



Mobile Bay National Estuary Program

118 North Royal Street, Suite 601

Mobile, AL 36602

www.mobilebaynep.com

(251) 431-6409

(251) 431-6450 Fax

Notice To: All Interested Parties

Re: Request for Proposals to Undertake Control Measures to Eradicate the Invasive Island Apple Snail from the Municipal/Langan Park Lakes

The Mobile Bay National Estuary Program has secured funding to hire an experienced commercial pond manager (**Consultant**) to undertake specified activities to eradicate island apple snails from the Municipal/Langan Park Lakes within the time period and areas described herein.

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Authorized Agency Contact:

Christian Miller, Restoration Project Manager

Mobile Bay National Estuary Program

118 North Royal Street, Suite 601

Mobile, AL 36602

cmiller@mobilebaynep.com

251-459-8872

Section I – Request for Proposals (RFP) Timetable/General Information

A. Release Date of the Request for Proposals.....**Thursday, February 4, 2021**

B. Pre-Submittal Conference*.....**Monday, February 15**

C. Proposal Deadline.....**Monday, February 22**

D. Proposal submission:

1. One original and one copy should be received by mail or hand-delivered to:

Christian Miller,
Mobile Bay National Estuary Program
118 North Royal Street, Suite 501
Mobile, AL 36602

2. One electronic copy in PDF format should be emailed to: cmiller@mobilebaynep.com

Faxed proposals will not be accepted. Proposals received at this location after the proposal due date and time will not be accepted. Direct questions about this proposal to Christian Miller at 251-459-8871.

E. Short List Notification.....**Wednesday, February 24, 2021**

F. Short List Interviews.....**Thursday, March 4, 2021**

G. Award Exclusive Negotiating Right.....**Friday, March 5, 2021**

H. Anticipated Contract Start Date.....**Monday, March 15, 2021**

I. Contract End Date.....**Friday, December 31, 2021**

The most current RFP document with any edits or modifications will be available at the MBNEP website (www.mobilebaynep.com).

*A Mandatory Virtual Pre-Submittal Meeting will be conducted on February 15, 2021 at 10:00 AM (CDT). Respondents not in attendance at the Pre-Submittal Virtual Meeting will not be allowed to submit a proposal. Respondents must request an invitation to the Virtual Pre-Bid Meeting by sending an email to cmiller@mobilebaynep.com, with the subject line referencing “Municipal Park Invasive Species Management Pre-Bid Meeting”. An invitation to the Virtual Pre-Bid Meeting, including a meeting link and call-in phone number, will be sent.

Section II – Notice of RFP and Scope of the Project

Notice for Request for Proposals (RFP) for Undertaking Control Measures to Eradicate Invasive Island Apple Snails (*Pomacea maculata*) from the Langan/Municipal Park Lakes City of Mobile, Alabama

The Mobile Bay National Estuary Program (MBNEP) seeks a qualified commercial pond manager (Consultant) to undertake specified activities to eradicate island apple snails from the Langan/Municipal Park lakes within the time period and areas described herein. A Request for Proposals (RFP) process will be used to select a Consultant who can successfully develop and implement a strategy to control/eradicate apple snail populations from the lakes on an agreed upon schedule. The intent of this RFP is to allow the respondent to provide the MBNEP with the best solution to meet project goals and objectives given the requirements set forth within this document. Proposals must be sent to the attention of Christian Miller and received no later than 4:00 p.m. CDT, on Monday, February 22, 2021.

Summary of Offering

The MBNEP has secured funding from the U.S. Environmental Protection Agency through the Gulf Coast Ecosystem Restoration Council and the RESTORE Act to implement recommendations of the Three Mile Creek Invasive Species Control Plan to control/eradicate the population of invasive island apple snails (*Pomacea maculata*) in the Municipal/Langan Park Lakes. The mission of the MBNEP is to promote wise stewardship of the water quality characteristics and living resource base of the Mobile Bay estuarine system. A major focus of MBNEP's [Comprehensive Conservation and Management Plan](#) (CCMP) is to improve the effectiveness of landscape-scale resource management and habitat restoration and conservation strategies.

