



City of Freeport, Illinois

Community Development Department
524 W. Stephenson St. • Suite 330
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COMMUNITY DEVELOPMENT DIRECTOR
Alexander S. Mills

March 30, 2016

To: Mayor James Gitz

From: Community Development Director Alexander S. Mills

Re: Request for Proposals – Award for Asbestos Testing and Abatement Services

On March 28th the Community Development Department held an opening of the proposals received for Asbestos Testing and Abatement Services. These services were solicited as being primarily for residential structures pending demolition, and included sampling and lab testing for asbestos containing materials, as well as abatement services to remove said materials from the structures as necessary. Two (2) proposals were received – one from Ironwood Environmental, Inc. of Belvidere and one from Bay Remediation, LLC of Chicago. A third proposal was received after the opening had occurred and was not opened or read.

Myself and Director Dole jointly reviewed the proposals and evaluated them based upon the following criteria: firm experience, experience and education of personnel assigned to the City, previous work of a similar nature, and cost. It was quickly apparent that both firms are well qualified to perform the solicited services and maintain well trained and experienced staff. Furthermore, both firms have completed a great deal of similar work to what is desired for the City. Therefore, the determining factor between the proposals was price.

Ironwood Environmental and Bay Remediation were both very similar and competitive in cost for testing and abatement services. However, after close review of the submitted rates, it was determined that those provided by Ironwood Environmental were more inclusive than those provided by Bay Remediation – an example being that the flat rate Ironwood Environmental provided for sampling did not include any additional labor costs, whereas the rate provided by Bay Remediation would also require consideration of the hourly rate for the individual performing the sampling. Other information provided by



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Ironwood Environmental with regard to rates provided an extra level of detail that was not included in the Bay Remediation proposal.

Both companies have performed work for the City of Freeport recently, and I am confident that both would provide exceptional services going forward. I am recommending award to Ironwood Environmental on the basis of the competitive and projectable costs and rates provided. Their services would be retained for a one (1) year period, with optional one (1) year extensions to occur thereafter if both parties are in agreement. Their services will be utilized as needed for demolition projects and will be funded through grant funding or a budgeted demolition line item, as applicable.