

VEGETATION MANAGEMENT PROFESSIONALS



Schedule for Environmental Services

Federal Supply Group: 899 Class: F 999- Natural Resources and Conservation Services

Contract Number: GS-10F-0066W

Contract Period: December 16, 2014 though December 15, 2019



CROP PRODUCTION SERVICES

Corporate office:

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Business Size: Large Business

Contract Administrator: Keven Ireland

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Federal Supply Service

Authorized Federal Supply Schedule Price List

For more information on ordering from Federal Supply Schedules click on FSS schedules button at <http://www.fss.gsa.gov>. Online access to contract information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: <http://www.GSAAdvantage.gov>

VEGETATION MANAGEMENT PROFESSIONALS



Company Services under SIN 899-1

As a national supplier of vegetation management solutions and natural resource project management, Crop Production Services (CPS) markets a comprehensive line of quality products (including chemicals, fertilizer, and seed) and services to our clients. We provide a broad array of value-added service that is centered on providing vegetation control solutions for invasive species, wildland fire fuel reduction, aerial seeding treatments, rangeland, forestry, and industrial areas throughout the United States.

Our approach centers on a holistic Integrated Pest Management (IPM) strategy, utilizing land and resource managers to detect, access and respond to a wide variety of vegetation management problems. It is vital the environmental impacts of treatment techniques be considered and negative impacts minimized to the greatest extent possible. Employing the best available technologies, unwanted vegetation can be contained, controlled or eradicated through a combination of management tools; mechanical, chemical, manual removal and biological control. Our vegetation management services include:

Invasive Species and Problematic Vegetation Control and Containment Plans (aquatic & terrestrial)	Natural Resource Project Management (including post fire rehabilitation)	Application Management for Herbicide Treatments (including aerial spot treatments)
DOD Training and Range Maintenance (LOS improvements & native grass establishment)	Field Assessments and Site Delineation Surveys (including aerial marking)	Performance Based Contract Specification Writing
Vegetation Management Plans	Fire Fuel Reduction (wildland & DOD training areas)	Sustainability Recommendations
Treatment and Product Performance Guarantee	Alternative IPM Strategies	Aerial Seeding for Emergency Stabilization Plans
Product Education and Field Consultation	Proper Equipment Calibration	Inventory Management and Empty Container Recycling

Our plans emphasize prevention, rapid response, identification of problem species, and control to help resource managers reduce future vegetation problems. Our goal is to derive value for both the government and CPS by providing solutions based on our comprehensive approach and backed by our performance guarantee.

With our comprehensive network of salespeople and our national distribution storage facilities, CPS provides fast, reliable access to the products our customers need, the services our customers want, the information and access to emerging technologies that will address the vegetation management needs today and into the future. At CPS we are committed to offering our customers the highest quality products, specialized services, and unique solutions tailored to meet their vegetation management needs.

Additional Services under SIN 899-1

Environmental Stewardship

Our resource managers and research personnel work in partnership with all major manufacturers of chemical, biological, and mechanical control products to specifically meet the needs of our clients within the environmental and socioeconomic constraints of the IPM system. In addition, CPS develops and markets our own proprietary private label products utilizing modern technological resources to achieve customized vegetation management solutions. Our extensive infrastructure is a critical element of our suppliers' route-to-market, as it enables them to reach a highly fragmented customer base. Our customers include Federal, State and local government levels, as well as consumers in non-crop industries. Our significant scale provides our customers with an efficient and cost-effective method of purchasing vegetation management products and solutions.

