

State of Maine
Master Score Sheet

RFP# 202503043					
Sea Urchin Vessel Support					
Bidder Name:		John Pinkham	GMS Offshore		
Proposed Cost:		47,700	377,000		
Scoring Sections	Points Available				
Section I: Preliminary Information	N/A				
Section II: Organization Qualifications and Experience	50	50	45		
Section III: Proposed Services	25	25	25		
Section IV: Cost Proposal	25	25	3.16		
TOTAL	<u>100</u>	<u>100</u>	<u>73.16</u>		

Award Justification Statement
RFP# 202503043 Sea Urchin Survey Vessel Support

I. Summary

This RFP is seeking a suitable support vessel and diver to act as a dive platform and data collection partner for the Annual Sea Urchin Survey conducted statewide.

II. Evaluation Process

Evaluation and scoring was completed using the consensus method. Erin Summers is Lab Director and has extensive experience evaluating high value RFPs, Elija Bates and Robert Russell are the Scientists conducting this survey and will be active in water participants with the contracted vessel and diver. Robert has evaluated bids for this project over the past 24 years.

III. Qualifications & Experience

Both companies demonstrate years of experience conducting scientific research support. John Pinkham in particular has extensive experience not only in the sea urchin fishery and tending divers, but has been a successful contractor for the Sea Urchin Survey over the past 24 years.

IV. Proposed Services

Both companies demonstrate the ability to provide the services outlined in the RFP but John Pinkham's bid in particular describes features of his vessel that facilitate dive work.

V. Cost Proposal

The cost proposal presented by GMS offshore is substantially larger than John Pinkham's and as a result they received only a few points using the cost formula

Pinkham= \$47,700 GMS offshore= \$377,000

VI. Conclusion

Overall John Pinkham's proposal demonstrated a long history of successfully completing the exact proposed services in this RFP. His cost proposal is substantially lower than the other bid. He describes features of his vessel that make repetitive dive work easier.



**STATE OF MAINE
DEPARTMENT OF Marine Resources**

**Janet T. Mills
Governor**

**Carl J. Wilson
Commissioner**

AWARD NOTIFICATION LETTER

5/12/25

John Pinkham
755 Old Stage Rd.
Woolwich, ME 04579

SUBJECT: Notice of Conditional Contract Award under RFP # 202503043,
Sea Urchin Survey Vessel Support

Dear John Pinkham:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Marine Resources for Sea Urchin Survey Vessel Support. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- John Pinkham

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in dark ink, appearing to read "R. Russell", is placed over a light gray rectangular background.

Robert Russell
194 McKown Pt. Rd
West Boothbay Harbor, ME 04575
Robert.russell@maine.gov

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).



**STATE OF MAINE
DEPARTMENT OF Marine Resources**

**Janet T. Mills
Governor**

**Carl J. Wilson
Commissioner**

AWARD NOTIFICATION LETTER

5/12/25

Harold Schilb
1196 Nantasket Ave
Hull, MA 02045

SUBJECT: Notice of Conditional Contract Award under RFP # 202503043,
Sea Urchin Survey Vessel Support

Dear Harold Schilb:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Marine Resources for Sea Urchin Survey Vessel Support. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- John Pinkham

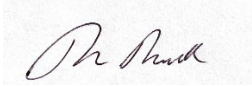
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Robert Russell
194 McKown Pt. Rd
West Boothbay Harbor, ME 04575
Robert.russell@maine.gov

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**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043
RFP TITLE: SEA URCHIN SURVEY VESSEL SUPPORT
BIDDER: John Pinkham
DATE: 4/30/25

SUMMARY PAGE

Department Name: Marine Resources
Name of RFP Coordinator: Robert Russell
Names of Evaluators: Erin Summers, Elija Bates and Robert Russell

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	N/A	N/A
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	50	50
Section III. Proposed Services	25	25
Section IV. Cost Proposal	25	25
<u>Total Points</u>	<u>100</u>	<u>100</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: John Pinkham

DATE: 4/30/25

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

Team noted that all preliminary information was present.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: John Pinkham

DATE: 4/30/25

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section II. Organization Qualifications and Experience	50	50

