and purpose of Beaufort County that this request permits competition. It shall be the offeror's responsibility to advise the Purchasing Department if any language, requirements, etc., or any combinations thereof inadvertently restricts or limits the requirements stated in this RFQ to a single source. Such notification must be submitted in writing and must be received by the Purchasing Department not later than ten (10) days prior to the proposal opening date. A review of such notifications will be made.
- 2.0 **RECEIPT OF PROPOSAL/RFQ**: Proposals, amendments thereto, or withdrawal requests received after the time advertised for proposal opening will be void, regardless of when they were mailed.
- 3.0 **PREPARATION OF PROPOSAL/RFQ**
 - 3.1 All proposals should be complete and carefully worded and must convey all of the information requested by the County. If significant errors are found in the offeror's proposal, or if the proposal fails to conform to the essential requirements of the RFP/RFQ, the County and the County alone will be the judge as to whether that variance is significant enough to reject the proposal.
 - 3.2 Proposals/RFQs should be prepared simply and economically, providing a straightforward, concise description of offeror's capabilities to satisfy the requirements of the RFP/RFQ. Emphasis should be on completeness and clarity of content.
 - 3.3 Each copy of the proposal/RFQ should be bound in a single volume where practical. All documentation submitted with the proposal should be bound in that single volume.
 - 3.4 If your proposal/RFQ includes any comment over and above the specific information requested in our Request for Proposal (RFP)/RFQ, you are to include this information as a separate appendix to your proposal.
- 4.0 **AMENDMENTS**: If it becomes necessary to revise any part of the RFP/RFQ, an amendment will be provided to all offerors who received the original Request for Proposal/RFQ. The County shall not be legally bound by an amendment or interpretation that is not in writing.
- 5.0 **ADDITIONAL INFORMATION**: Offerors requiring additional information may submit their questions, in writing to the Purchasing Department. Answers to questions received that should change and/or clarify this solicitation will be provided in writing to all offerors via an amendment.

- 6.0 ORAL PRESENTATION/DISCUSSIONS: Any offeror or all offerors may be requested to make an oral presentation of their proposal to the County, after the proposal opening. Discussions may be conducted with responsible offerors, who submit proposals determined to be reasonably susceptible of being selected for award for the purpose of clarification to assure full understanding of and responsiveness to the solicitation requirement.

Offerors shall be accorded fair and equal treatment with respect to any opportunity for discussions and revision of proposals, and such revisions may be permitted after submissions and prior to award, for the purpose of obtaining best and final offers. The purpose of these presentations/discussions will be to:

- 6.1 Determine in greater detail such offeror's qualifications.
 - 6.2 Explore with the offeror the scope and nature of the project, the offeror's proposed method of performance, and the relative utility of alternative methods of approach.
 - 6.3 Determine that the offeror will make available the necessary personnel and facilities to perform within the required time.
 - 6.4 Agree upon fair and reasonable compensation, taking into account the estimated value of the required services/equipment, the scope and complexity of proposed project, and nature of such services/equipment.
- 7.0 FUNDING: The offeror shall agree that funds expended for the purposes of the contract must be appropriated by the County Council for each fiscal year included within the contract period. Therefore, the contract shall automatically terminate without penalty or termination costs if such funds are not appropriated. In the event that funds are not appropriated for the contract, the offeror shall not prohibit or otherwise limit the County's right to pursue and contract for alternate solutions and remedies, as deemed necessary by the County for the conduct of its affairs. The requirements stated in this paragraph shall apply to any amendment or the execution of any option to extend the contract.
- 8.0 AWARD: An award resulting from this request shall be awarded to the responsive and responsible offeror whose proposal/qualifications is determined to be most advantageous to the County, taking into consideration price and the evaluation factors set forth herein; however, the right is reserved to reject any and all proposals/qualifications received, and in all cases the County will be the sole judge as to whether an offeror's proposal has or has not satisfactorily met the requirements of this RFP/RFQ.

