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## **1.0 INTRODUCTION**

The purpose of this Request for Proposal (RFP) by the City of Harrisonburg, Virginia (City) is to solicit sealed proposals from interested companies (Offeror) to provide snow and ice removal services in the City of Harrisonburg.

## **2.0 BACKGROUND**

The City of Harrisonburg is an independent city located in the central Shenandoah Valley region of Virginia. It is the county seat of Rockingham County and encompasses 17.3 square miles, serving a population of approximately 53,000. Harrisonburg is located right along Interstate 81 and is only two hours away from both Richmond, Virginia and Washington, D.C. Harrisonburg is home to two university campuses – James Madison University and Eastern Mennonite University – as well as numerous other businesses, non-profit organizations and a vibrant downtown. The City Manager oversees the delivery of public services through the city departments. The City of Harrisonburg manages a workforce of approximately 790 employees responsible for providing government services to our citizens. Each city department then has a role in how services are provided to the citizens.

The mission of the Public Works Department is to enhance the quality of life of our citizens by providing efficient public services, protecting the public interest with good environmental policies, enforcing codes, and constructing, operating and maintaining the City's infrastructure. With more than 100 employees, the Public Works Department provides the following services, including but not limited to, trash collection, recycling, maintenance of city streets, maintenance of traffic signals and street signs, transportation planning, and construction of new transportation facilities.

## **3.0 SCOPE OF WORK**

Due to the nature of the services under this contract, it is expected that the Contractor be available upon the City's request, at the designated rates for the agreed upon contract period. Snow and ice removal work is expected to be performed between the months of October through April annually. Upon award of contract, the Contractor shall make available to the City on a standby or actual work basis, equipment set forth in Attachment J, to be used by the City of Harrisonburg Public Works Department at the time and place requested by the Contract Administrator or his designee.

### **3.1. HOURLY RATES**

#### **3.1.1. Hourly Rate:**

- a. The Contractor's equipment will be paid for at the approved unit price per hour for snow and ice operations performed. The hourly rate shall include the cost for the equipment, miscellaneous equipment, drivers, operators, fuel, supplies, tools, chains, and any other equipment or incidentals needed to perform the contracted services. Hourly rates shall be quoted in whole dollars only.
- b. At no time after submission of application will the Contractor be permitted to change or adjust their hourly rate.

#### **3.1.2. Standby Rate:**

- a. City will pay the Contractor a standard Standby Rate of 40% per hour of the hourly rate during the authorized standby periods prior to the event starting, after reporting to the Public Works Department or designated location.
- b. Standby periods shall be during staging, and any assignment other than actual plowing and/or spreading operations.
- c. Standby rates/payment shall cease for each piece of equipment at the commencement of actual snow removal operations or at the release of equipment from use.

- 3.1.3. The Contractor shall be paid the designated rate per hour for equipment with operator used while under the City's direction.
- 3.1.4. During critical winter weather event in other locations, the City may request the Contractor to work in areas different from the regular assignment if mutually agreed upon. The hourly rate will remain the same in these instances.

### **3.2. CALL-IN PROCESS**

- 3.2.1. The City will only be required to make one (1) call to the Contractor's listed number at the beginning of the snow event as notification for the Call-In. The Contractor will be responsible for ensuring that the phone number is updated at the City and with Contract Administrator or designee. City will establish and advise the Contractor of the time for reporting during this Call-In notification. The Department of Public Works may be notified by calling 540-434-5928.
- 3.2.2. The Contractor's equipment with operator shall be required to respond within one (1) hour of City notification, or as approved by City, to the service area in which the Contractor is assigned to work.
- 3.2.3. Upon Call-In, the Contractor shall show up at the assigned Public Works office (or other designated location) with all equipment, trained operators, fueled and any other incidentals needed to provide immediate snow removal.
- 3.2.4. While performing duties under this Agreement, the Contractor shall not perform or offer to perform any snow removal operations at the direction of any private individuals, firms, or corporations, using equipment being utilized under this Agreement.
- 3.2.5. At the direction of the Contract Administrator or designee, the Contractor shall perform snow removal operations in a manner to satisfactorily remove snow and ice from assigned roadways, parking lots, sidewalks, and other assigned locations under current weather conditions.
- 3.2.6. Per the City's General Terms and Conditions document (Attachment A): If this contract is terminated by the City for cause, default or negligence on the part of the contractor, the City may hold the contractor responsible for any resulting additional purchase and administrative costs. The thirty (30) day advance notice requirement is waived in the event of Termination for Cause.
- 3.2.7. Contractor shall provide to Contract Administrator a copy of the Contractor's employee roster. This roster will be used to ensure each employee does not work over the fourteen (14) hour maximum limit. Contractor shall submit the updated roster at the beginning of the snow and ice season and Contractor shall update the roster as needed throughout the snow and ice season.

### **3.3. EQUIPMENT**

- 3.3.1. The Contractor's equipment shall include fuel, chains, supplies, and any tools necessary to ensure safe operation and safe equipment. Equipment shall be properly licensed and adhere to all applicable Federal and State Motor Vehicle regulations. The Contractor shall maintain all required equipment to perform this contract throughout the duration of the Contract. Any equipment failing to meet any of the contract standards, deemed to be inadequate, or requiring an inordinate amount of alterations, shall not be allowed to perform work under this Agreement. The Contractor is not eligible for payment (as standby or operating) until equipment is brought into compliance by the Contractor, as solely determined by City.

- 3.3.2. Equipment changes or substitutions after the initial Contract is received will only be considered for like equipment (example: replacing a broken-down 4 X 4 Pickup with an operable 4 X 4 Pickup) and must be approved by City.
- 3.3.3. The Contractor shall ensure his equipment has the capacity to operate plows and spreaders once such equipment is installed. On all equipment that is equipped with a chemical spreader, the Contractor shall have the tail lights visible and not blocked by the spreader chute or free-standing spreader stand legs. The Contractor shall also be responsible for ensuring the spreader is working properly and that all warning signs are kept cleaned so that they can be read easily, and that all warning lights and backup alarms are operational at all times. For private spreaders, the Contractor shall be responsible for lights and installation.
- 3.3.4. Per the current Virginia Work Area Protection Manual (WAPM) and subsequent revisions, each vehicle involved in a moving/mobile operation shall be equipped with at least one (1) rotating amber light or high intensity amber strobe light. Vehicle hazard warning lights can be used as a supplement but shall not be used instead of rotating lights or strobe lights.
- 3.3.5. All single axle, tandem, and multiple axle trucks, dump or otherwise, shall have a minimum 12,000 pound weight rating capacity for the front axle.
- 3.3.6. The Contractor shall be responsible for properly securing equipment and materials on their vehicles at all times.
- 3.3.7. The Contractor is responsible for all rigging and maintenance when vehicle with auxiliary equipment is provided by the Contractor.
- 3.3.8. The Contractor shall be responsible for providing cutting edges/blades for plows provided by the Contractor. The Contractor may be required to replace blades at the discretion of City.
- 3.3.9. The Contractor shall provide tire chains when needed for all Contractor provided equipment including loaders and graders. In the event a Contractor's vehicle gets stuck, the Contractor shall immediately notify the City. No payment will be authorized until the vehicle is back in operating status. The Contractor, not City, will be responsible for rescuing their equipment should it become stuck, unless assistance is authorized by the Contract Administrator or designee.
- 3.3.10. In the event the Contractor's equipment breaks down, the Contractor shall immediately notify the City. No payment for that piece of equipment will be authorized until the equipment is back in operating condition. With City's prior approval, the Contractor may substitute an equivalent piece of equipment.
- 3.3.11. The Contract Administrator or designee, when necessary, will request equipment from Attachment J herein. The City reserves the right to determine the most effective and cost efficient method of responding to a snow removal event and to solely utilize its own equipment and/or to call in contracted equipment according to the location, rate and/or type of equipment required during any given snow removal event.
- 3.3.12. Prior to performing any work under this Contract, each piece of offered equipment may be subject to inspection by City personnel. The inspection is to assure that the equipment meets all Federal Department of Transportation (DOT) and Virginia State Inspection standards. The location and time of inspection and any needed re-inspection shall be determined and performed at the convenience of City. The Department reserves the right to reject any offered equipment

for any reason. City review of Contractor equipment does not absolve the Contractor of its responsibilities to meet Federal and State equipment requirements.