Company Services Under Special Item Number (SIN) 899-1: (Environmental Planning Services & Documentation)

CPS, has a comprehensive network of natural resource professionals, distribution facilities, applicator team partners, product knowledge, quality control, and experience in vegetation management programs well-suited to support SIN 899-1 (Environmental Planning Services & Documentation). Each of our vegetation management services are designed to combine the latest technologies with years of vegetation management experience to provide innovative vegetation management products and solutions. In addition to those listed on the first page of this document, CPS will provide Environmental Consulting Services utilizing vegetation management technologies for:

- ◆ Environmental Assessments
- ◆ Natural Resource Management Plans (including post fire rehabilitation)
- ◆ Environmental Consultation
- ◆ Evaluation of Alternative Technical Approaches and Associated Costs
- ◆ Vegetation Management Plans
- ◆ Application Management for Herbicide Treatments
- ◆ Environmental Product Solutions

CPS has produced, administered and maintained a significant number of on-site vegetation management programs for various federal offices, and we are a nationally recognized expert in vegetation management and natural resource project management industry. With its extensive experience and production capacity, CPS is capable of completing large vegetation management projects and/or smaller, more technically-challenging contracts.

Project Management Approach

Project Management

CPS's project management coordination is designed to provide centralized contract leadership and direct access for the Client to experts in all solicitation service areas. CPS has extensive experience with on-site vegetation management programs and has a high-level of technical expertise across all of the required services, providing for greater geographic reach across the nation and a deeper bench of resources to ensure efficient and speedy delivery of high quality products and services. Our approach is to:

- ◆ fulfill the requirements of each tasking by providing a cost effective vegetation management solution; and
- ◆ leverage our current resources and experience to provide low cost high value reach-back expertise to ensure program success.

As the prime contractor, CPS assumes full responsibility for task order performance and will coordinate all services and deliverables ordered. CPS's Policy and Procedures Manual clearly defines the processes for managing subcontractor performance. These policies and procedures are used on all of our existing contracts and will be implemented with each GSA contract.

Project Management Skills

Due to the depth and breadth of the potential tasking, CPS will employ a management structure comprised of a full-time project manager with direct access to corporate assets, such as, contracts, pricing, and human resources. The manager will have on-site natural resources professionals available to him who are responsible for technical solutions in their service areas. CPS will provide individuals to complete the tasking to include but not limited to; initial project assessment, program logistics, planning and execution of vegetation treatments, on-site project management, GIS technical support, product supply, invasive species control and containment plans, post-treatment evaluation analysis, application and product performance guarantee, sustainability recommendations and documentation to fulfill various audit requirements.

Our goal is to complement the governments' technical expertise and assist natural resource managers with vegetation control decisions and most importantly helping to ensure contract performance.

Quality Control and Project Performance

Quality Control and Project Performance

Through our corporate and individual staff expertise, CPS has provided outstanding support - personnel, resources and products to the Federal government on its lands. Our proven experience, flexibility, and knowledge of vegetation management programs at all levels are clear indicators of our understanding of all requirements set forth in a Performance Work Statement (PWS). The government Client can be confident CPS will deliver quality products and services by:

- ◆ establishing a quality plan with stated quality objectives for every PWS.
- ◆ ensuring oversight of consistent and high quality products and services from within CPS and from its specialty Team subcontractors.
- ◆ complete documentation of and follow-through on specific PWS requirements.
- ◆ guarantee our project compliance through a complete application and product performance guarantee

CPS stands for an uncompromising commitment to excellence and we'll assure on-time deliveries for all of our vegetation management programs. We are confident we have the necessary resources and reach -back support to complete the job. Specific to each PWS CPS understands;

- ◆ the requirement for vegetation removal while exercising environmental stewardship;
- ◆ the need for continual incorporation of lessons learned and improvement on vegetation management technologies;
- ◆ the need for a thorough understanding of client requirements which will be coupled with lessons learned from the use of sound Integrated Pest Management (IPM) strategies;
- ◆ that sound vegetation control improves safety, minimizes collateral damage to desired, non target species, increases land use capabilities through Best Management Practices (BMP) and quality assurance;
- ◆ the integration of extensive application and project management expertise from both private and government perspectives through the building of a multidisciplinary team;
- ◆ the requirement to abide by all Federal, State and local standards, protocols, instructions regarding access and working on our client's lands.

As an industry leader, we have the national strength that ensures financial stability and market position necessary to offer innovative solutions. This allows CPS to offer a performance concession to our government client that is unparalleled in vegetation management industry. Adherence to specific recommendations, Best Management Practices (BMP) and recommended application techniques ensures that our government client's investment is guaranteed. This concession will be valid for a minimum of two years beyond the completion of the contract.