Background

The updated 2019-2023 CCMP for the Mobile Bay Estuary includes two Goals specifically applicable to this project. Goal ERP-2 is *Implement comprehensive management plans with a focus on priority habitats*. Goal ERP-4 is *Improve management of invasive species through coastal Alabama Watersheds*.

In 2019, the MBNEP published the [Three Mile Creek Watershed Invasive Species Control Plan](#) with a purpose of removing or controlling invasive plant and animal species within the Three Mile Creek Watershed. This Watershed drains an area of 30.1 square miles and stretches approximately 14 miles from west of the University of South Alabama east across northern Mobile and portions of the City of Prichard to its confluence with the Mobile River.

The island apple snail is thought to have been introduced to the lakes at Langan/Municipal Park (LMP) in the early 2000s as an inadvertent aquarium release. The preponderance of pink snail eggs inundating emergent vegetation and infrastructure around the lakes was noticed around 2003. The Alabama Department of Conservation and Natural Resources, Wildlife and Freshwater Fisheries Division initiated concerted chemical eradication/control efforts with copper sulfate, trapping, and sporadic volunteer snail removal efforts in 2008.

Considered to be some of the world's most destructive biological invaders, island apple snails (*Pomacea maculata*) were introduced by the aquarium trade into Florida in the 1950s and can presently be found

throughout the South. This snail has stripped the vegetation from lakes in Florida and Louisiana, disrupted rice and crawfish farming in Texas, and now threatens the Mobile-Tensaw Delta, arguably the biologically richest estuary in North America. In spite of control efforts, this species is now well-established in Langan Park and has been observed downstream in Three Mile Creek (TMC) Watershed east to Telegraph Road and close to the confluence of TMC and the Mobile River.

Both the main stem of TMC and its principal tributary, Twelve Mile Creek, converge into LMP's 13.1-acre "upper" (or more westerly) lake, which serves as a reservoir and water supply for the City of Mobile's Azalea City Golf Course. The approximate bottom elevation of the upper lake adjacent to an almost quarter-mile wide earthen dam and spillway is approximately 7.5 feet higher than the bottom elevation of the downstream, (and more easterly), 26.9-acre "lower" lake. With similar depths, water flows from the elevated upper lake downgrade over the spillway and into the larger lower lake. The volume of the treatment area, including both the upper and lower lakes (approximately 65.5 and 148 acre-feet, respectively), is approximately 213.5 acre-ft.

Both lakes are highly eutrophic, irregularly shaped, relatively shallow (average depth less than five feet), frequently choked with submerged aquatic vegetation (SAV), and inundated with islands and wetland features that complicate pesticide application strategies. The most detailed specifications for the lakes are included in a [Soils Exploration and Geotechnical Engineering Study](#) prepared for the City of Mobile by Geotechnical Engineering-Testing, Inc., which includes a map of the lake and 106 boring locations indicating latitude and longitude, northings, eastings, approximate water depths and approximate bottom elevations.

With clutches of apple snail eggs taking at least a week to hatch once laid, in March 2020, MBNEP staff began implementing a strategy to prevent eggs from hatching. They worked with partners and volunteers twice weekly on foot and in kayaks with bamboo poles and paddles to count and destroy snail egg clutches from shoreline vegetation (including cypress knees) and infrastructure (culverts and bridge pilings) in the lower lake. With eggs much less obvious around the upper lake, mechanical removal efforts were not undertaken there. Live individuals were opportunistically collected, counted, and destroyed. In May, the MBNEP contracted with Osprey Initiative, LLC, to continue the effort through October 2020. The City assisted mechanical removal efforts by treating emergent vegetation (and potential egg-laying substrate) along the lower lake shoreline and accessible wetland areas with glyphosate, effectively removing much of it. [Data from these biweekly efforts was recorded and is presented as Appendix B.](#)

