

# Janitorial Services at the MVY ATCT in Massachusetts

Solicitation 697DCK-27-R-00001 (incl. Amendments 0001 & 0002)

## BID

### BID — if you can staff Martha's Vineyard 7 days a week and can secure 3 references

Small, well-defined scope (about 1,800 sq ft tower + about 375 sq ft admin building, J-5), LPTA evaluation, and a total small-business set-aside. Amendment 0001 lets a new prime use a subcontractor's past experience, and Amendment 0002 (Q&A #2) accepts a cover-letter explanation plus a project management plan instead of three Customer Satisfaction Surveys. That lowers the barrier for a firm new to federal work. The deciding factor is logistics: island staffing, 7-day frequencies and FAA background checks. Firms without a reliable crew on the island should NO-BID.

## Opportunity snapshot

|                      |                                                                                                                                                                                                                                                                                                            |
|----------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Agency               | Dept. of Transportation / FAA, AAQ-500 Regional Acquisitions (Fort Worth, TX)                                                                                                                                                                                                                              |
| NAICS / PSC          | 561720 Janitorial Services (size standard \$22M) · PSC S201                                                                                                                                                                                                                                                |
| Set-aside            | Total Small Business set-aside                                                                                                                                                                                                                                                                             |
| Place of performance | MVY Air Traffic Control Tower, 71 Airport Rd + MVY Admin Bldg, 23 North Line Ave, West Tisbury, MA 02575 (Martha's Vineyard)                                                                                                                                                                               |
| Contract type        | RFP/SIR under FAA AMS (not FAR) · Firm-Fixed-Price · Base 1/1/27-9/30/27 + 4 option years (to 9/30/31)                                                                                                                                                                                                     |
| Evaluation           | Lowest Price Technically Acceptable: lowest-priced offer is checked first for acceptability (SA56)                                                                                                                                                                                                         |
| Key dates            | Proposals: Oct 22, 2026, 15:00 ET by e-mail to the CO · Questions: Oct 9, 2026, 15:00 ET · Optional site visit: Oct 6, 08:30 ET (RSVP closed Oct 3)                                                                                                                                                        |
| Contact              | Stephanie Pfeiff, Contracting Officer — stephanie.pfeiff@faa.gov                                                                                                                                                                                                                                           |
| Links                | <a href="https://sam.gov/opp/104844c6ab114d2fa4a734b72479ac17/view">https://sam.gov/opp/104844c6ab114d2fa4a734b72479ac17/view</a><br><a href="https://www.usaspending.gov/award/CONT_AWD_697DCK22C00058_6920_-NONE_-NONE-">https://www.usaspending.gov/award/CONT_AWD_697DCK22C00058_6920_-NONE_-NONE-</a> |

## Disqualifiers & must-haves (miss one and the offer can be rejected)

| Requirement                                                                                                                                                                 | Source                           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| <input type="checkbox"/> Active SAM.gov registration on the date offers are due                                                                                             | Notice description; AMS 3.3.1-33 |
| <input type="checkbox"/> Small business under \$22M (NAICS 561720)                                                                                                          | Notice; set-aside                |
| <input type="checkbox"/> Signed Solicitation/Offer/Award form acknowledging Amendments 0001 & 0002                                                                          | SA18 (as revised by Amd 0002)    |
| <input type="checkbox"/> Sections B-K completed, incl. AMS 3.6.3-3 Hazardous Material ID (a SAM FAR report is NOT accepted)                                                 | SA18                             |
| <input type="checkbox"/> Cover letter: no exceptions taken (or a detailed list of exceptions)                                                                               | SA18                             |
| <input type="checkbox"/> Technical proposal covering all SOW services + Key Personnel                                                                                       | SA18                             |
| <input type="checkbox"/> Insurance certificate or letter meeting state/local requirements (AMS 3.4.1-10)                                                                    | SA18; Amd 0002 Q&A #3            |
| <input type="checkbox"/> ≥3 similar janitorial contracts within the last 5 years with items a-i (subcontractor experience allowed with a signed teaming letter)             | SA56-A; Amd 0001                 |
| <input type="checkbox"/> ≥3 third-party Customer Satisfaction Surveys e-mailed to the CO before the deadline, avg ≥ Good, prime only, OR a no-history explanation + PM plan | SA56-B; Amd 0002 Q&A #2, #15     |
| <input type="checkbox"/> Contractor Staffing Access Questionnaire (J-2)                                                                                                     | SA18; J-2                        |
| <input type="checkbox"/> Monthly and annual price for the base year and every option year, covering BOTH facilities                                                         | Section B; SA56; Amd 0002 Q&A #9 |
| <input type="checkbox"/> Post-award: FAA suitability/background checks via VAP before unescorted access                                                                     | AMS 3.14-2                       |