Risk Management and Analysis

Risk Management

CPS only pursues work for which we are confident we have the necessary personnel and technology resources and expertise to complete the job. We stake our reputation on high quality products and services and we aim to complete every project to the customer's satisfaction as defined by the Performance Work Statement (PWS). Prior to pursuing any potential project, our Legal, Operations and Logistics Coordinator and Accounting departments perform risk assessment studies to ensure we have the means to: (1) offer the work, (2) staff the job, and (3) complete the work within the PWS time requirements. Upon approval, CPS is able to pursue an opportunity with full confidence that we have the financial, workforce, and technical resources to complete the project as defined by the PWS. These management personnel have many years of experience either running their own companies or managing successful corporations. Key elements of our risk management approach for PWS are as follows:

- ◆ Workforce Continuity. CPS will provide a qualified workforce with consistent capabilities to provide vegetation management treatments.
- ◆ Immediate Support. CPS will utilize personnel and subcontractors already familiar with the treatment application, terrain and topography, and will provide these individuals upon authorization to proceed.
- ◆ Quality Management. CPS will implement quality management procedures developed in coordination with the Government.
- ◆ Contractor Personnel at a Government Site. CPS recognizes the specific requirement to coordinate and manage contractor personnel on a Government site. Our Project Managers have proven records of successful management of multiple employees at Government locations to include personnel who work almost exclusively on Federal projects. Our proven record of taking care of our people is second to none and far superior to many.

Accounting Controls

The accounting controls and reporting system for all vegetation management contracts involve, time tracking data, purchasing data, invoice data from vendors and subcontractors, and overhead data. This information is incorporated into CPS's internal Eclipse accounting system, which is designed specifically to meet the business needs of integrated project-driven organizations. Our company receives a full financial audit performed annually by Deloitte & Touche. The current accounting controls and reporting system software enables us to meet the following GSA vendor guidelines:

- ◆ Expense Tracking – our system has the ability to track direct expenses such as travel, materials, and labor by contract. Records will be kept on file for a minimum of three years.
- ◆ Invoicing – multiple invoice formats are available and can be tailored specifically to meet the individual requirements any agency may specify.

Corporate Experience

Corporate Experience

Historically CPS has excelled in the areas of vegetation consultation, application management and technology services. Combining the application management and vegetation consultation as a “turnkey” service has been our focus for the last 20 years. Our corporate experience has centered on a demand creation approach via comprehensive “Value Based” service offerings to support our clients, from management to field work.

CPS has a proven record of accomplishment in completing multi-task, multi-discipline projects as both a prime contractor and subcontractor. CPS’s management philosophy includes several basic principles:

- ◆ The needs of the client always come first
- ◆ Project Managers are an integral part of the work team
- ◆ Minimize overhead staff
- ◆ Implement strong project controls, and open communication with clients across project teams

This philosophy, along with CPS’s quality assurance program, ensures the quality of our product and services enables us to meet the goals of our clients in timely and cost-effective manner. CPS has supported a number of Federal and state clients, including U.S. Environmental Protection Agency, U.S. Department of Defense, U.S. Department of Interior, U.S. Department of Agriculture; and nearly every State Department in the U.S. including Hawaii and Alaska.

CPS’s vegetation management expertise, gained in the execution and completion of assignments from our clients, provides relevant past performance and experience for us to perform the work specified in SIN 899-1 (Environmental Planning Services & Documentation). Our extensive experience allows us to offer the Government exceptional expertise and support at very high value, with minimal risk and provides high quality GSA reach-back, if needed.

Relevant corporate experience

CPS has a long history of successfully completing vegetation management projects. We successfully manage many contracts where teams of subcontractors complement CPS’s products and services, providing the full range of services required to satisfy specific contract requirements similar to this contract schedule.

References and past performance history can be provided upon request that demonstrate work that is directly related to this schedule.