3.3.13. The City will provide all de-icing materials to be used for snow and ice removal.

### **3.4. OPERATOR**

3.4.1. The Contractor shall provide sufficient qualified and trained operator(s) to ensure a continuous twenty-four (24) hour operation of snow removal as directed by the Contract Administrator or designee. Operators must be properly licensed and adhere to all applicable Federal and State Motor Vehicle regulations.

3.4.2. Drivers/operators shall be at least eighteen (18) years of age and capable of working days and nights. No minors under the age of eighteen (18) will be allowed on the City work site(s), to include in the Contractor's vehicle, when and where this contract will be performed. Under no circumstances shall a Contractor, while performing under the terms of this agreement, allow or be permitted to have private or minor-aged passengers ride in snow removal vehicles. Contractors observed allowing private or minor-aged passengers in vehicles during snow removal operations will be asked to cease snow removal operations for the remainder of the snow event and thereafter no payment will be made to the Contractor.

3.4.3. To ensure the overall safety of all personnel and the traveling public, the Contractor is required to provide drivers/operators who are able to communicate in the English language. The drivers/operators shall be required to demonstrate that they are capable of understanding instructions in English for safe and effective operations. These instructions will include English capabilities in understanding plowing and spreading instructions; techniques appropriate to the route; detail yard requirements such as standby area; parking areas and routes to follow loading and unloading chemicals, ability to read and understand road maps and City snow maps, and emergency road procedures. If the driver/operator is not capable of understanding these instructions, the Contractor will be notified and a replacement driver/operator will be required. Until an appropriate replacement driver is put in place the Contractor may not be compensated.

3.4.4. It will be the Contractor's responsibility to provide valid licensed operators. When required by the equipment being operated, the operator of the equipment shall possess a valid Commercial Driver's License (CDL) with the proper endorsements and shall have this license during operations of the vehicle. Failure to comply with this request constitutes unsatisfactory performance and may result in cancellation of the Agreement. City reserves the right to check operator's/driver's license any time during snow and ice removal operations and the validity of the license with Virginia's Department of Motor Vehicles at any time during the Agreement period.

3.4.5. The Contractor shall be responsible for establishing schedules so that any individual driver/operator is not permitted to work more than fourteen (14) consecutive hours (to include standby) without having at least a six (6) hour break. If the duration of the snow event requires it, the Contractor shall ensure that properly trained and licensed relief drivers are available to sustain an around-the-clock operation.

### **3.5. CONTRACTOR-PROVIDED LABOR**

3.5.1. Some areas assigned by the City to the Contractor require removal of snow and ice from walk areas with hand tools.

- 3.5.2. Contractors who offer and provide labor for snow and ice removal by hand with hand tools will be considered for areas that require hand work in addition to equipment removal of snow from walk areas;
- 3.5.3. Contractor shall provide laborers who are physically capable of performing hand work with tools provided by the Contractor (shovels, brooms, hand chemical spreaders);
- 3.5.4. Contractor will provide transportation to and from assigned work area. Cost of transportation will be included in the hourly rate for labor services;
- 3.5.5. Laborers must be able to communicate effectively in the English language.

### **3.6. SPECIAL TERMS & CONDITIONS**

- 3.6.1. Additional Equipment: If the Contractor wishes to offer additional equipment after initial Contract is received, the City may amend the current contract to include the additional equipment.
- 3.6.2. Offers Considered: All offers submitted will be considered, however if Contractor's offer price exceeds the max hourly rate set by the City, Contractor's offered price may be rejected or negotiated. After the advertisement closing date, all Contractors' offers will be reviewed. The City may adjust the final rate schedule based on information from the offers. All approved contractors will be offered a uniform rate schedule prior to finalization of this Contract. It is in City's sole discretion to only hire the amount of equipment necessary to perform snow and ice removal operations for the City.
- 3.6.3. Assignment Location Preference: The Contractor may request to be assigned to a specific Area. City will not guarantee if you are hired you will be assigned to the requested location. City will be determining equipment location based on the City's needs. To review a copy of the Snow & Ice Control Plan for the City of Harrisonburg, contact the Public Works Department at 540-434-5928 or visit the office at 320 East Mosby Road, Harrisonburg, VA 22801.
- 3.6.4. Vehicle Inspection and Registration: All Contractor vehicles shall have a valid current inspection and registration from the state where the vehicle is registered and each vehicle and piece of equipment must be properly insured according to City's requirements (Attachment D). The Contractor's equipment and operators shall be in compliance with all applicable DMV and State and Federal regulations regarding the conditions and operations of the vehicles provided. A walk around inspection will be performed on equipment to be considered. Further, the Contractor shall maintain all equipment to these same standards, throughout the duration of the Agreement. (Licensed vehicles offered that do not meet DMV, State and Federal regulations such as licensed "Farm Use" vehicles will not be accepted for snow/ice removal)
- 3.6.5. Worksite Damage: Any damage to utilities, equipment, finished surfaces, guardrail, curb and gutter, paved shoulders, drainage, mailboxes, driveways or any other state or private property resulting from negligent work performed on this agreement shall be repaired to the Department's satisfaction at the Contractor's expense.
- 3.6.6. Damage Claims: The Contractor shall be responsible for resolution of any and all claims. Claims made to City as a result of this work will be referred to the Contractor for handling. Failure to properly respond to and resolve property claims constitutes unsatisfactory performance and may result in cancellation of the Contract.

- 3.6.7. Subcontracting: No portion of this Contract shall be subcontracted without prior written consent of the Contract Administrator. In the event that the Contractor desires to subcontract part of the work specified herein, the Contractor shall furnish the City with the names, addresses, contact persons, qualifications, references, type(s) of work to be performed and the experience of their proposed subcontractors for City approval. The Contractor shall, however remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the Contract.
- 3.6.8. Prime Contractor Responsibilities: The Contractor shall be responsible for completely supervising and directing the work under this Contract and all approved subcontractors that he may utilize. Subcontractors who perform work under this Contract shall be responsible to the Contractor. The Contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees. The Contractor shall provide a copy of the Subcontractor's Certificate of Insurance with the appropriate insurance coverage to the City prior to execution of the Contract. Subcontractors are subject to the same insurance requirements as the prime contractor.
- 3.6.9. Conduct in the Work Place: City has a standard of zero tolerance for all acts or threats of violence in the workplace or work location. City will not tolerate any behavior by any employee, contractor, former employee, customer or any other person, which poses a threat to the safety and security of any City employee while performing work. Any threat or act of violence will be taken seriously, handled expeditiously, and dealt with appropriately, which may include disciplinary action, termination, arrest, and prosecution. Unauthorized possession or use of firearms, or other dangerous weapons is prohibited. Drivers shall not operate a cell phone while driving. When a driver must utilize a cell phone, he should pull off the road for use.

