

Questions from: Ken Cashin, Windstorm Mitigation, Inc.

Question #1

On page 20 of the RFP 2018-02, section a. states “Tie Down services shall not exceed \$150.00 per tie down system (which shall include the cost for removal and reinstallation of skirting and all work consistent for this program listed in the scope of work) and \$160.00 per unit..... With all due respect, this language is impossible to comply with within the parameters of this program. The following are all reasons that make this an impossible way to bids this job:

1. There is no definition of what is included in a tie-down system.
2. There is no pricing listed for longitudinal systems....if appropriate.
3. With a maximum of \$150.00 per system (whatever that entails), a home that only received two or three systems could only be invoiced for a maximum of \$300 or \$450 dollars. You simply cannot organize intake, do pre-inspections, remove and replace skirting and install systems (whatever that entails) for \$150.00.
4. Conversely if a home can receive over 10 systems then you would exceed the maximum price allowed per home and thus would be faced with either shorting yourself money or failing to comply with the program requirements.
5. Two years ago when the per system was used (with a definition of the system) there was also a price for the inspection of each park that was significant (\$15,250.00). This component of the bid gave some stability to the pricing which is missing in this RFP 2018-2. The Program is thus economically infeasible to consider.
6. Two years ago, there was also a fee paid for the removal and replacement of the skirting (\$185.00 per home).

Answer #1

Part 1. A tie-down system is what is outlined in the FHSMV Guidelines of the Installation Course for Manufactured Housing (Green Book). There are three types of systems utilized in this program

- a). Vertical System – which consists of a tie down anchor (4-5 ft), tie down straps, tie down bolt, vertical tie connector, radius clip, 2 crimps with proper crimp seal and stabilizer plate (plastic or metal).
- b). Diagonal System – which consists of a tie down anchor (4-5ft.), tie down straps, tie down bolt, beam clamp, radius clip, 2 crimps with proper crimp seal and stabilizer plate (plastic or metal).
- c). Longitudinal Stabilizer System – Longitudinal Stabilizer Device, self-tapping screws, galvanized foundation pad.

*** There may be two systems on one anchor i.e. Vertical and Diagonal on the same anchor with two bolts, straps etc. This will be counted as two systems.**

Part 2. We are asking for pricing in your bids regardless of which system is utilized, whether it be Longitudinal with Stabilizer Devices, Vertical or Diagonal.

Part 3. In the 3 years prior to 2017 the program was run at an average cost (including skirting, park assessment and intake, entire scope of work and all that it entails) well below the \$150/ tie down system threshold. Our financial analysis of previous years was a key factor in determining a price point. 2017 was a unique year with the Tie-Down Program where we extended the pricing to be cost per home where bidding could not exceed \$1600 per home. 2017 was an abbreviated year with the full responsibility of addressing participants but in a shortened timeline. As such, we operated much later than usual, in a much warmer climate than usual, bringing the risk of heat related syndromes to the forefront. The College foresaw this as being a concern for all participants and thus priced accordingly to allow vendors the ability to provide additional safety measures including shorter work hours to achieve the tasks associated with the program.

Part 4. If a home is capable of exceeding the cost threshold of \$1600 per home than prior approval would be needed from the College before work could be completed. This can be accomplished in the form of an email with the submission of the number and types of systems to be installed and comprehensive detail justifying the cost.

	<p>Part 5. All pricing (including park inspection costs) has been considered in our price point threshold of \$150.00 per system. The year in question was considered in our financial analysis.</p> <p>Part 6. All pricing (including skirting) has been considered in our price point threshold of \$150.00 per system. The year in question was considered in our financial analysis.</p>
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Questions from:	
Question #1	
Answer #1	
Question #2	
Answer #2	
Question #3	
Answer #3	
Question #4	
Answer #4	
Question #5	
Answer #5	
Question #6	
Answer #6	