- 9.0 PUBLIC ACCESS TO PROCUREMENT INFORMATION: No such documents or other documents relating to this procurement will be presented or made otherwise available to any other person, agency, or organization until after award. Commercial or financial information obtained in response to this RFP/RFQ, which is privileged and confidential, will not be disclosed. Such privileged and confidential information includes information which, if disclosed, might cause harm to the competitive position of the offeror supplying the information. All offerors, therefore, must visibly mark as "Confidential" each part of their proposal, which they consider to contain proprietary information.
- 10.0 DEVIATIONS: Any deviations from the requirements of this RFP/RFQ must be listed separately and identified as such in the table of contents.
- 11.0 ALTERNATES: Innovative alternative proposals are encouraged, provided however, that they are clearly identified as such and all deviations from the primary proposal are listed.
- 12.0 GRATUITIES: It shall be unethical for any person to offer, or give, or agree to give any County employee or former County employee; or for any County employee or former County employee to solicit, demand, accept, or agree to accept from another person a gratuity or an offer of employment in connection with any decision, approval, disapproval, recommendation, or preparation of any part of a program requirement or a purchase request, influencing the content of any specification or procurement standard, rendering of advice, investigation, auditing, or in any other advisory capacity in any proceeding or application, request for ruling, determination, claim or controversy, or other particular matter pertaining to any program requirement, or a contract or subcontract, or to any solicitation or proposal therefore.
- 13.0 KICKBACKS: It shall be unethical for any payment, gratuity, or offer of employment to be made by or on behalf of a subcontractor under a contract to the prime contractor or higher tier subcontractor, or any person associated therewith, as an inducement for the award of a subcontractor order.
- 14.0 PROTEST PROCEDURES
- 14.1 Right to Protest: Any actual or prospective bidder, offeror, or contractor who is aggrieved, in connection with the solicitation or award of a contract, may protest to the Purchasing Director. The protest shall be submitted in writing fourteen (14) days after such aggrieved person knows or should have known of the facts giving rise thereto. The protest must be accompanied by a detailed statement, indicating the reasons for such protest.

- 14.2 Authority to Resolve Protest: The Purchasing Director shall have authority, prior to the commencement of an action in court concerning the controversy, to settle and resolve a protest of an aggrieved bidder, offeror, or contractor; actual or prospective, concerning the solicitation or award of a contract.
- 14.2 Decision: If the protest is not resolved by mutual agreement, the Purchasing Director shall issue a decision, in writing within ten (10) days. The decision shall,
- 14.2.1 State the reasons for the action taken; and
- 14.2.2 Inform the protestant of its right to administrative review as provided in this Section.
- 14.4 Notice of Decision: A decision under Subsection (3) of this Section shall be mailed or otherwise furnished immediately to the protestant and any other party intervening.
- 14.5 Finality of Decision: A decision under Subsection (3) of this Section shall be final and conclusive, unless fraudulent, or
- 14.5.1 Any person adversely affected by the decision appeals administratively, within ten (10) days after receipt of decision under Subsection (3) to the County Council in accordance with this Section.
- 14.5.2 Any protest taken to the County Council or court shall be subject to the protestant paying all administrative costs, attorney fees, and court costs when it is determined that the protest is without standing.

PART VII

SUBMISSION REQUIREMENTS

To achieve a uniform review process and allow for adequate comparability, the proposals/RFQ must be organized in the manner specified below:

- 1.0 Letter of Transmittal - limit to four printed pages.
 - 1.1 Briefly state your firm's understanding of the work to be done, and make positive commitment to perform the work.
 - 1.2 Identify your firm's principal strengths.
 - 1.3 Give the names of the persons who will be authorized to make representations for your firm, their titles, addresses, and telephone numbers.
 - 1.4 State whether or not your firm has been involved in any litigation within the past five (5) years, arising out of your performance. Explain fully if it has been involved in any litigation.
 - 1.5 Indicate the number and dates of amendments that you have received.
- 2.0 Report on the Firm

This report shall include the following:

 - 2.1 History of the Firm – its corporate structure, years in business, current financial condition, and any other pertinent information.
 - 2.2 Statement of Qualifications – demonstrating the firm's technical expertise, knowledge, and experience in local, state, and federal environmentally sensitive land acquisition programs/procedures including specific experience with legal documents, experience in appraisal review and analysis, and in successful matching grant applications for local governments or private organizations from state and/or federal agencies.
 - 2.3 Education, Training, and Experience of Assigned Professional Staff – related to similar environmentally sensitive land projects and activities.
 - 2.4 Availability of Assigned Staff – assurance that those assigned will have adequate time to perform the necessary functions as required for this project as well as providing current and expected workloads.
- 3.0 Project Approach

This section should include a description of the project organization and management methods that will be utilized to complete the contracted services outlined in the Scope of Services. The information should include schedule controls, tasks related to local timeframe needs (e.g. timing with Planning Committee and County Council meetings, the County budget process, and other

management considerations), important state and federal funding/decision-making schedules, and any other appropriate considerations that would ensure successful completion of the state objectives specifically related to the program ordinance, guide, and County comprehensive Plan. Contract manager and key personnel must be identified. Office location for key personnel (and subcontractors, if applicable) must be identified. Firms shall describe their data management and cost tracking capabilities.