### **3.7. INVOICING & PAYMENT**

- 3.7.1. All invoices shall be submitted to the Contract Administrator for review and approval.
- 3.7.2. A time log recording daily hours worked for each piece of equipment will be completed and returned to the City for review and approval. This form will be used to process payments.
- 3.7.3. Contractor's invoice(s) must be submitted with a breakdown of hours worked and the rate charged per hour (standby rate or hourly rate). Each different piece of equipment shall be listed on a separate line item and the number of hours for that piece of equipment at the approved hourly rate. No lump sum amount without this breakdown will be authorized for payment.
- 3.7.4. The Contract Administrator must be notified in writing within three (3) business days of any change in address and/or telephone number of the Contractor. Submit all change notifications to the Contract Administrator.

### **4.0 PRE-PROPOSAL MEETING**

No pre-proposal meeting will be held for this solicitation.

### **5.0 PROPOSAL REQUIREMENTS**

The proposal shall provide information necessary for City of Harrisonburg to evaluate the qualifications, experience, and expertise of the proposing firm to provide snow and ice removal services.

The Offeror is to make a written proposal which presents an understanding of the work to be performed. The proposal should demonstrate and provide evidence that the Offeror has the capabilities, professional

expertise, and experience to provide the necessary services as described in this RFP. The Offeror shall ensure that all information required herein is submitted with the proposal. All information provided should be verifiable by documentation requested by the City of Harrisonburg. Failure to provide all information, inaccuracy or misstatement may be sufficient cause for rejection of the proposal or rescission of an award. Proposals shall be signed by an authorized representative of the Offeror.

In order to enhance the evaluation process and provide each firm an equal opportunity for consideration, adherence to a standardized technical proposal format is required. Responses should be as thorough and detailed as possible so that the City may properly evaluate the firm's capabilities to provide the required services. Unnecessarily elaborate brochures of other presentations beyond that sufficient to present a complete and effective proposal is not desired. Elaborate artwork, expensive paper, bindings, visual and other presentation aids are not required.

The format of each proposal must contain the following elements organized into separate chapters and sections, as the Offeror(s) may deem appropriate:

- Cover Sheet (first page of this RFP)
- Attachment B. Proprietary/Confidential Information Identification Form
- Attachment C. State Corporation Commission (SCC) Form
- Attachment D. Insurance Requirements Form
- Attachment E. Non-Collusion Affidavit
- Attachment G. References List
- Attachment H. Rate Schedule
- Attachment I. Vendor Qualification
- Attachment J. Equipment List
- Addenda, if any

The Offeror may provide information for other services or programs that are available to its clients that may not be specified in this proposal. Additional services should be provided with cost listed as well as details and description of the offering.

## **6.0 GENERAL TERMS & CONDITIONS FOR THE CITY OF HARRISONBURG, VA**

Offerors shall review and take into consideration all aspects of the City's General Terms and Conditions listed in Attachment A.

## **7.0 INSURANCE REQUIREMENTS**

Offerors shall complete and return with their proposal Attachment D. Insurance Requirements Form.

## **8.0 INSTRUCTIONS TO OFFERORS**

All proposals must be in an opaque, sealed envelope or box and clearly marked: "**Sealed Proposal: Snow & Ice Removal Services RFP 2016039-PW-P**". Proposals shall clearly indicate the legal name, address and telephone number of the Offeror (company, firm, partnership, or individual). All expenses for making proposal to the City shall be borne by the Offeror.

Offerors shall provide one (1) paper copy of the proposal documents.

Proposal documents shall be mailed or hand-delivered to the **Purchasing Office located at 409 South Main Street, Third Floor, Harrisonburg, VA 22801**. Office hours are Monday through Friday, 8:00am to 5:00pm, except City holidays ([www.harrisonburgva.gov/city-holidays](http://www.harrisonburgva.gov/city-holidays)). Faxed or emailed proposals will not be accepted. Proposals shall be received by the Purchasing Office no later than **June 28, 2016 at 3:00pm local**

**time.** Any proposals received after this date and time will not be accepted. The City of Harrisonburg is not responsible for delays in the delivery of the mail by the U.S. Postal Service, private couriers, or the inter-office mail system. The Offeror has the sole responsibility to have the proposal received by the Harrisonburg Purchasing Office at the above address and by the above stated time and date.

All documents contained within the proposal submission shall be completed in their entirety and signed and dated where required.

## 9.0 QUESTIONS

Questions related to the RFP or requests for clarification may be directed to Ms. Pat Hilliard, Procurement Manager for the City of Harrisonburg, by email ([Purchasing@harrisonburgva.gov](mailto:Purchasing@harrisonburgva.gov)) or by fax (540-432-7779). Oral questions will not be permitted. All responses to inquiries will be in writing and will be posted as addenda on the City's website at [www.harrisonburgva.gov/bids-proposals](http://www.harrisonburgva.gov/bids-proposals) and also on eVA at [www.eva.virginia.gov](http://www.eva.virginia.gov). All questions must be received no later than **June 21, 2016 at 12:00pm (noon) local time**. It is the responsibility of all Offerors to ensure that they have received all addenda and to include signed copies of any and all addenda with their proposal submission.

## 10.0 PROPOSAL EVALUATION CRITERIA

Selection of the successful proposal will be based upon submission of proposals meeting the selection criteria. Proposal evaluations will be based on a weighted scale, using the following minimum selection criteria:

- 1. Experience & Past Performance:** Prior experience in providing similar services, including client references. (40%)
- 2. Ability to provide the services:** Specific information on the company's ability to deliver the required services. Background on the company, including the number of years in business and past major projects completed, should your company be awarded the contract. (30%)
- 3. Cost:** Costs will not be the sole deciding factor in the selection process, but will be considered in the case of this RFP. (30%)

As part of the evaluation process, the City may ask questions of a clarifying nature from Offerors as required. The City may also request an oral presentation to explain the proposal and answer questions.

The City reserves the right to cancel this RFP at any time or reject any or all proposals received as a result of this RFP if it is in the best interest of the City. The City reserves the right to waive any informality in any proposal.

## 11.0 CONTRACT TERM

The subsequent contract will be a firm-fixed price contract for an initial one (1) year term to commence on the date of the Notice of Award. The fee(s) will remain firm through the initial contract term and will include all charges that may be incurred in fulfilling the requirements of this initial contract. The City shall have the option to renew the contract for four (4) additional one (1) year terms. Changes in cost for subsequent renewal periods will be based on mutual agreement between both parties. For any pricing increases the contractor will need to provide written justification and documentation to support such request.

## 12.0 AWARD OF CONTRACT

Selection shall be made of two (2) or more Offerors deemed to be fully qualified and best suited among those submitting proposals, on the basis of the factors involved in the request for proposals, including price if so stated in the Request for Proposal. Negotiations shall then be conducted with each of the Offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted

with each Offeror so selected, the City shall select the Offeror which, in its opinion, has made the best proposal, and shall award the contract to that Offeror. The City will be making multiple contract awards under this RFP. Should the City determine in writing and in its sole discretion that only one (1) Offeror is fully qualified, or that one (1) Offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that Offeror. Once the selection has been made as to which Offeror will be awarded the contract, the Procurement Manager will post a Notice of Award on the City's website at [www.harrisonburgva.gov/bid-proposal-award-notifications](http://www.harrisonburgva.gov/bid-proposal-award-notifications) and also on eVA at [www.eva.virginia.gov](http://www.eva.virginia.gov).