Evaluation Team Comments:

- I. Team comments for this section focused generally on the long history this vendor has successfully completing the survey being proposed. We also noted his long history in Maine commercial fisheries, including sea urchins. He has a long history of tending divers.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE: SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: John Pinkham

DATE: 4/30/25

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section III. Proposed Services	25	25

Evaluation Team Comments:

Team noted that John agreed to complete all work listed in the RFP and has a long history of completing this work. We also noted the comments he made about connections to ports along the coast to facilitate set up in new locations and the mention of features of his vessel that makes diving operations easier.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: John Pinkham

DATE: 4/30/25

**EVALUATION OF SECTION IV
Cost Proposal**

Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
47,700	,	47,700	x	25 points	=	25

Evaluation Team Comments:

John was the low bid between these proposals and received all points.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043
RFP TITLE: SEA URCHIN SURVEY VESSEL SUPPORT
BIDDER: GMS Offshore
DATE: 4/30/25

SUMMARY PAGE

Department Name: Marine Resources
Name of RFP Coordinator: Robert Russell
Names of Evaluators: Erin Summers, Elija Bates and Robert Russell

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)	N/A	N/A
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	50	45
Section III. Proposed Services	25	25
Section IV. Cost Proposal	25	3.16
<u>Total Points</u>	<u>100</u>	<u>73.16</u>

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: GMS Offshore

DATE: 4/30/25

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

Team noted that all preliminary information was present.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: GMS Offshore

DATE: 4/30/25

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section II. Organization Qualifications and Experience	50	45

Evaluation Team Comments:

- I. Team comments for this section focused generally on the size of this company and apparent track record with large marine projects. We noted they did not seem to talk about work focused on biological sampling and dive projects focused on salvage work or inspections. It was also noted that they did not mention knowledge of nearshore urchin habitats.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: GMS Offshore

DATE: 4/30/25

**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section III. Proposed Services	25	25

Evaluation Team Comments:

Team noted this was a large company and seemed to have all the assets needed to meet the work required and that they agreed to fulfill all components.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503043

RFP TITLE:SEA URCHIN SURVEY VESSEL SUPPORT

BIDDER: GMS Offshore

DATE: 4/30/25

**EVALUATION OF SECTION IV
Cost Proposal**

Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
47,700	,	377,000	x	25 points	=	3.16

Evaluation Team Comments:

The team was stunned at this cost proposal.....it did not seem to match the scope of work required.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202503043

RFP TITLE: Sea Urchin Survey Vessel Support

BIDDER NAME: John Pinkham

DATE: 4/30/25

EVALUATOR NAME: Erin Summers

EVALUATOR DEPARTMENT: Marine Resources

I. Organization Qualifications and Experience

1. Overview of Organization

John Pinkham lists a long history working in the fishing industry and specifically in the sea urchin fishery.

He has many years of tending divers and most importantly has demonstrated his abilities to complete the work proposed successfully by being contracted repeatedly to conduct this particular survey.

He makes no mention of the diver abilities in his proposal but looking at the RFP it seems clear that an agreed upon diver will be included and paid through the contract.

II. Proposed Services

1. Services to be Provided

I assume from the long history this captain has conducting this survey he understands and can provide the services listed in the RFP.

He mentions features of his vessel that would facilitate ease of diving.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202503043

RFP TITLE: Sea Urchin Survey Vessel Support

BIDDER NAME: John Pinkham

DATE: 4/30/25

EVALUATOR NAME: Elija Bates

EVALUATOR DEPARTMENT: Marine Resources

I. Organization Qualifications and Experience

1. Overview of Organization

John describes many years of fishing experience as part of the urchin fishery and tending divers safely.

He has been the captain hired over the entire history of this survey and has demonstrated to the state his ability to successfully fulfill the needs of this survey.

II. Proposed Services

1. Services to be Provided

John talks about being able to complete trips as expected using a vessel that seems well suited to dive operations.

