



ANALYTICAL ENVIRONMENTAL SERVICES

County of El Dorado  
Procurement and Contracts  
Attn: Purchasing Agent  
330 Fair Lane  
Placerville, CA 95667

**RE: Request for Proposal #09-918-116**

Dear Selection Committee:

**Analytical Environmental Services (AES)** is pleased to submit this proposal to provide the County of El Dorado with assistance in the development of an Integrated Natural Resources Management Plan. We are enthusiastic about the opportunity to work with the County and are confident that you will recognize AES as capable of providing the highest quality biological services.

As the former Deputy Director of the Department of Fish and Game, Pete Bontadelli, the director of AES's Biological Division, has been involved with the development of an array of natural resource management plans. He is particularly knowledgeable of local, state, and federal policies that impact General Plan policies and associated implementation plans. A resident of El Dorado County who commutes along Highway 50 each day, Pete is extremely familiar with natural resource issues that must be address in this INRMP.

AES and the team assigned to this project have an established record of technical expertise and client satisfaction. As a result, we were recently selected to provide on-call biological services to the County of Sacramento, Department of Environmental Review and Assessment, and the City of Sacramento, Department of Parks and Recreation. We would very much like to add the County of El Dorado to our list of satisfied clients.

Thank you in advance for careful consideration of our proposals. Please contact me at 916.447.3479 if you have any questions.

Sincerely,

David Zweig, President  
[dzweig@analyticalcorp.com](mailto:dzweig@analyticalcorp.com)

# PROPOSAL

## INTEGRATED NATURAL RESOURCES MANAGEMENT PLAN AND ENVIRONMENTAL DOCUMENT PREPARATION

**JUNE 11, 2009**

SUBMITTED TO:

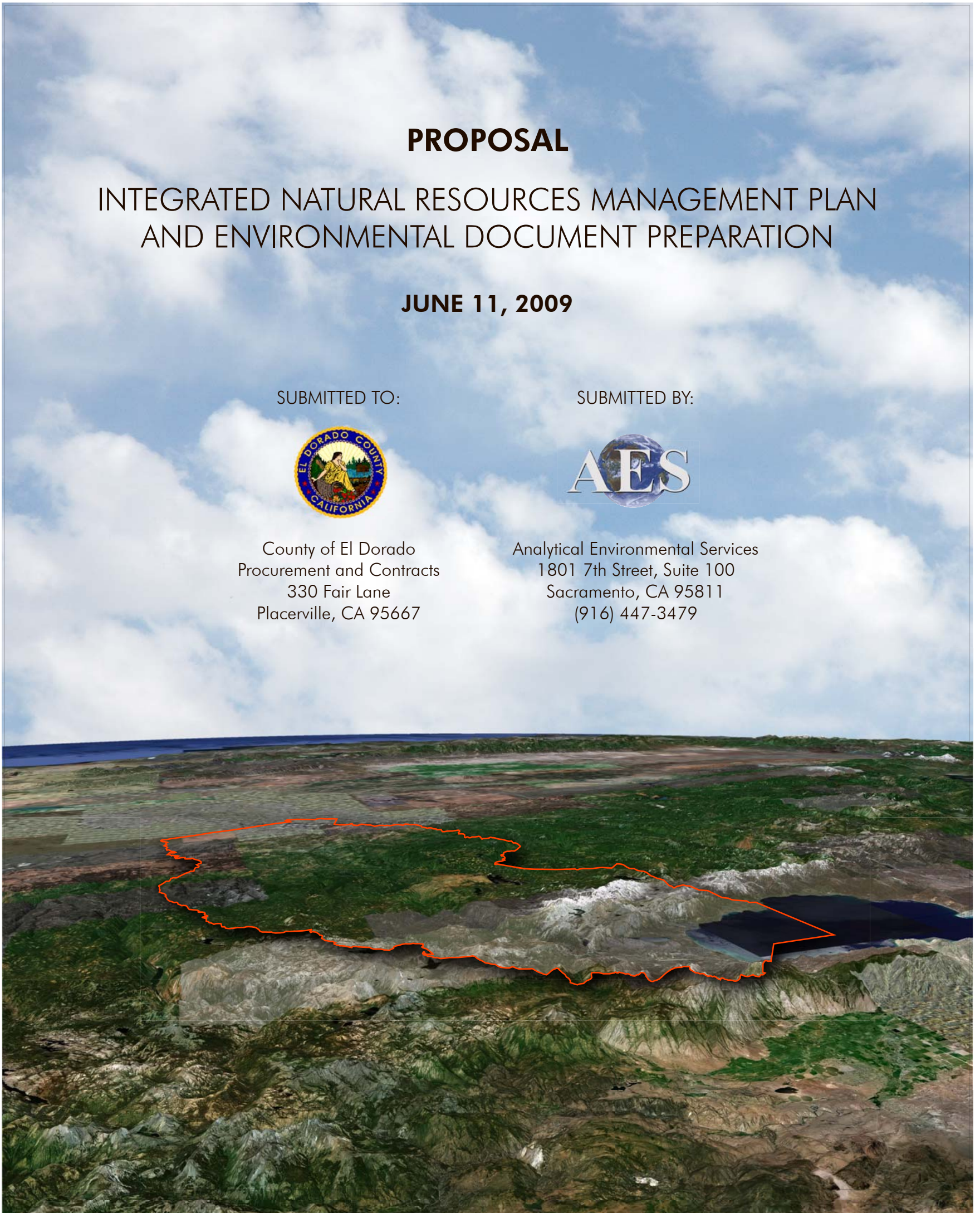


County of El Dorado  
Procurement and Contracts  
330 Fair Lane  
Placerville, CA 95667

SUBMITTED BY:



Analytical Environmental Services  
1801 7th Street, Suite 100  
Sacramento, CA 95811  
(916) 447-3479



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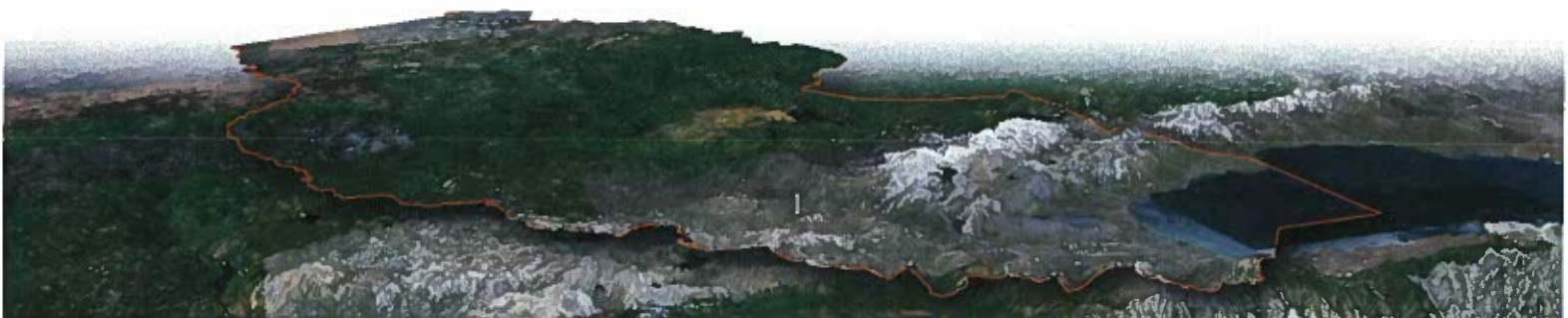
## PROPOSER'S CAPABILITIES

### EXECUTIVE SUMMARY

Analytical Environmental Services (AES) is pleased to submit this proposal for providing the El Dorado County Development Services Department (County) with the services described in Request for Proposal #09-918-116. The Background and Experience section below presents an overview of AES's general environmental consulting services followed by a more specific discussion of expertise in biological resources. This section provides a summary of the extensive professional experience held by each of the key personnel who will be assigned to this project, as well as a selected list of relevant projects completed by AES. The Work Plan outlines precisely how AES intends to approach this project and provides a schedule for accomplishing each identified task. A cost estimate provides costs per task based on the work plan, and the current fee schedule identifies all direct and indirect costs. Contact information for three client references is also provided.