The award documentation will subsequently be followed by a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the Offeror's proposal as negotiated.

Successful Offeror shall contact the Commissioner's Office to obtain proper business licensing for the City of Harrisonburg, if it does not already possess (540-432-7707).

The City reserves the right to make on-site visitations to assess the capabilities of individual Offeror(s) and to contact references provided with the proposal.

The City reserves the right to award a contract(s) to as many Offeror(s) as deemed necessary to fulfill the anticipated requirements of the City of Harrisonburg.

**GENERAL TERMS AND CONDITIONS OF THE CITY OF HARRISONBURG, VA**

These General Terms & Conditions shall apply to all purchases and be a part of every contract awarded by the City of Harrisonburg unless otherwise specified in writing. Bidders/Offerors are expected to inform themselves fully as to the conditions, requirements and specifications before submitting bids/proposals. Procurement by the City is subject to the Virginia Public Procurement Act (VPPA) Title 2.2, Chapter 43 of the Code of Virginia and the provisions of The Purchasing and Contracting Policy Manual for the City of Harrisonburg and any revisions thereto. If an inconsistency exists between the VPPA and the Purchasing and Contracting Policy Manual for the City, the VPPA Virginia Code sections take precedence.

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**DEFINITIONS**

- ADDENDUM/ADDENDA:** Addition(s) or supplement(s) to a solicitation to clarify, modify or support information which becomes part of the contract.
- BID:** The offer of a prospective vendor/supplier to an Invitation To Bid to provide specific goods or services at specified prices and/or other conditions specified in the solicitation.
- BIDDER/OFFEROR:** Any individual, company, firm, corporation, partnership or other organization who submits a response to an Invitation to Bid or a Request for Proposal and offering to enter into a contract with the City.
- COLLUSION:** A secret agreement or cooperation between two or more parties to accomplish a fraudulent, deceitful, or unlawful purpose.
- CONFLICT OF INTEREST:** An actual or potential situation in which the personal interests of a vendor, employee or public official are, or appear to be, in conflict with the best interests of the City.
- CONTRACTOR:** The entity that has a direct contract with the City to furnish goods, services or construction for a certain price.
- CITY or OWNER:** City of Harrisonburg, Virginia.
- DAY(S):** Defined as calendar days unless otherwise specified as business days.
- INFORMALITY:** A minor defect or variation of a bid or proposal from the exact requirements of the Invitation to Bid or Request for Proposal which does not affect the price, quality, quantity or delivery schedule for the goods, services or construction being procured.
- INVITATION TO BID (ITB):** A formal request which is made to prospective suppliers (bidders) for their quotation on goods, services, or construction desired by the City. The issuance of an ITB will contain or incorporate by reference the specifications and contractual terms and conditions applicable to the procurement.

**PROFESSIONAL SERVICES:** Any type of professional service performed by an independent contractor within the practice of accounting, actuarial services, architecture, dentistry, land surveying, landscape architecture, law, medicine, optometry, pharmacy, or professional engineering (which shall be procured as set forth in the Code of Virginia). **2.2-4301**

**PROPOSAL:** The document submitted by the offeror in response to the RFP to be used as the basis for negotiations for entering into a contract.

**PURCHASING AGENT:** The individual employed and given authority by the Harrisonburg City Council by adoption of the City of Harrisonburg Purchasing and Contracting Policy Manual. Purchasing Agent may also be referred to as Procurement Manager.

**REQUEST FOR PROPOSAL (RFP):** A formal request for a proposal from prospective offerors which will indicate the general terms which are sought to be procured from the offeror and where negotiations are conducted to come to a final contract. The RFP will specify the evaluation criteria to be used and will contain or incorporate by reference other contractual terms and conditions applicable to the procurement.

**RESPONSIBLE BIDDER/OFFEROR:** An individual, company, firm, corporation, partnership or other organization having the capability in all respects to perform fully the contract requirements, and also having the moral and business integrity and reliability which will assure good faith performance.

**RESPONSIVE BIDDER/OFFEROR:** An individual, company, firm, corporation, partnership or other organization having submitted a bid/proposal which conforms in all material respects to the ITB or RFP.

**SOLICITATION:** A formal document issued by the City with the intent to purchase goods, services or construction. Can be either an Invitation To Bid or a Request For Proposal.

**SWAM:** Small, Women, and Minority-owned businesses.

**SUBCONTRACTOR:** A business entity that has a contract to supply labor or materials to the prime contractor to whom the contract was awarded or to any subcontractor in the performance of the work provided for in such contract.

### **CONDITIONS OF BIDDING**

**BID PRICE CURRENCY:** Unless stated otherwise in the solicitation, bidders/offerors shall state bid/proposal prices in US dollars.

**BID/PROPOSAL ACCEPTANCE PERIOD:** Unless otherwise specified, all bids/proposals submitted shall be binding and may not be withdrawn for sixty (60) days following the bid/proposal opening date and time, unless extended by mutual consent of all parties. If the bid/proposal is not withdrawn at that time it remains in effect until an award is made or the solicitation is cancelled.

**CANCELLATION OF SOLICITATIONS:** **2.2-4319** An ITB, RFP or any other solicitation may be cancelled or rejected, but shall not be cancelled or rejected solely to avoid awarding a contract to a particular responsive and responsible bidder/offeror. The reasons for cancellation shall be made part of the contract file.

**CITY HALL CLOSURE:** If City Hall is closed for business at the time scheduled for the bid opening, for whatever reasons, sealed bid/proposal will be accepted and opened on the next business day of the City, at the original scheduled hour.

**CLARIFICATION of TERMS:** If any prospective bidder/offeror has questions about the specifications or other solicitation documents, the prospective bidder/offeror should contact the person identified in the solicitation no later than five (5) business days before the due date. Any revisions to the solicitation will be made only by addendum issued by the City.

**CONFLICT OF INTEREST/COLLUSION:** Contractor certifies by signing their bid/proposal submission to the City, that no conflict of interest or collusion exists between the Contractor and City that interferes with fair competition and no conflict of interest or collusion exists between Contractor and any other person or organization that constitutes a conflict of interest with respect to the contract with the City.

**DEBARMENT STATUS:** By signing their bid/proposal, the bidders/offerors certify that they are not currently debarred from submitting bids/proposals on contracts from any agency, public entity/locality or authority of the Commonwealth of Virginia.

**DISCRIMINATION PROHIBITED:** **2.2-4310** In the solicitation or awarding of a contract the City shall not discriminate against a bidder/offeror because of race, religion, color, sex, national origin, age, disability, status as a service disabled veteran, or any other basis prohibited by state law relating to discrimination in employment. The City encourages the participation of SWAM and Veteran-Owned businesses (as defined in 2.2-4310(F) in public procurement activities. Towards that end, the City encourages contractors to provide for the participation of SWAM/Veteran-Owned businesses through partnerships, joint ventures, subcontracts, and other contractual opportunities.

**ERRORS IN BIDS/PROPOSALS:** When an error is made in extending total prices, the unit price will govern. Bidders/Offerors are cautioned to recheck their bids/proposals for possible errors prior to submission.

