

Q & A

RFP Training- January 4, 2024



Q: Third-Party Residential Remodel Cost Book: According to national averages, cost books do not all have the same content. How do we address this?

A: Red Feather and Service Provider will agree on which third party cost book to use and understand that labor, material, etc., are priced according to region. It is recommended that third party costs be used for the purpose of transparency between the parties. (per lan)

Q: Across similar types of jobs with different profit margins, how would Service Providers apply a multiplier factor?

A: It will be the Service Provider's responsibility to provide an itemized direct cost list, and both parties will agree to the items and quantities, but the cost of direct items/materials will be based on the third-party remodeling book. For each job, the multiplier factor (overhead and profit margin) would be included. For project estimation reports, Excel spreadsheets can be used to detail direct costs with subtotals, as well as multipliers with grant totals.

Q: How do we simplify the multiplier factor when applying?

A: A service provider should apply the same overhead costs throughout each category/activity. The service provider should have a detailed list of the activities and costs related to them to calculate the cost.

Q: Incurring Hopi Nation travel: Service Providers drive back and forth from reservations, which averages two hours each way. If the Service Provider were to account for the travel and lodging costs, where would they be reported?

A: At present, the RFP does not separate mileage and lodging as a cost item for Service Providers. An revised RFP that will be re-issued addressing mileage and lodging for Service Providers. Service Providers will be required to adhere to the mileage and lodging reimbursement rate provided by the General Services Administration (GSA).

Q: Which party will be responsible for incurring the cost for unforeseen cost or construction contingency?

A: Unforeseen costs based on the project such as undocumented issues, incorrect product descriptions, issues behind walls will require a "change order" to be submitted to RedFeather to cover expenses. Unforeseen costs of the Service Providers such as incorrect or inadequate supplies would be the responsibility of the service provider to cover expenses.

Q: Can Service Providers request a downpayment before beginning work?

A: A reasonable down payment will be agreed upon before work begins between Red Feather and Service Providers. Red Feather needs to receive invoices each Monday so that

reimbursements can be processed in a timely manner. A late invoice will delay reimbursement for another week.

Q: How do the safety requirements listed in the Federal requirements relate to issues such as asbestos and the age of the home?

A: The Red Feather Company does not work on homes built before 1978 due to hazards such as lead paint and asbestos. It is possible to provide asbestos abatement if the Service Provider discovers asbestos during the construction process and documents as a change order. Third-party testing and pricing will be required.

Q: RFs will be involved with the initial scope of work?

A: Yes

Q: Would RF be able to send out another email with the decisions made by Joe and Ian? Do we email to the office?

A: Proposal submissions link is on the RFP on website. Joe will email pending decisions made to contractors on the call.

Q: Roofing the fascia boards be a part of the costs for roofing repairs?

A: We don't need to decide on the roofing up front. Contractor will be reimbursed based on a flat rate though contractor needs to figure out profit to each job to be successful.

Q: Is there another time we can go over the software with Ian?

A: Joe will ask Ian about this though RS Means cost for book is cheaper compared to the software. Home Depot prices are considered a cost book. Googling the current rates for projects is also ok.