### DETAILED DISCUSSION (UNDERSTANDING OF THE PROJECT)

The County has issued a Request for Proposals (#09-918-116) for support in the preparation of an Integrated Natural Resources Management Plan (INRMP) that implements General Plan measures intended to protect natural resources, corridors for wildlife movement, special status species, and critical habitats. Among other things, the INRMP will provide the County with a detailed program to identify important habitat and to establish a program for habitat preservation, effective management, monitoring, and mitigation. The INRMP will be used to complement existing efforts by planners and developers to avoid or compensate for environmental impacts by identifying areas appropriate for offsite mitigation. As the first step in the preparation of the INRMP, the County is requesting the services of a firm qualified to provide habitat mapping and assistance in identifying alternative approaches to the preparation of the INRMP.



## BACKGROUND AND EXPERIENCE

### ENVIRONMENTAL SERVICES

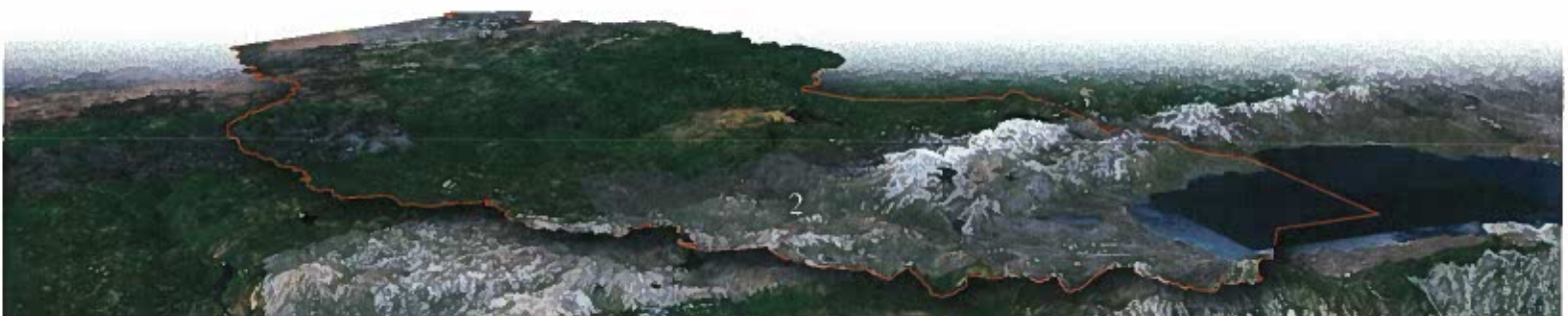
Located in downtown Sacramento, AES is a multidisciplinary consulting firm that specializes in environmental impact analysis and the preparation of compliance documentation to meet the requirements of local, state, tribal, and federal environmental regulatory programs. AES has the technical expertise and professional experience required to provide exceptional environmental compliance support for projects of all sizes throughout California and the western United States.

AES routinely prepares the following technical studies and environmental compliance documentation:

- CEQA/NEPA Document Preparation
- Air Quality Monitoring and Assessments
- Biological Assessments
- Cultural Resources Surveys
- Environmental Constraints Reports
- Environmental Permitting
- Green House Gas Inventory
- Mitigation Monitoring Programs
- Noise Monitoring and Assessments
- Phase I Environmental Site Assessments
- Storm Water Pollution Prevention Plans
- Tribal Consultation

Technical diversity and client satisfaction have underpinned our firm's steady growth. Founded in January 2001, AES has been continuously ranked among the 100 fastest growing companies in the Sacramento region. AES has earned a national reputation for technical expertise and outstanding project management. In a recent Past Performance Evaluation conducted by Dun & Bradstreet, AES received 100% positive feedback for overall performance, reliability, and client support.