**ETHICS IN PUBLIC CONTRACTING: 2.2-4371** By submitting their bids/proposals, the bidders/offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other bidder/offeror, supplier, manufacturer or subcontractor in connection with their bid/proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal or minimal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

**EXCUSABLE DELAY:** The City shall not be in default of any failure in performance of this agreement in accordance with its terms if such failure arises out of causes beyond its reasonable control and without the fault of or negligence of the City. Such causes may include, but are not restricted to acts of God or the public enemy, fires, flood, epidemics, quarantine restrictions, strikes, freight embargoes, and unusually severe weather, but in every case the failure to perform must be beyond the reasonable control and without the fault or negligence of the City.

**LICENSES, PERMITS and FEES:** All proposals submitted shall have included in price the cost of any business or professional licenses, permits or fees required by the City of Harrisonburg or the Commonwealth of Virginia. At or prior to delivery of the signed contract, the bidder/offeror to whom the contract is awarded shall deliver to the City a copy of their City Business License (if applicable). The bidder/offeror shall ensure that the Business License indicates a basis amount equal to or greater than the awarded Contract value. For information on City Business Licenses contact the Harrisonburg Commissioner of the Revenue's office at 540-432-7704. The bidder/offeror must have all necessary licenses to perform the services in the Commonwealth of Virginia and, if practicing as other than an individual, be authorized to do business in the Commonwealth of Virginia.

**MANDATORY USE of CITY FORMS AND TERMS and CONDITIONS for ITBs AND RFPs:** Failure to submit a bid/proposal on the official City form(s) provided or in the format identified, for that purpose shall be a cause for rejection of the bid/proposal. Unauthorized modification of or additions to any portion of the ITB or RFP may be cause for rejection of the bid/proposal. The City reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject any bid/proposal which has been modified. As a precondition to its acceptance of an ITB response, the City may, in its sole discretion, request that the bidder withdraw or modify nonresponsive portions of a bid which do not affect quality, quantity, price, or delivery. No modification to the provisions of the contract shall be effective unless the modification is incorporated into the contract document.

**MODIFICATION & WITHDRAWAL OF BIDS/PROPOSALS: 2.2-4330**

1. A bidder for a public construction contract, other than a contract for construction or maintenance of public highways, may withdraw his bid from consideration if the price bid was substantially lower than the other bids due solely to a mistake in the bid, provided the bid was submitted in good faith, and the mistake was a clerical mistake as opposed to a judgment mistake, and was actually due to an unintentional arithmetic error or an unintentional omission of a quantity of work, labor or material made directly in the compilation of a bid, which unintentional arithmetic error or unintentional omission can be clearly shown by objective evidence drawn from inspection of original work papers, documents and materials used in the preparation of the bid sought to be withdrawn.

If a bid contains both clerical and judgment mistakes, a bidder may withdraw his bid from consideration if the price bid would have been substantially lower than the other bids due solely to the clerical mistake, that was an unintentional arithmetic error or an unintentional omission of a quantity of work, labor or material made directly in the compilation of a bid that shall be clearly shown by objective evidence drawn from inspection of original work papers, documents and materials used in the preparation of the bid sought to be withdrawn.

2. The bidder shall give notice in writing of his claim of right to withdraw his bid within two business days after the conclusion of the bid opening procedure and shall submit original work papers with such notice.
3. No bid shall be withdrawn under this section when the result would be the awarding of the contract on another bid of the same bidder or of another bidder in which the ownership of the withdrawing bidder is more than five percent.
4. If a bid is withdrawn in accordance with this section, the lowest remaining bid shall be deemed to be the low bid.
5. No bidder who is permitted to withdraw a bid shall, for compensation, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn bid was submitted.
6. The public body shall notify the bidder in writing within five business days of its decision regarding the bidder's request to withdraw its bid. If the public body denies the withdrawal of a bid under the provisions of this section, it shall state in such notice the reasons for its decision and award the contract to such bidder at the bid price, provided such bidder is a responsible and responsive bidder. At the same time that the notice is provided, the public body shall return all work papers and copies thereof that have been submitted by the bidder.
7. These procedures also apply for the withdrawal of bids for other than construction contracts.
8. A bidder/offeror may modify or withdraw his bid/proposal, either personally or by written request to the Purchasing office at any time prior to the scheduled time for opening of bids/proposals.

**PUBLIC INSPECTION OF CERTAIN RECORDS: 2.2-4342** Public inspection of all records is strictly governed by Code of Virginia 2.2-4342 and in accordance with the Virginia Freedom of Information Act (VA Code 2.2-3700 et seq). Any inspection of procurement transactions shall be subject to reasonable restrictions to ensure the security and integrity of the records. Cost estimates relating to a proposed procurement transaction prepared by or for a public body shall not be open to public inspection.

**REVISIONS to the OFFICIAL ITB/RFP:** No bidder/offeror shall modify, revise, edit or make any unauthorized change(s) to the original official ITB/RFP. The official solicitation document and the Addenda(um) are the documents posted on the City of Harrisonburg's web site, [www.harrisonburgva.gov/bids-proposals](http://www.harrisonburgva.gov/bids-proposals). Any such violation as stated above may result in rejection of the ITB/RFP response. In addition, violations may result in the debarment of the bidder/offeror by the City of Harrisonburg.

**TAXES:** Sales to the City of Harrisonburg are normally exempt from State sales tax. Virginia Sales and Use Tax Certificate of Exemption, Form ST-12, will be issued upon request. The City may also be exempt from other taxes and fees.

## **AWARD**

### **CONTRACT AWARD**

For ITB: The award(s) made in response to an ITB will be made to the lowest responsive and responsible bidder(s) for each item, or group of items indicated in the bid. The City reserves the right to make the sole determination of whether the product and/or options offered meet the minimum specifications and is acceptable in accordance with the specifications. The City's decision shall be final. The City reserves the right to make a separate award for each item, a group of items or all items, and to make awards either in whole or in part, whichever is deemed by the City to be in its best interest. Delivery time lines may be a factor in making an award.

For RFP: The award(s) made in response to an RFP will be made to the highest qualified offeror whose proposal is determined to be the most advantageous to the City, taking into consideration the evaluation criteria set forth in the RFP. After negotiations, the offeror who has made the best proposal and provides the best value shall be awarded the contract.

Professional services shall be procured and awarded by competitive negotiation as set forth in **2.2-4302.2 A 4**.

The City reserves the right to cancel a solicitation at any time and to reject any or all bids/proposals, in whole or in part, to waive any informality and to delete items prior to making the award(s), whenever it is deemed in the sole opinion of the City to be in its best interest.

**NEGOTIATION WITH THE LOWEST BIDDER: 2.2-4318** Unless all bids are canceled or rejected, the City reserves the right to negotiate with the lowest responsive and responsible bidder to obtain a contract price within the funds available to the City whenever such low bid exceeds the City's available funds for the project. The City shall initiate such negotiations by written notice to the lowest responsive, responsible bidder that its bid exceeds the available funds and the City wishes to negotiate a lower contract price. The times, places and manner of negotiating shall be agreed to by the City and the lowest responsive, responsible bidder.

**PRECEDENCE of TERMS:** General Terms and Conditions shall apply in all instances with the exceptions for projects funded by the Federal Highway Administration (FHWA) and by the Federal Transportation Administration (FTA). In the event there is a conflict between the General Terms and Conditions and any Federal, Special, Standard, or Supplementary Terms and Conditions in this solicitation, the Federal, Special, Standard, or Supplementary Terms and Conditions shall apply.