Project Purpose, Goals, and Objectives

The **purpose** of this effort is to protect and restore the water quality and living resources of Alabama's estuarine waters. The **goal** of this project is to significantly reduce the island apple snail population in the LMP lakes, the source of snails moving down TMC and threatening downstream SAV beds, in advance of City of Mobile dredging and lake-improvement efforts. **Objectives** include the Consultant developing and implementing an efficient project strategy for repeated subsurface application of molluscicide compounds to eradicate juvenile and adult apple snails from both the upper and lower LMP lakes. The strategy must include:

1. Efficacious selection of a molluscicide compound to most effectively and economically target juvenile and adult apple snails while, to the extent possible, avoiding by-kill of non-target fish and aquatic non-molluscan species in the LMP lakes.
2. Determination of any best management practices (BMPs) necessary to effectively and most economically implement subsurface applications of molluscicide, including:

- a. Treatment/removal of any aquatic vegetation (including giant cutgrass, cattails, water primrose, water hyacinth, water pennywort, arrowhead, torpedo grass, elephant ear, swamp smartweed, rushes, or sedges in Cyperaceae or Juncaceae, alligatorweed, and parrot's feather) not eliminated by City of Mobile herbicide treatment.
 - b. Treatment removal of nuisance SAV necessary to effectively undertake subsurface molluscicide applications.
 - c. With lowering of water levels having a strong negative effect on apple snail abundance, maintaining minimal water level by clearing woody and organic debris from within three drain ports at the main lower coffer dam when necessary by the Consultant (This task typically takes 20 to 30 minutes and requires a small boat or canoe to reach those ports, approximately 50 feet from the bank).
3. Calculation of molluscicide volumes/concentrations to 1) make most efficient use of available resources and 2) ensure effective eradication/control of adult snails at rates/concentrations, while, to the extent possible, not negatively affecting other aquatic organisms.
 4. Development of an effective and most economical schedule of applications beginning at the onset of the 2021 apple snail reproductive season and concluding in October 2021.
 5. Application of subsurface molluscicides according to the schedule.
 6. Demonstration of substantial reduction of the apple snail population within the entirety of the project area, with post treatment catch rates of less than 0.1 snails/trap-day throughout the project area. These data will be collected by MBNEP staff and partners, and the density indicated above is similar to past post-treatment trapping data.

Project Approach and Scope

- **Study Area.** The geographic focus of this subsurface molluscicide application project includes both the LMP upper lake, from the beaver pond 600 feet upstream of the Gaillard Drive bridge (30° 42' 22.27" N; 88° 09' 57.71" W) downstream to the spillway (30° 42' 15.38" N; 88° 09' 41.15" W) and the LMP lower lake in its entirety from the spillway to the main lower coffer dam near Zeigler Drive (30° 42' 22.16" N; 88° 09' 06.89" W).
- **Strategy and Proposal Development.** Potential Consultants will prepare and submit proposals and bids describing strategies for project implementation beginning at the onset of apple snail reproductive season and continuing through October 2021. The strategy must effectively and economically address each of the Objectives described above, including:
 - Selection of an appropriate molluscicide,
 - Determination/planning of necessary or prescribed BMPs,
 - Calculation of molluscicide volumes and concentrations to ensure effective control and avoid by-kills,
 - Development of an effective and most economical schedule of applications through the duration of the project.
 - Application of subsurface molluscicide in accordance with the developed schedule,
 - Successfully meeting project benchmarks described in Objective 6.
 - Provide an estimated cost to implement the objectives and recommended management measures.

The Proposal from the selected Consultant, who meets all required vendor qualifications, will have described each component of the project strategy summarized above with specific details, an implementation schedule, and a budget.

Deliverables

The deliverables to the MBNEP for this project include maintenance of drain ports in the lower coffer dam when necessary to maintain minimal water levels in the lower LMP lakes, substantial reduction of snail habitat throughout the project work area, and reduction of apple snail populations less than 0.1 snails/trap-day throughout the project area.

Compensation

The Project Manager is to be invoiced by the consultant per treatment/monthly as per contract specifications.

