Schedule for Multiple Award Schedule

Federal Supply Group: Professional Services Class: F999-Contract Number: GS-10F-0066W
Federal Supply Service

Authorized Federal Supply Schedule Price List Current as of Modification #PA-0033 Effective December 3, 2020

Contract Period: December 16, 2019, through December 15, 2024

Nutrien Solutions

Corporate office:
3005 Rocky Mountain Avenue
Loveland, CO 80538

Telephone: 970.685.3300
Facsimile: 303.222.2620
Website: www.nutrien.com

Business Size: Large Business
Contract Administrator: Keven Ireland
E-mail: keven.ireland@cpsagu.com

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page GSA.gov

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage! a menu-driven database system. The INTERNET address GSA Advantage! is GSA Advantage.gov."
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As a national supplier of vegetation management solutions and natural resource project management, Nutrien Solutions 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:

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<th>Invasive Species and Problematic Vegetation Control and Containment Plans (aquatic &amp; terrestrial)</th>
<th>Natural Resource Project Management (including post fire rehabilitation)</th>
<th>Application Management for Herbicide Treatments (including aerial spot treatments)</th>
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<td>DOD Training and Range Maintenance (LOS improvements &amp; native grass establishment)</td>
<td>Field Assessments and Site Delineation Surveys (including aerial marking)</td>
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<td>Vegetation Management Plans</td>
<td>Fire Fuel Reduction (wildland &amp; DOD training areas)</td>
<td>Sustainability Recommendations</td>
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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 Nutrien Solutions 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, Nutrien Solutions 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 Nutrien Solutions 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 MAS

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, Nutrien Solutions 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 MAS: (Environmental Planning Services & Documentation)

Nutrien Solutions 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 MAS (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, Nutrien Solutions 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

Nutrien Solutions 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, Nutrien Solutions can complete large vegetation management projects and/or smaller, more technically challenging contracts.
Project Management Approach

Project Management

Nutrien’s project management coordination is designed to provide centralized contract leadership and direct access for the Client to experts in all solicitation service areas. Nutrien Solutions 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, Nutrien Solutions assumes full responsibility for task order performance and will coordinate all services and deliverables ordered. Nutrien’s Policy and Procedures Manual clearly defines the processes for managing subcontractor performance. These policies and procedures are used on all our existing contracts and will be implemented with each GSA contract.

Project Management Skills

Due to the depth and breadth of the potential tasking, Nutrien Solutions 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. Nutrien Solutions 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

Through our corporate and individual staff expertise, Nutrien Solutions 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 Nutrien Solutions 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 Nutrien Solutions 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

Nutrien Solutions 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 Nutrien 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 Nutrien Solutions 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

Nutrien Solutions 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, Nutrien Solutions can 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. Nutrien Solutions will provide a qualified workforce with consistent capabilities to provide vegetation management treatments.
- Immediate Support. Nutrien Solutions 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. Nutrien Solutions will implement quality management procedures developed in coordination with the Government.
- Contractor Personnel at a Government Site. Nutrien 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 Nutrien’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 can 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

Historically Nutrien Solutions 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.

Nutrien Solutions has a proven record of accomplishment in completing multi-task, multi-discipline projects as both a prime contractor and subcontractor. Nutrien’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 Nutrien’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. Nutrien Solutions 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.

Nutrien’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 MAS (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

Nutrien Solutions has a long history of successfully completing vegetation management projects. We successfully manage many contracts where teams of subcontractors complement Nutrien’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.
## Nutrien Mission Capabilities Understanding

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<th>Success Indicators</th>
<th>Nutrient Solutions Capabilities</th>
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<tr>
<td>Understanding of Requirements</td>
<td>Nutrien 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. Nutrien’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 Nutrien Solutions. We successfully manage many contracts where teams of subcontractors complement Nutrien’s products and services, providing the full range of services required to satisfy specific contract requirements under this schedule.</td>
</tr>
<tr>
<td>Staffing</td>
<td>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.</td>
</tr>
<tr>
<td>Management</td>
<td>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.</td>
</tr>
<tr>
<td>Management</td>
<td>We will provide continuous monitoring of task order performance and management oversight.</td>
</tr>
<tr>
<td>Management</td>
<td>We will maintain critical skills, workforce continuity, quality management, and schedule as critical success factors to this contract.</td>
</tr>
<tr>
<td>Performance History</td>
<td>We will cite specific work that demonstrates Nutrien’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</td>
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**Figure 1. Summary of Nutrien’s Capabilities.** The table summarizes our unique and complete understanding of the requirements and proposed approach.
Order Level Materials (OLM’s)