## Incumbent, prior awards & value

- Current contract 697DCK-22-C-00058; current annual value \$15,564 per the CO (Amendment 0002, Q&A #8). The CO also states the new SOW and frequencies are 'significantly different'.
- USAspending: recipient KEVIN GUNDERSEN (Edgartown, MA); signed 2021-12-13; period to 2026-12-31; total obligated \$82,766; full & open competition (no set-aside); 6 offers received.
- New contract value: not published. Reference figure (Bid Desk calculation, not a government estimate): the CO's current \$15,564/yr × 4.75 years (9-month base 1/1/27–9/30/27 + 4 option years) ≈ \$73,900. The CO says the new SOW and frequencies are significantly different, so the new price may differ; build your own price from J-5 labor hours and WD 2015-4075 Rev 35.

## Key risks

- Island logistics: crews must reach West Tisbury 7 days a week (D7 frequencies in J-5). Ferry or travel costs can make or break the price.
- Third-party Customer Satisfaction Surveys must ARRIVE at the CO before Oct 22. Ask your references today.
- Site-visit RSVP closed Oct 3; the escort will not answer questions (SA30). Price off J-5, or ask the CO in writing by Oct 9.
- LPTA: lowest acceptable price wins. The last competition drew 6 offers; the incumbent is local.
- FAA background checks can delay start (1/1/27); no cell phones in operational areas; cleaning windows: 07:00–17:00 for operational areas.
- Zero dollars currently allotted (Q&A #6): no mobilization before written authorization.

## Estimated effort to respond

About 12–20 hours to prepare (estimate): pricing model, technical/QC narrative, forms B–K, references and surveys.

## Next 5 steps

1. TODAY: send J-3 surveys to 3 clients; they must e-mail stephanie.pfeiff@faa.gov before Oct 22, 15:00 ET (or prepare the no-history explanation + PM plan).
2. By Oct 9, 15:00 ET: e-mail questions to the CO (e.g., insurance limits expected, access/escort for the first weeks, holiday service).
3. Build the price model: J-5 tasks × frequencies → hours; WD 2015-4075 Rev 35 wages + H&W; travel; supplies (SOW 5.2).
4. Draft the technical proposal + Key Personnel + QC approach (SOW 1.3–1.4); fill Sections B–K and J-2.
5. Assemble per the SA18 checklist; e-mail by Oct 21 and get confirmation of receipt.

## Resumen en español

Limpieza de la torre de control y la oficina de la FAA en Martha's Vineyard (MA). Plazo: 22-oct-2026, 15:00 ET.  
Recomendación: PRESENTARSE solo si se puede tener personal en la isla 7 días por semana y se cuenta con 3 referencias de limpieza (se admiten las de un subcontratista con carta de compromiso). Contratista actual: Kevin Gundersen; valor actual 15.564 \$/año, aunque el nuevo pliego pide mucho más. Se adjudica al precio más bajo que cumpla.

Method: notice and all attachments downloaded from SAM.gov and read in full; requirements are cited to document/section and listed with page numbers in the companion Excel compliance matrix (32 rows). Prior-award data: USAspending.gov API. Recommendation assumes a generic small business in the relevant trade, SAM-registered, without special certifications.

**Disclaimer.** Sample prepared by Bid Desk from public SAM.gov documents and USAspending data retrieved Oct 4, 2026. Not legal, accounting or contracting advice. No guarantee of award. Estimates are marked as such and must be validated. The offeror is solely responsible for reading the full solicitation and all amendments and for the accuracy of every representation it submits (knowingly false statements may create liability under the False Claims Act). Always confirm requirements with the Contracting Officer in writing.