CPS Mission Capabilities Understanding

SUCCESS INDICATORS	CROP PRODUCTION SERVICE'S CAPABILITIES
<i>Understanding of Requirements</i>	CPS has successfully operated at nearly all levels of vegetation management since 1978. Our ongoing direct support to Government clients is unparalleled. In addition, we have over 6,000 personnel providing full-time direct support for vegetation management programs across the country.
<i>Proposed Approach</i>	CPS's proposed approach includes staffing this multiple award contract with qualified, capable, experienced personnel; managing by applying proven task order project management; using innovative processes; and applying consistent, successful quality and risk management practices to ensure the best quality services and products at the highest probability of success. In addition, we will compliment this schedule by utilizing specialty team subcontractors whose experience and work ethic strongly parallels CPS. We successfully manage many contracts where teams of subcontractors complement CPS's products and services, providing the full range of services required to satisfy specific contract requirements under this schedule.
<i>Task Order Staffing</i>	We will be operational on the first day of the period of performance. We will use personnel and subcontractors where applicable that are already familiar with our Government clients.
<i>Personnel Management</i>	Each employee's daily work will be closely managed. Quality management procedures and program guidance will be coordinated with the Technical Point of Contact (TPOC) for all work products and services. We will take care of our people.
<i>Quality Management</i>	We will provide continuous monitoring of task order performance and management oversight.
<i>Risk Management</i>	We will maintain critical skills, workforce continuity, quality management, and schedule as critical success factors to this contract.
<i>Past Performance History</i>	We will cite specific work that demonstrates CPS's breadth of knowledge with vegetation management programs with bid submissions. We will included citations that apply directly to the core requirements of each solicitation. The work performed under each citation occurred within the last three years and at the price proposed with no requests for additional money and no requests to remove tasks that were called for and proposed as part of the original PWS.

Figure 1. Summary of CPS'S Capabilities. The table summarizes our unique and complete understanding of the requirements and proposed approach.

Other Direct Costs (ODC's)

Other Direct Costs

Additional products or other direct costs (ODC's) may be needed in direct support of a service within the 899 schedule. To the extent possible, and provided they are commercial items, all anticipated ODCs associated with performance and within the scope of the task order can be offered provided they are not the primary purpose of the task order. In addition, they must be deemed price fair and reasonable by the contracting officer. Examples of ODC's that CPS can include;

- ◆ Special tooling or application equipment including both aerial, ground and specialized spot treatment devices
- ◆ Chemicals for vegetation removal
- ◆ Marking paint for aerial delineation
- ◆ GIS and spatial data collection
- ◆ Native seed for restoration projects
- ◆ Computer services

Ordering Instructions

1. Authorized Special Item Number (SIN): *899-1 / 899-1 RC: Environmental Consulting Services*
- 1b. Lowest priced model number and lowest unit price for that model for each SIN awarded in the contract: *Not Applicable*
- 1c. Description of all commercial job titles, experience, functional responsibility, and education for those types of employees or subcontractors who will perform services. *Please see the attached labor category descriptions on pages 5 - 8*
2. Maximum Order: *\$1,000,000*

This maximum order threshold is a dollar amount at which it is suggested that the ordering agency request higher discounts from the contractor before issuing the order. The contractor may: (1) Offer a new lower price, (2) Offer the lowest price available under the contract, or (3) Decline the order within five (5) days. In accordance with the Maximum Order provisions contained in the Schedule, a delivery order may be placed against the Schedule contract even though it exceeds the maximum order threshold.
3. Minimum Order: *\$100.00*
4. Geographic Coverage (Delivery Area): *Nationwide*
5. Point of Production (city, county, and state or foreign country): *Not Applicable*
6. Discount from list prices or statement of net price: *Government prices are net*
7. Quantity Discounts: *None*
8. Prompt Payment Terms: *0% -- Net 30 Days*
- 9a. Government purchase cards **are** accepted below the micropurchase threshold.
- 9b. Government purchase cards **are** accepted above the micropurchase threshold.
10. Foreign Items: *Not Applicable*
- 11a. Time of delivery: *As negotiated*
- 11b. Items available for expedited delivery: *Not Applicable*
- 11c. Overnight and 2-day delivery: *Not Applicable*
- 11d. Urgent Requirements: *Not Applicable*