Minimum Qualifications for Respondents:

1. CONSULTANT must comply with National Pollutant Discharge Elimination System (NPDES) permitting requirements. CONSULTANT must maintain all required supporting documentation, recording and reporting of pesticide/herbicide application activities upon request.
<http://adem.alabama.gov/programs/water/pesticides.cnt>
2. CONSULTANT must hold a valid Certified Pesticide Applicator (Aquatic designation) Permit as registered with the Alabama Department of Agriculture & Industries, Pesticide Management Section (334-240-7240)
3. CONSULTANT must provide Project Manager a file containing information that includes names, contact number, qualifications, and applicator certification(s) and/or license(s) of each employee that will be performing ANY on-site chemical applications.
4. CONSULTANT must provide Project Manager with references of at least three (3) former clients (including client name, address, and telephone number) to serve as support on prior work. Of the three references above, CONSULTANT must provide at least one (1) reference of proof as having provided satisfactory completion of project contracts exceeding \$100,000.
5. CONSULTANT must have not less than five (5) years of experience in large-scale aquatic invasive species control projects. Work should include experience with flowing (i.e., rivers, streams) public waters.
6. When performing aquatic herbicide/molluscicide applications, CONSULTANT must have not less than one employee on treatment site possessing a valid Certified Pesticide Applicator (Aquatic designation) Permit for State of Alabama per (#2) above.
 - 6a. If primary contract awardee (i.e., CONSULTANT) subcontracts any herbicide/molluscicide application work described within this Request for Proposals, designated subcontracting CONSULTANT(s) must comply with specifications 1 - 6 above.
7. CONSULTANT must have an operational vessel(s) able to navigate and function in extremely shallow waters AND also are equipped with functional liquid spray equipment.
8. CONSULTANT must have an operational 4-wheel drive truck, preferably equipped with winch to haul boats, equipment AND enable entry onto locations with unimproved roads as the treatment area is rugged and without any structured boating access points.
9. CONSULTANT must utilize GPS-based equipment to navigate and record information from treatment areas. This information must then be transferred to a Google Earth mapping or

equivalent system for record keeping and reporting. Information must be provided to Project Manager within 30-days of each chemical treatment period.

10. CONSULTANT must provide accurate and precise placement of chemical by utilizing a GPS/sonar/computer guidance system (to measure depth, speed, GPS location, time) with the ability to automatically raise and lower a hydraulic boom applicator dependent of water depth data received.
11. CONSULTANT company must be registered with the Secretary of State for the State of Alabama as a business or corporation.
12. CONSULTANT shall, at his/her sole cost and expense, throughout the term of this contract, obtain a policy of general liability insurance in which the Marine Environmental Science Consortium (MESC), its officers, agents and employees shall be named insured's, against property damage and claims for bodily injury or death arising from the performance of the terms of this contract by CONSULTANT, his/her agents or employees, in such limits as may reasonably be requested by MBNEP from time to time, but not less than one million dollars in respect of bodily injury (including death), and one million dollars for property damage.

All insurance provided for herein shall be approved the MESC and carried under valid and enforceable policies issued by insurers acceptable to the MESC, which approval and acceptance shall not be unreasonably withheld or denied, and licensed to do business in the State of Alabama. Not less than thirty (30) days prior to the expiration dates of the policies theretofore furnished pursuant to this paragraph, proof of the renewal of the referenced policies or any new policies for such insurance shall be delivered by CONSULTANT to the MBNEP, except that CONSULTANT may, in lieu of delivering the originals of the policies, deliver to the MBNEP duplicates of such insurance. Within fifteen (15) days after the premium on each such policy shall become due and payable, and the amount thereof determined, the MBNEP shall be furnished with evidence satisfactory to Conservation of such payment.

Tour of the Water Bodies Covered Under this Contract. MBNEP will provide parties interested in responding to this solicitation an opportunity to tour the water bodies to be serviced under this contract. Parties interested in taking this tour should notify the MBNEP by email (cmiller@mobilebaynep.com) no later than **February 15** to arrange a tour.