**QUALIFICATIONS of BIDDERS/OFFERORS:** The City may make such reasonable investigations as deemed proper and necessary to determine the responsibility and ability of the bidder/offeror to perform the services/furnish the goods and the bidder/offeror shall furnish to the City all such information and data for this purpose as may be requested. The City reserves the right to inspect bidder's/offeror's physical facilities prior to award to satisfy questions regarding the bidder's/offeror's capabilities. The City further reserves the right to reject any bid/proposal if the evidence submitted by, or investigations of, such bidder/offeror fails to satisfy the City that such bidder/offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

**SELECTION PROCESS/NOTICE OF AWARD:** Upon the award or the announcement of the decision to award a contract as a result of this solicitation, the Purchasing office will publicly post such notice and/or will notify all responsive bidders/offerors. The City posts all Notice of Awards on its website at [www.harrisonburgva.gov/bids-proposals-award-notifications](http://www.harrisonburgva.gov/bids-proposals-award-notifications) and also on eVA at [www.eva.virginia.gov](http://www.eva.virginia.gov).

## **CONTRACT PROVISIONS**

**ANTI-DISCRIMINATION: 2.2-4311** By submitting their bids/proposals, bidders/offerors certify to the City that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment

Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act.

In every contract over \$10,000 the provisions below apply:

1. During the performance of this contract, the contractor agrees as follows:
  - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
  - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
  - c. Notices, advertisements and solicitations placed in accordance with federal law, rule or regulation shall be deemed sufficient for the purpose of meeting these requirements.
2. The contractor will include the provisions of 1. above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

**ANTITRUST:** By entering into a contract, the contractor conveys, sells, assigns, and transfers to the City all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the City under said contract.

**APPLICABLE LAWS and COURTS:** This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia, excluding its conflict of laws provisions, and venue for litigation with any respect thereto shall be proper only in the Circuit Court of Rockingham County, Virginia. The contractor shall comply with all applicable federal, state and local laws, rules and regulations.

**ASSIGNMENT of CONTRACT:** A contract shall not be assignable by the contractor in whole or in part without the written consent of the City.

**CHANGES to the CONTRACT:** Changes can be made to the contract in any of the following ways:

1. The parties by mutual agreement in writing, to modify the terms, conditions or scope of the contract subject to item 2. below. Any additional goods or services to be provided shall be of a sort that is ancillary to the contract goods or services, or within the same broad product or service categories as were included in the contract award. Any increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
2. A public contract may include provisions for modification of the contract during performance, but no fixed-price contract may be increased by more than twenty-five percent (25%) of the amount of the contract or \$50,000, whichever is greater, without the advance written approval of the Harrisonburg City Council. In no event may the amount of any contract, without adequate consideration, be increased for any purpose, including, but not limited to, relief of a bidder/offeror from the consequences of an error in its (bid/offer). **2.2-4309**
3. The Procurement Manager (or City delegated agent) may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt unless the contractor intends to claim an adjustment to compensation, schedule, or other contractual impact that would be caused by complying with such notice, in which case the contractor shall, in writing, promptly notify the City of the adjustment to be sought, and before proceeding to comply with the notice, shall await the City's written decision affirming, modifying, or revoking the prior written notice. If the City decides to issue a notice that requires an adjustment to compensation, the contractor shall be compensated for any additional costs incurred as the result of such order and shall give the City a credit for any savings. Said compensation shall be determined by one of the following methods:
  - a. By mutual agreement between the parties in writing; or
  - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the City's right to audit the contractor's records and/or to determine the correct number of units independently; or
  - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the City with all vouchers and records of expenses incurred and savings realized. The City shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the City within thirty (30) days from the date of receipt of the written order from the City. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes

Clause of this contract or, if there is none, in accordance with the disputes provisions of the City of Harrisonburg Purchasing and Contracting Policy Manual. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the City or with the performance of the contract generally.

**CONTRACT EXECUTION:** Per City Code (Sec 3-1-2, 3-1-1), the City Manager and the Deputy City Manager shall have authority to execute all contracts and agreements on behalf of the City except as otherwise directed by the Harrisonburg City Council in specific instances.

**CONTRACTUAL DISPUTES:** Contractual claim procedures shall be as per Code of VA **2.2-4363**.

**COOPERATIVE PROCUREMENT:** **2.2-4304** Except as prohibited by the current Code of Virginia 2.2-4304, all resultant contracts will be extended, with the authorization of the contractor, to other public bodies to permit their ordering of supplies and/or services at the prices and terms of the resulting contract. If any other public body decides to use the final contract, the Contractor must deal directly with that public body concerning the placement or orders, issuance of the purchase order, contractual disputes, invoicing and payment. The City acts only as the "Contracting Officer" for these public bodies. Any resulting contract with other public bodies shall be governed by the laws of that specific entity. It is the Contractor's responsibility to notify the public bodies of the availability of the contract. The City shall not be held liable for any costs or damage incurred by another public body as a result of any award extended to that public body by the Contractor.

**DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, the City, after due oral or written notice, may procure items of a comparable quality from other sources and hold the contractor responsible for any resulting additional costs above the contract price when purchases are made in the open market. This remedy shall be in addition to any other remedies, which the City may have.

**DRUG-FREE WORKPLACE:** **2.2-4312** During the performance of this contract, the contractor agrees to: (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

**IMMIGRATION REFORM and CONTROL ACT OF 1986:** **2.2-4311.1** By submitting their bids/proposals, bidders/offerors certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

**INDEMNIFICATION:** Contractor agrees to indemnify, defend and hold harmless the City, its officers, agents, volunteers, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.

**INSURANCE:** By signing and submitting a bid/proposal under this solicitation, the bidder/offeror certifies that if awarded the contract, it will have insurance coverages per the solicitation document at the time of contract execution. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with **2.2-4332** and **65.2-800** et seq. of the Code of Virginia. The bidder/offeror further certifies that the contractor and any subcontractors will maintain these insurance coverages during the entire term of the contract and that all insurance coverages will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

**LIABILITY AND LITIGATION:** The City shall not indemnify or hold harmless any contractor or other third party. The City does not waive any right or release any party from liability, whether on its own behalf or on behalf of any boards, employees or agents. The City does not waive the right to trial by jury for any cause of action arising from the contract and shall not submit any contract claim to binding arbitration or mediation. The City shall not be liable to contractor for any special, punitive or exemplary damages arising from the performance of the contract, including, but not limited to, incidental damages, and lost profit and lost wages, even if such special damages are reasonably foreseeable. Any provision(s) in the contract contrary to these statements is/are hereby deleted and rendered void.

**NONDISCRIMINATION OF CONTRACTORS: 2.2-4343.1H** A bidder, offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the bidder or offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.

**PAYMENT: 2.2-4352 – 2.2-4354**

1. To Prime Contractor:

Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. Any payment terms requiring payment in less than 45 days will be regarded as requiring payment 45 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 45 days, however. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price.

The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act. Individual contractors shall provide their social security numbers, and proprietors, partnerships, and corporations shall provide the City with a federal employer identification number, prior to receiving any payment from the City. The City requires an updated IRS Form W-9 be filed with the Purchasing Office at or before the contract is signed.

**Unreasonable Charges:** Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced charges are not reasonable, the City shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification.

The provisions of this section do not relieve the City of its prompt payment obligations with respect to those charges which are not in dispute (**2.2.4363**).

2. To Subcontractors:

A contractor awarded a contract under this solicitation is hereby obligated to pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the City for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or;

Notify the City and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason.

The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the City, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the City. Any such contract awarded shall further require the contractor to include in each of its subcontracts a provision requiring each subcontractor to include or otherwise be subject to the same payment and interest requirements with respect to each lower-tier subcontractor. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the City.