Ordering Instructions

12. F.O.B. Point: *Destination*
13. Ordering Address: *Crop Production Services, Inc.
3005 Rocky Mountain Avenue
Loveland, Colorado 80538*
- 13b. Ordering Procedures: *For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.*
14. Payment Address: *Crop Production Services, Inc.
3005 Rocky Mountain Avenue
Loveland, Colorado 80538*
15. Warranty Provision: *Not Applicable*
16. Export Packing Charges: *Not Applicable*
17. Terms and conditions of Government Purchase Card Acceptance (any thresholds above the micropurchase level): *None*
18. Terms and Conditions of Rental, Maintenance, and Repair: *Not Applicable*
19. Terms and Conditions of Installation: *Not Applicable*
20. Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts From List Prices: *Not Applicable*
- 20a. Terms and Conditions For Any Other Services: *Not Applicable*
21. List of Service and Distribution Points: *Not Applicable*
22. List of Participating Dealers: *Not Applicable*
23. Preventive Maintenance: *Not Applicable*
24. Special Attributes Such as Environmental Attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): *Not applicable*
25. Data Universal Number System (DUNS) number: *102412244*
26. Crop Production Services, Inc., Inc. is registered in the Central Contractor Registration database.
CAGE Code: 5EQA7

Labor Category Descriptions and Rates

Senior Staff / Technical Consultant

GSA Price: \$61.35

Minimum Education: Ten (10) Years

Functional Responsibilities: Responsible for maintaining a line of dialog between the Contracting Officer Representative (COR), Senior Project Manager, Senior Program Director, GIS Analyst and any subcontractors that may be associated with the project. Possesses and apply highly developed leadership skills that cross all functional areas and core competencies including promoting best management tools to accomplish sustainable, economical invasive plant management. Possess and execute a working knowledge of federal environmental policies as they pertain to each individual project; including promoting responsible use of pesticides and the principles of Integrated Pest Management (IPM) in wildland, non-crop weed management, and developing Geographic Information System (GIS) based programs to improve treatment economics and decrease environmental impact. Possess a working knowledge of herbicides, their uses and associated environmental fate for the vegetative types within their region. Charged with providing technical support and working closely with government regulators and agencies throughout the Continental U.S. (CONUS); and Possesses and apply the highly developed leadership skills and technical support necessary to solve any internal or external issues that might arise due to the uniqueness of working within Federal use lands environment. Familiar with standard concepts, practices, and procedures within a particular field; relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks; including promoting customer needs and a through understanding of the required deliverables.

Minimum Education: Bachelor's degree in Forest Management, Agribusiness, Horticulture, or related Natural Resource fields.

Field Technician

GSA Price: \$39.87

Minimum Education: Two (2) Years

Functional Responsibilities: Responsible for maintaining a line of dialog between the Contracting Officer Representative (COR), GIS Analyst, the Senior Project Manager and any subcontractors that may be associated with the project. Possess and execute a working knowledge of Federal environmental policies as they pertain to each individual project. Provide over-site for all vegetation management projects/plan, including but not limited to; customer needs determination, initial project assessment, planning & operational logistics, data collection, monitoring, GIS/GPS applications, on-site or turn-key vegetation management operations, project quality control, post-project data analysis, final product delivery, and customer satisfaction. Possess a working knowledge of herbicides, their uses and associated environmental fate for the vegetative types within their region. Possess and execute the basic principles of Integrated Pest Management (IPM). Establishing and maintaining excellent customer and subcontractor relationships in order to provide unmatched service. Possess and execute the leadership skills necessary to assist in solving internal issues that might arise due to the uniqueness of working within Federal use lands environment. Promote customer needs and issues, including the responsiveness of the required deliverables.

Minimum Education: Bachelor's degree in Forestry, Agribusiness, Horticulture, or related fields.