Section III – Proposal Submittal Instructions

Proposal Contents

The Proposal should be not more than **fifteen 8.5” X 11” single-sided pages, Times New Roman 11-point font (inclusive of the cover letter, conceptual approach, experience and background, and project team/level of participation)**, and should be divided by section, with Table of Contents (**cover pages and table of contents do not count against the 15-page limit**). All Proposals (an original and one hard copy) shall be received by mail or hand-delivered to the **Mobile Bay National Estuary Program (Attn: Christian Miller), 118 North Royal Street Suite 601, Mobile, AL 36602**. An electronic copy in PDF format should be delivered on CD, jump drive, or email to **cmiller@mobilebaynep.com**.

Proposals submitted in response to this RFP shall include a complete response to the requirements in the order presented below. Proposals should provide a straight-forward delineation of the **Respondent's** capability to satisfy the intent and requirements of this RFQ and should not contain redundancies or conflicting statements. An officer authorized to make a binding commitment for the **Respondent** making the Proposal shall sign the Cover Letter. Contents of the submitted Proposals must include the following to be deemed responsive for evaluation:

A. Cover Letter

The Proposal must include a cover letter accompanying the Proposal and acknowledging receipt of all issued amendments to the RFP. The letter should be addressed to: **Roberta Swann, Director, Mobile Bay National Estuary Program, 118 North Royal St. Suite 601, Mobile, AL 36602**.

- The letter should indicate a primary contact for the **Respondent** and that person's name, title, address, phone number, and email address.
- The letter should introduce the **Respondent's** project team. The Project Team is defined as the lead plus members who are critical for consideration by the evaluation team and should include relevant professional certifications for each.
- The letter should include a general statement of approach distinguishing why the **Respondent** is the most suitable choice for this planning effort.
- The letter should include the statement that the Project Team is willing to complete the Project within the time period and areas described herein.
- The letter must include a statement that the **Respondent** is not in arrears in the payment of any obligation due and owing to the State of Alabama, including tax payments and employee benefits, and that it shall not become so during the term of the agreement if selected; and a statement that the **Respondent** grants to the MBNEP a non-exclusive right to use, or cause others to use, the contents of its Proposal, or any part thereof, for any purpose.

B. Proposed Solution and Methodology

Respondents are requested to demonstrate their understanding of the MBNEP's needs and the Respondents unique qualifications and services.

C. Experience and Background

Given the unique nature of the Project and its importance to the resource management community and stakeholders, it is essential to fully understand the experience and capabilities of all key members of the Project Team. **Respondent** should include the following information about the Project Team:

- Describe your team's experience in projects relevant to invasive species control of similar or greater scope and duration.

- Demonstrate the ability and experience of key individuals on the Respondent's team to undertake tasks described in **Respondent's** apple snail eradication strategy.
- Provide up to three examples of projects involving lake or pond management which included eradication of challenging nuisance species and briefly describe how challenges were strategically overcome.
- Provide the names and phone numbers of references for at least two completed projects for which the Project Team acted as Consultant and may be considered comparable to the project envisioned in this RFP. For each reference, indicate the contact person's role in the completed project and the period of their involvement.
- **Respondents** should identify with specificity any other relevant organizational, consulting, or other available resources that will be committed to the Project.

D. Cost

Respondents should provide an estimated cost to implement their recommended management program. The Respondent should itemize all costs associated with their estimate including time (number of workers, hours worked, number of events) materials, and travel.

Section IV – Contractor Selection Protocol

This document is a Request for Proposals. It differs from a Request for Bid in that the MBNEP is seeking a solution, as described in the summary of offering and not a bid meeting firm specifications for the lowest price. As such, the lowest price proposed will not guarantee a recommendation of award.