Order Level Materials
Additional products or order level materials (OLM’s) may be needed in direct support of a service within the MAS schedule. To the extent possible, and provided they are commercial items, all anticipated Olms 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 Olm’s that Nutrien Solutions 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

1a. Table of Awarded SINS

<table>
<thead>
<tr>
<th>SIN</th>
<th>OLM</th>
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<tbody>
<tr>
<td>541620</td>
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</tbody>
</table>

1b. Lowest priced model number and lowest unit price for that model for each MAS 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: Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9. Foreign Items: Not Applicable

10a. Time of delivery: As negotiated

10b. Items available for expedited delivery: Not Applicable

10c. Overnight and 2-day delivery: Not Applicable

10d. Urgent Requirements: Not Applicable
Ordering Instructions

11. F.O.B. Point: Destination

12. Ordering Address: Nutrien Solutions
    3005 Rocky Mountain Avenue
    Loveland, Colorado 80538

12b. 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.

13. Payment Address: Nutrien Solutions
    3005 Rocky Mountain Avenue
    Loveland, Colorado 80538

14. Warranty Provision: Not Applicable

15. Export Packing Charges: Not Applicable

16. Terms and Conditions of Rental, Maintenance, and Repair: Not Applicable

17. Terms and Conditions of Installation: Not Applicable

18a. Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts From List Prices: Not Applicable

18b. Terms and Conditions For Any Other Services: Not Applicable

19. List of Service and Distribution Points: Not Applicable

20. List of Participating Dealers: Not Applicable

21. Preventive Maintenance: Not Applicable

22a. Special Attributes Such as Environmental Attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not applicable

22b. Section 508 Compliance Information: Not Applicable

23. Unique Entity Identifier (UEI) number: 102412244

24. Nutrien Solutions is registered in SAM database. CAGE Code: 5EQA7
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<th>Labor Category Descriptions and Rates</th>
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<tbody>
<tr>
<td><strong>Senior Staff / Technical Consultant</strong></td>
<td>GSA Price: $61.35</td>
</tr>
<tr>
<td>Minimum Education:</td>
<td>Ten (10) Years</td>
</tr>
<tr>
<td>Functional Responsibilities:</td>
<td>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.</td>
</tr>
<tr>
<td>Minimum Education:</td>
<td>Bachelor’s degree in Forest Management, Agribusiness, Horticulture, or related Natural Resource fields.</td>
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<tr>
<td><strong>Field Technician</strong></td>
<td>GSA Price: $39.87</td>
</tr>
<tr>
<td>Minimum Education:</td>
<td>Two (2) Years</td>
</tr>
<tr>
<td>Functional Responsibilities:</td>
<td>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 &amp; 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.</td>
</tr>
<tr>
<td>Minimum Education:</td>
<td>Bachelor’s degree in Forestry, Agribusiness, Horticulture, or related fields.</td>
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# Labor Category Descriptions and Rates

## GIS Analyst

<table>
<thead>
<tr>
<th>Minimum Education:</th>
<th>Five (5) Years</th>
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<tbody>
<tr>
<td><strong>Functional Responsibilities:</strong></td>
<td>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 are maintained throughout the Nutrien Solutions 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.</td>
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Minimum Education: Master’s degree in geography, cartography, computer science or closely allied discipline.

## Senior Project Manager

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<tr>
<th>Minimum Education:</th>
<th>Ten (10) Years</th>
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<tr>
<td><strong>Functional Responsibilities:</strong></td>
<td>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 &amp; 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 da- ta 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.</td>
</tr>
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Minimum Education: Bachelor’s degree in Forestry, Agribusiness, Horticulture, or in a similarly related field.
**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 field’s 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