Labor Category Descriptions and Rates

GIS Analyst

GSA Price: \$52.91

Minimum Education: Five (5) Years

Functional Responsibilities: Performs a wide variety of administrative and analytical duties related to Geographic Information Systems (GIS) projects to improve efficiencies, economics and environmental use of herbicides in an invasive plant management program. Serves as a technical authority for GIS and GPS issues, with responsibility for acquisition, input, quality control and routine analysis of geographic information systems. Possess and execute a working knowledge of Federal environmental policies as they pertain to each individual project. Primarily responsible for ensuring the high quality of GIS and GPS technology and services is maintained throughout the CPS Timberland services department. Maintain professional relationships with current and future customers, applicators, and other subcontractors. Maintain flow of necessary data and information to achieve customer needs. Must be aware of and understand any internal issues that might arise due to the uniqueness of working within federal use lands environment.

Minimum Education: Master's degree in geography, cartography, computer science or closely allied discipline.

Senior Project Manager

GSA Price: \$81.79

Minimum Education: Ten (10) Years

Functional Responsibilities: Serves as focal point of contact with Federal clients regarding daily program activities. Responsible for the management of the work and maintaining a line of dialog between the COR, Senior Program Director, GIS Analyst, Field Technicians, and any subcontractors that may be associated with the project. Provide over-site for all vegetation management projects, including but not limited to; customer needs determination, initial project assessment & pricing, planning, data analysis, GIS/GPS applications, training resource managers in pesticide use in ecology based invasive plant management programs, resource allocation, personnel management, project administration, project quality control, post-project data analysis, detailed written management plans, final product delivery, and customer satisfaction. Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Manage the human, physical and financial resources of individual projects, assuring that projects are completed thoroughly, on time and within budget. Possess and apply the highly developed leadership skills necessary to solve any internal issues that might arise due to the uniqueness of working within Federal use lands environment. Reports to Senior Program Director (Program Manager) and provides technical advice and to assist with problem resolution. Monitor monthly reporting of department personnel to assure accuracy and timely billing and data exchange.

Minimum Education: Bachelor's degree in Forestry, Agribusiness, Horticulture, or in a similarly related field.

Labor Category Descriptions and Rates

Senior Program Director

GSA Price: \$103.90

Minimum Education: Ten (10) Years

Functional Responsibilities: Serves as focal point-of-contact with Federal clients regarding program activities. Works directly with the Federal government points of contacts (POCs) on contract writing specifications to provide “best value” advice and Best Management Practices (BMP) guidance to agency offices. Maintain and make any changes necessary to keep the General Services Administration (GSA) contract current and viable; ensures that all GSA requirements including minority obligations are met. Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items. Operates within client guidance, contractual limitations, and company business and policy directives. Ensures that all required resources including manpower, production standards, computer time, and facilities are available for program implementation. Manages program consisting of multiple projects including project identification, design, development, and delivery. Maintains the development and execution of business opportunities based on broad, general guidance. Confers with Senior Project Manager to provide technical advice and to assist with problem resolution. Responsible for promoting customer needs, including the responsiveness of the required deliverables, and performing resource analysis to improve land management decisions. Ensures work performed under Government orders are in accordance with the Federal Acquisition Regulation (FAR). Responsible for the preparation of bids, negotiating specifications, administering contractual provisions and contract proposals. In addition, SPD is responsible for making recommendations to improve productivity, quality, safety and efficiency of operations. Familiar with a variety of the fields concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals.

Minimum Education: Master's degree in Forestry, Agribusiness, Horticulture, or in a similarly related field.

Labor Category Descriptions and Rates

SCA Matrix

*SCA Eligible Category	SCA Equivalent Code – Title	SCA Wage Determination Number
Administrative Assistance/ Clerk**	01020 – Administrative Assistant	05-2133

******The Administrative Assistance/Clerk position has been removed from this contract.

“The Service Contract Act (SCA) is applicable to this contract as it applies to the entire 899-1 Environmental Consulting Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.11.1, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and / or when the contractor adds SCA labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.”