**SAFETY and OSHA STANDARDS:** All parties performing services for the City shall comply with all Occupational Safety and Health Administration (OSHA), State Occupational Health Standards, and any other applicable rules and regulations. All parties shall be held responsible for the training, supervision, and safety of their employees. Any unsafe acts or hazardous conditions that may cause injury or damage to any persons or property within and around the work site areas under this contract shall be remedied per the regulatory agency's guidelines.

**STATE CORPORATION COMMISSION IDENTIFICATION NUMBER:** Pursuant to Code of Virginia **2.2-4311.2** subsection B, a bidder/offeror organized or authorized to transact business in the Commonwealth pursuant to Title 13.1 or Title 50 is required to include in its bid/proposal the identification number issued to it by the State Corporation Commission (SCC) and shall not allow the identification number to lapse, be revoked or cancelled at any time during the term of the contract. Any

bidder/offeror that is not required to be authorized to transact business in the Commonwealth as a foreign business entity under Title 13.1 or Title 50 or as otherwise required by law is required to include in its bid/proposal a statement describing why the bidder/offeror is not required to be so authorized. A link to the SCC site is at <http://www.scc.virginia.gov>.

**TERMINATION:** Subject to the provisions below, the contract may be terminated by the City upon thirty (30) days advance written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and perform on all outstanding orders issued prior to the effective date of cancellation.

1. **Termination for Convenience:** In the event that the contract is terminated upon request and for the convenience of the City, without the required thirty (30) days advance notice, then the City shall be responsible for payment of services up to the termination date.
2. **Termination for Cause:** Termination by the City for cause, default or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any shall not apply. However, the City may hold the contractor responsible for any resulting additional purchase and administrative costs. The thirty (30) day advance notice requirement is waived in the event of Termination for Cause.
3. **Termination Due to Unavailability of Funds:** Agreements are made subject to the appropriation of funds (including grant funds, gifts or donations) by the Harrisonburg City Council and are null and void in the event of non-appropriation by the City Council. Non-appropriation of funds shall not be deemed a cancellation and shall terminate this agreement without recourse and with no liability on the part of the City.

### **SPECIFICATIONS**

**CONDITION OF ITEMS:** Unless otherwise specified in the solicitation, all items shall be new, latest edition/model in first class condition.

**FORMAL SPECIFICATIONS:** When a solicitation contains a specification which states no substitutes, no deviation therefrom will be permitted and the bidder will be required to furnish articles in conformity with that specification.

**USE OF BRAND NAMES: 2.2-4315** Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict bidders/offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The bidder/offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the City to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in competitive sealed bidding only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid nonresponsive. Unless the bidder/offeror clearly indicates in its bid/proposal that the product offered is an "equal" product, such bid/proposal will be considered to offer the brand name product referenced in the solicitation. The City reserves the right to determine the suitability of substituted items for those specified and to accept in whole or in part any and all bids/proposals received.

### **DELIVERY**

**DEFECTS OR IMPROPRIETIES:** In instances where there is a defect or impropriety in an invoice or in the goods or services received, the City shall notify the supplier of the defect or impropriety, if the defect or impropriety would prevent payment by the payment date. The notice shall be sent within (30) thirty days after receipt of the invoice or the goods or services.

**TESTING AND INSPECTION: 2.2-4302.1** The City reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications. Materials or components that have been rejected by the City, in accordance with the terms of the contract, shall be replaced by the Contractor at no cost to the City.

**TRANSPORTATION AND PACKAGING:** All materials shipped to the City must be shipped Free On Board (FOB) Destination unless otherwise stated in the contract. By submitting their bids/proposals, all bidders/offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.



## ATTACHMENT B. PROPRIETARY/CONFIDENTIAL INFORMATION IDENTIFICATION FORM

Name of Firm/Offeror: \_\_\_\_\_

Trade secrets or proprietary information submitted by an offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protections of §2.2-4342F of the Code of Virginia, in writing, either before or at the time the data or other material is submitted. The written notice must specifically identify the data or materials to be protected, including the section of the proposal in which it is contained, as well as the page number(s), and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute a trade secret or proprietary information. In addition, a summary of proprietary information provided shall be submitted on this form. The designation of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. If, after being given reasonable time, the offeror refuses to withdraw such a classification designation, the proposal will be rejected.

SECTION/TITLE	PAGE NUMBER(S)	REASON(S) FOR WITHHOLDING FROM DISCLOSURE

Check this box if there are none.

**Note: If proprietary/confidential information is identified, Offeror is required to submit a redacted copy of their proposal in addition to the required number of proposals requested.**

***\*This document must be completed & returned with proposal submission.***



## ATTACHMENT C. STATE CORPORATION COMMISSION (SCC) FORM

**Virginia State Corporation Commission (“SCC”) registration information: The undersigned Offeror:**

is a corporation or other business entity with the following SCC identification number: \_\_\_\_\_ **-OR-**

is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust **-OR-**

is an out-of-state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents in Virginia who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contracts by which such goods were sold and shipped into Virginia from bidder’s out-of-state location) **-OR-**

is an out-of-state business entity that is including with this bid an opinion of legal counsel which accurately and completely discloses the undersigned Offeror’s current contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia. **Attach opinion of legal counsel to this form.**

**\*\*NOTE\*\*** >> Check the following box if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact business in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number after the due date for proposals (the City reserves the right to determine in its sole discretion whether to allow such waiver):

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Name:** \_\_\_\_\_  
(Print)

**Title:** \_\_\_\_\_

**Name of Firm:** \_\_\_\_\_

***\*This document must be completed & returned with proposal submission.***



## ATTACHMENT D. INSURANCE REQUIREMENTS FORM

By signing and submitting a bid or proposal the vendor certifies that if awarded the contract, they will have the following insurance coverages at the time the contract is awarded.

- 1.) The contractor will maintain a general liability policy with \$1,000,000 combined single limits. Coverage is to be on an occurrence basis with an insurer licensed to conduct business in the Commonwealth of Virginia. The insurer must have an A. M. Best rating of A- or better. **The insurer must list the City of Harrisonburg as an additional insured. The endorsement must be issued by the insurance company. A notation on the certificate of insurance is not sufficient.**
- 2.) The contractor will maintain workers' compensation coverage in compliance with the laws of the Commonwealth of Virginia. The coverage must have statutory limits and be with an insurer licensed to conduct business in the Commonwealth of Virginia. The insurer must have an A. M. Best rating of A- or better. As an alternative, it is acceptable for the contractor to be insured by a group self insurance association that is licensed by the Virginia Bureau of Insurance. The contractor will also carry employers liability insurance with a limit of at least \$100,000 bodily injury by accident/\$500,000 bodily injury by disease policy limit/\$100,000 bodily injury by disease each employee.
- 3.) The contractor will maintain automobile liability insurance with limits of at least \$1,000,000. The coverage is to be written with a symbol "1". The insurer must be licensed to conduct business in the Commonwealth of Virginia. The insurer must have an A. M. Best rating of A- or better.

With all policies listed above, the insurer or agent of the insurer must issue a certificate of insurance to show evidence of coverage.