Proposals will be reviewed by an Evaluation Committee comprising representatives from the MBNEP Management Conference, State and federal agencies, and other coastal stakeholders. The MBNEP reserves the right to contact **Respondents** with requests for clarification or additional information or to arrange other follow up activities it deems appropriate. Selection of a Contractor will be based on the quality, clarity, and thoroughness of the submitted Proposal and its compatibility with the RFP's stated objectives, statements of intent, and submission requirements, plus the results of information gathered from interviews with short-listed **Respondents** and client reference checks.

The following criteria, corresponding to the Categories set forth in the Submittal Instructions will be used to evaluate **Respondents'** Statements. Each criterion will be graded individually. All scores will be summed to give the grand total score with a maximum possible of 100 points

A. Cover Letter	5 Total Points
B. Proposed Solution Strategy and Methodology	40 Total Points
C. Experience and Background	30 Total Points
D. Cost	25 Total Points

Short List Consideration

The MBNEP reserves the right to accept, reject, and/or interview any or all qualified **Respondents** and may select a limited number of **Respondents** for interviews. **Respondents** short-listed for interviews will include those who submit Statements initially judged by the Evaluation Committee to be reasonable. Short-listed **Respondents** selected for interview shall be notified of the time, date, and location for oral presentations. Upon completion of the interview process, MBNEP reserves the right to immediately enter negotiations with a selected **Respondent** and execute the standard MBNEP Professional Services Contract.

Once it has completed this solicitation process, the MBNEP will be available to debrief **Respondents** who were not selected. The MBNEP will not share information from Statements made by other **Respondents**.

Supplemental Materials to this RFQ

Additional resources are available on the MBNEP's website: <http://www.mobilebaynep.com/library> .

Disclaimer

This RFP is conducted under applicable provisions of *2006 Alabama Code – Section 41-16-72 - Procurement of professional services*. Please note that Proposals in response to this RFP are sought only from experienced consultants with pond and lake and invasive species management experience similar to the scope of this project. **Respondents** who submit a Proposal are responsible for becoming fully informed regarding all circumstances, information, laws, and any other matters that might, in any way, affect the **Respondent'**s submitted Proposal.

Respondents are responsible for acquainting themselves with all available information and documented conditions of the project area. The MBNEP; federal, State or local agencies, Mobile and Baldwin counties; local municipalities; and participating individuals make no representations about the

environmental conditions, or presence or absence of contaminated materials within the watershed referenced in this solicitation.

MBNEP; federal, State, or local agencies; Mobile and Baldwin counties; local municipalities; and participating individuals assume no responsibility for any interpretations made by **Respondents** based on information provided in this Request or through any other sources. The MBNEP and its employees and/or agents shall not be liable at any time for any costs associated with or related to this Request, which are incurred by any **Respondent** to the RFQ, subsequent amendments, or cancellation.

MBNEP reserves the right to reject all proposals, negotiate further with any entity submitting proposals, or seek additional proposals. Selection is estimated to occur on or before **Friday, March 5, 2021**.

Non-Discrimination. The Mobile Bay National Estuary Program does not discriminate on the basis of race, color, religion, age, gender, pregnancy, national origin, genetic information, veteran status, or disability in its hiring or employment practices nor in admission to, access to, or operations of its programs, services, or activities.

Open Trade. By submitting a proposal, the Submitter represents that he/she and the business entity he/she represents is not currently engaged in the boycott of a person or entity based in or doing business with a jurisdiction with whom the State of Alabama can enjoy open trade, as defined in Act 2016-312.

Non-Commitment of Funds. Any contract related to this proposed project is subject to the availability of funds and/or the needs of the MBNEP, and therefore the MBNEP, at its discretion, may or may not issue a final contract as a result of this RFP. Further, even in the event an initial selection is made by the MBNEP, no selection is final until full execution of a written agreement detailing an agreed upon scope of work. If the MBNEP deems, at its sole discretion, that a satisfactory agreement cannot be reached in accordance with an initial selection; the MBNEP reserves the right to proceed with efforts to make another selection based upon proposals submitted pursuant to this RFP.

Open Records Act. All responses received will be subject to the Alabama Open Records Act, Ala. Code § 36-12-40, (1975), as amended, and may be subject to public disclosure upon request.