4.0 References

Firms shall provide a list of at least four (4) verifiable government clients for whom similar work was or will be completed. Information shall include: project title and location, client name, address, phone number and contact, performance period, scope of work, and approximate fees.

5.0 Timetable

Firms shall provide a typical acquisition timetable for completion of all work described in the Scope of Services.

6.0 Miscellaneous

Firms may submit any additional information that may assist the County in its evaluation.

RFQ NO. _____

EXHIBIT A

PAGE 1 of 3

CERTIFICATION

The undersigned _____, having carefully examined the information
(Name of Offeror)
contained in the Beaufort County RFQ Number #3918/100235 dated _____, 2010,
proposes to provide Consulting services to Beaufort County Government, as outlined in
this proposal:

In compliance with the Request for Qualifications #3918/100235, and subject to all
conditions thereof, the undersigned agrees:

- (a) This quote, as stated, is open for acceptance for a period of 90 calendar
 days from the date of opening; and
- (b) To furnish all labor, materials, and equipment necessary and incidental to
 perform the subject services.

CONTRACTOR

HAS A FEDERAL AGENCY OR A FEDERALLY CERTIFIED STATE OR LOCAL AGENCY
PERFORMED ANY REVIEW OF YOUR ACCOUNTS OR RECORDS IN CONNECTION
WITH ANY GRANT OR CONTRACT WITHIN ANY GRANT OR CONTRACT WITHIN THE
PAST TWELVE MONTHS?

YES

NO

(IF "YES" GIVE NAME, ADDRESS, AND TELEPHONE
NUMBER OF REVIEWING OFFICE.)

RFP NO. _____

EXHIBIT A

PAGE 2 of 3

This proposal/RFQ is submitted for use in connection with and in response to Beaufort County RFQ # _____.

This cost proposal is made without prior understanding, agreement, or connections with any corporation, firm, or person submitting a proposal for the same service and is in all respect fair and without collusion or fraud. I agree to abide by all conditions of this proposal and certify that I am authorized to sign this proposal.

Signature of Offeror's Representative authorized to enter into contract with Beaufort County Council:

FIRM NAME: _____

BY: _____ DATE: _____
(Signature)

TYPE/PRINT: _____
(Name) (Title)

ADDRESS: _____
(Street Address and/or P. O. Box Number)

(City) (State) (Zip Code)

PHONE: () _____ () _____
(Area Code) Phone Number (Area Code) Phone Number

FEDERAL ID#: _____ S.C. TAX #: _____

RFP NO. _____

EXHIBIT A

PAGE 3 of 3

IS YOUR FIRM:	1.	SOLE PROPRIETORSHIP	_____ YES	_____ NO
	2.	PARTNERSHIP	_____ YES	_____ NO
	3.	CORPORATION	_____ YES	_____ NO

IF COMPANY IS A SOLE PROPRIETORSHIP, LIST THE OWNER'S FULL LEGAL NAME:

IF COMPANY IS A PARTNERSHIP, LIST THE PARTNERS' FULL LEGAL NAMES:

IF COMPANY IS A CORPORATION, LIST THE FULL LEGAL NAME, AS LISTED ON THE CORPORATE CHARTER:

IS THIS FIRM A MINORITY, OR WOMAN-OWNED BUSINESS ENTERPRISE?

_____ YES _____ NO IF YES, SPECIFY: _____ MBE _____ WBE

HAS THIS FIRM BEEN CERTIFIED AS A MINORITY/WOMAN-OWNED BUSINESS ENTERPRISE BY ANY GOVERNMENTAL AGENCY? _____ YES _____ NO

IF YES, SPECIFY GOVERNMENTAL AGENCY: _____

DATE OF CERTIFICATION: _____