### BIDDER/OFFEROR STATEMENT

***We understand the Insurance Requirements of these specifications and will comply in full if awarded this contract.***

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
(Print)

Name of Firm: \_\_\_\_\_

***\*This document must be completed & returned with proposal submission.***



## ATTACHMENT E. NON-COLLUSION AFFIDAVIT

Under oath, I hereby affirm under penalty of perjury:

- (1) That I am the offeror or a partner of the offeror, or an officer or employee of the offeror's corporation with authority to sign on its behalf;
- (2) That the attached proposal or proposals have been arrived at by the offeror and have been arrived at and submitted without collusion or any design to limit bidding or competition;
- (3) That the contents of the proposal or proposals have not been communicated to any person not an employee or agent of the offeror on any bid furnished with the proposal or proposals, and will not be communicated to any such person prior to the official opening of the proposal or proposals; and
- (4) That I have fully informed myself regarding the accuracy of the statements made in this affidavit.

Signed \_\_\_\_\_

Title \_\_\_\_\_

Firm Name \_\_\_\_\_

CITY / COUNTY OF \_\_\_\_\_,

STATE OF \_\_\_\_\_, to wit:

I, \_\_\_\_\_, a Notary Public, do certify

that \_\_\_\_\_ whose name is signed to

the foregoing has this date acknowledged the same before me in my City foresaid.

Given under my hand this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

My Commission expires \_\_\_\_\_.

\_\_\_\_\_  
Notary Public

***\*This document must be completed & returned with proposal submission.***



**ATTACHMENT F. CITY OF HARRISONBURG SAMPLE STANDARD CONTRACT RFP**

This Contract entered into this \_\_\_ day of \_\_\_\_\_ 20\_\_\_, by \_\_\_\_\_ hereinafter called the “Contractor” and City of Harrisonburg, VA, called the “Owner”.

WITNESSETH that the Contractor and the Owner, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the goods/services to the Owner as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From \_\_\_\_\_ through \_\_\_\_\_.

The contract documents shall consist of:

- (1) This signed form;
- (2) The entire City of Harrisonburg’s Official Request for Proposal (no revisions by the Contractor) dated: \_\_\_\_\_

If applicable, any Official City Addenda:

#1, dated: \_\_\_\_\_

- (3) The Contractor’s Proposal dated \_\_\_\_\_ and the attached negotiated modifications (if applicable) to the Proposal, all of which documents are incorporated herein.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

CITY OF HARRISONBURG, OWNER:

By: \_\_\_\_\_ By: \_\_\_\_\_

Title: \_\_\_\_\_ Title: \_\_\_\_\_

*\*Note: This form is just for reference and is not required to be submitted with your Proposal.*



## ATTACHMENT G. REFERENCES LIST

Indicate below a listing of at least three (3) current or recent client references, either commercial or governmental, that your company is servicing, has serviced, or has provided similar goods or services.

### **Reference #1**

Company: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Project: \_\_\_\_\_ Dates of Service: \_\_\_\_\_

### **Reference #2**

Company: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Project: \_\_\_\_\_ Dates of Service: \_\_\_\_\_

### **Reference #3**

Company: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Project: \_\_\_\_\_ Dates of Service: \_\_\_\_\_

Indicate below a listing of at least one (1) current or recent client/account that has terminated your company's services within the last two (2) years. Account(s) are preferred to be government accounts of a similar size and nature.

### **Reference #4**

Company: \_\_\_\_\_ Contact Person: \_\_\_\_\_

Phone #: \_\_\_\_\_ Email: \_\_\_\_\_

Project: \_\_\_\_\_ Dates of Service: \_\_\_\_\_

***\*This document must be completed & returned with proposal submission.***



## ATTACHMENT H. RATE SCHEDULE

**INSTRUCTIONS:**

1. Enter your requested hourly rate in column "C" below for each type of equipment you are offering.
2. Each piece of equipment offered must be listed and fully described on Attachment J "Equipment List".

A	B	C	D
LINE ITEM	OFFERED EQUIPMENT DESCRIPTION	CONTRACTOR'S REQUESTED HOURLY RATE (whole dollars only)	MOBILIZATION RATE (40%)
1	4 WD Pickup Truck, 3/4 ton minimum with owner plow	\$	\$
2	4 WD Pickup Truck, 3/4 ton minimum with owner plow and spreader	\$	\$
3	Single Axle Dump/Flatbed (3 Tons or greater) w/ Owner Plow and Spreader	\$	\$
4	Single Axle Dump/Flatbed (3 Tons or greater) w/ Owner Plow	\$	\$
5	Multi Axle Dump Truck (5 tons or greater) w/ Owner Plow and Spreader	\$	\$
6	Multi Axle Dump Truck (5 Tons or greater) w/ Owner Plow	\$	\$
7	Rubber Tire Loader, 50 – 99 HP	\$	\$
8	Rubber Tire Loader, 100 HP or greater	\$	\$
9	Motor Grader, minimum 70 – 99 HP, with Front Plow	\$	\$
10	Motor Grader, 100 HP or greater, with Front Plow	\$	\$
11	Backhoe, 2WD, minimum 1.0 CY Bucket	\$	\$
12	Backhoe, 4WD, minimum 1.0 CY Bucket	\$	\$
13	Skid Steer Loader, Minimum .25 CY Bucket	\$	\$
14	Steiner / ATV with Plow	\$	\$
15	Labor	\$	\$
16	Track Front End Loader, minimum 90 HP	\$	\$
17	Dozer with Angle Front Blade, 105 – 200 HP	\$	\$
18	Other (Please Describe)	\$	\$
		\$	\$

\_\_\_\_\_  
Contractor's Authorized Signature

\_\_\_\_\_  
Date

Individual/Contractor/Company Name: \_\_\_\_\_



# ATTACHMENT I. VENDOR QUALIFICATION

Company's Name (Print) \_\_\_\_\_

Contact Name \_\_\_\_\_

E-Mail Address \_\_\_\_\_

Day Time Phone Number \_\_\_\_\_

Mailing Address \_\_\_\_\_

Evening or After-Hours Phone Number \_\_\_\_\_

City State Zip Code \_\_\_\_\_

Cellular Phone Number \_\_\_\_\_

Is your Insurance Certificate attached?

Yes  No

Is your Company registered with the State Corporation Commission (SCC)?

Yes  No SCC # \_\_\_\_\_

Have you provided snow removal services to the City of Harrisonburg in past years?  Yes  No

If Yes, please indicate where and year in spaces below:

Year \_\_\_\_\_ Location \_\_\_\_\_

Year \_\_\_\_\_ Location \_\_\_\_\_

Year \_\_\_\_\_ Location \_\_\_\_\_

Year \_\_\_\_\_ Location \_\_\_\_\_

Please list three (3) references to your snow plowing experience with associated phone numbers.

My snow plowing references are:	Phone:
1) _____	_____
2) _____	_____
3) _____	_____

Location Requested By Contractor: \_\_\_\_\_



# ATTACHMENT J. EQUIPMENT LIST

CONTRACTOR'S NAME \_\_\_\_\_

DATE COMPLETED: \_\_\_\_\_

**Instructions:** List all equipment OWNED BY YOU OR YOUR FIRM. List equipment individually. Match Price Line from Attachment A, column A. Use additional sheets if necessary.

Line Item from Attachment A	Year / Make / Model	License Vehicle VIN# or Non-Licensed Vehicle Serial/VIN#	License Vehicle Tag #	Check if Contractor		Check if Vehicle is Rigged
				Provided	Plow Length	

\_\_\_\_\_  
Contractor's Authorized Signature

\_\_\_\_\_  
Date

**The equipment above shall include equipment, operator, fuel, maintenance, insurance and overhead/administrative costs. It shall be understood and agreed that the contractor shall have adequate liability insurance policy to cover all equipment utilized by City for the duration of the contract period.**