He has been awarded these contracts for many years, which appears to demonstrate his abilities and high level of performance for the State.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202503043

RFP TITLE: Sea Urchin Survey Vessel Support

BIDDER NAME: John Pinkham

DATE: 4/30/25

EVALUATOR NAME: Robert Russell

EVALUATOR DEPARTMENT: Marine Resources

I. Organization Qualifications and Experience

1. Overview of Organization

John Pinkham has many years of experience as a commercial lobsterman and urchin harvester working in the areas this survey visits.

He lists 24 years of conducting this survey successfully with expanding coverage responsibilities.

II. Proposed Services

1. Services to be Provided

John demonstrates the ability to complete all tasks required through his repeated contracting on this project.

His vessel lists open stern and dive ladder to make dive operations easier
And he lists a long history of tending divers.

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202503043

RFP TITLE: Sea Urchin Survey Vessel Support

BIDDER NAME: GMS

DATE: 4/30/25

EVALUATOR NAME: Erin Summers

EVALUATOR DEPARTMENT: Marine Resources

Organization Qualifications and Experience

1. Overview of Organization

GMS appears to have a long history conducting survey work and contacts or resources to provide the services required in this RFP.

Company started in 2002

Covers wide geographical range

Dive company subcontractor is a full commercial dive response team

No mention of biological dive survey work or demonstrated knowledge of Urchin nearshore habitats or fishery

II. Proposed Services

1. Implementation – Work Plan

GMS describes and agrees to the work plan listed by the Dept. In the RFP

**STATE OF MAINE
INDIVIDUAL EVALUATION NOTES**

RFP #: 202503043

RFP TITLE: Sea Urchin Survey Vessel Support

BIDDER NAME: GMS

DATE: 4/30/25

EVALUATOR NAME: Elija Bates

EVALUATOR DEPARTMENT: Marine Resources

I. Organization Qualifications and Experience

1. Overview of Organization

GMS sounds like they are a large operation that often deals with complex projects and would have the resources needed to cover the proposed work in the urchin survey.

They seem to generally work with Rov or Accoustics and dive based operations are handled through a subcontractor. The subcontractor seems focused on construction and salvage work, maybe not as much biological data collection.

II. Proposed Services

1. Implementation – Work Plan

GMS included the work requirements we had in the RFP and states they can meet all of these.

STATE OF MAINE

INDIVIDUAL EVALUATION NOTES

RFP #: 202503043

RFP TITLE: Sea Urchin Survey Vessel Support

BIDDER NAME: GMS

DATE: 4/30/25

EVALUATOR NAME: Robert Russell

EVALUATOR DEPARTMENT: Marine Resources

I. Organization Qualifications and Experience

1. Overview of Organization

Has a pretty extensive work history and sounds like they are used to working on a variety of projects in and outside of their home state.

Divers are subcontracted out and sound more like a construction or salvage operation. Would this translate to data collection on urchins and algal community?

No mention of fishing history or knowledge of urchin habitats and nearshore waters of Maine. But they do mention fisheries in their project list.

II. Proposed Services

1. Services to be Provided

They copied in the list of our expectations and state that they will meet all of these needs which sounds possible given the scale of their company.

As a participating diver I would like to have seen mention of how dive operations are facilitated off the vessel listed and what experience the captain had tending divers in nearshore spots.



Janet T. Mills
Governor

STATE OF MAINE
DEPARTMENT OF MARINE RESOURCES

Carl J. Wilson
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202503043
RFP TITLE: Sea Urchin Survey Vessel Support

I, Robert Russell accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Marine Resources. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Signature

Robert Russell

5/2/25

Date

Rev. 4/4/2023



STATE OF MAINE
DEPARTMENT OF MARINE RESOURCES

Janet T. Mills
Governor

Carl J. Wilson
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202503043
RFP TITLE: Sea Urchin Survey Vessel Support

I, Erin Summers accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Marine Resources. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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5/2/25

Signature

Date



STATE OF MAINE
DEPARTMENT OF MARINE RESOURCES

Janet T. Mills
Governor

Carl J. Wilson
Commissioner

AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202503043
RFP TITLE: Sea Urchin Survey Vessel Support

I, Elija Bates accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Marine Resources. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

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Elija Bates
Signature

5/2/25
Date