In addition to an exceptional record of past performance, AES offers clients an increasingly rare attribute: corporate stability. During the past year, some of the more familiar names in environmental compliance have been struggling to iron out the wrinkles caused by corporate mergers and acquisitions. For many, this process has been further complicated by a severe economic downturn that has resulted in several rounds of layoffs. As a result, many firms are but shadows of their former selves. AES has been fortunate to have weathered the precarious economic times relatively well. We've maintained our overall staff size and, most importantly, retained all of our key technical personnel and project managers.



## BIOLOGICAL SERVICES

The AES biological group provides the following services:

- Biological Resource Inventories
- Biological Resource Assessments
- Natural Resources Management Plans
- Habitat Restoration Plans
- Wetland Delineations and Permitting (Section 404 Permits)
- CRAM Assessments
- Certified Arborists Surveys
- Special-Status Plant and Animal Surveys
- Threatened and Endangered Species Surveys and Permitting (Section 7 and 10 Consultations)
- Mitigation Design, Planning and Monitoring
- Regulatory Agency Facilitation and Permitting
- Clean Water Act (401 Water Quality Certifications)

AES has formed positive working relationships with state and federal agencies. Many of our projects include consultations and coordination with the Department of Fish and Game (DFG), U.S. Fish and Wildlife Service (USFWS), U.S. Army Corps of Engineers (USACE), Regional Water Quality Control Board (RWQCB), and U.S. Environmental Protection Agency (EPA).

## GIS SERVICES

AES has extensive experience with using Geographic Information Systems (GIS) for the recordation and presentation of geospatial data. ESRI ArcGIS, AutoDesk's AutoCAD, and other auxiliary software and digital technology allows AES to quickly acquire, integrate, and generate digital data. GIS is used variously for each environmental planning and compliance projects. AES in-house GIS capabilities relevant to this project include:

- GPS mapping of biological habitats
- Terrain assessment and topographical survey
- Analysis of aerial photography
- Data generation and conversion
- Database Design – Including Geodatabase integration
- Spatial Modeling of natural features
- Cartographic measurements and scaling
- Large scale atlas generation mapping
- Hydrologic modeling: i.e. determination water flow direction, accumulation, watersheds and simulation of inundation, watershed analysis etc.





## REPRESENTATIVE PROJECTS

The following are a selection of relevant biological services compliance projects on which AES has worked during the past five years.

### SHINGLE SPRINGS ENVIRONMENTAL PROGRAM

**Location:**  
El Dorado County, California



**Key Elements/Issues:**

- Habitat Management Plan
- Native Plant Inventory
- Water Quality
- Air Quality
- Waste Water
- Solid Waste

### UAIC NATURAL RESOURCES MANAGEMENT PLAN

**Location:**  
Placer County, California



**Key Elements/Issues:**

- 1,100-acre project site
- Special Status Species surveys
- Oak Woodlands
- Vernal pools and wetlands
- Burrowing Owl
- Invasive Species
- Section 7 Consultation

### AMERICAN CANYON ECOSYSTEM ENHANCEMENT PLAN

**Location:**  
City of American Canyon, Napa County, California



**Key Elements/Issues:**

- 519-acre project site
- Adjacent to Napa River and CDFG wildlife are
- Habitat and species assessments
- Low Impact Design Strategies
- Restoration planning and implementation
- GIS Mapping

### LANGTRY OPEN SPACE MANAGEMENT PLAN

**Location:**  
Napa and Lake Counties, California



**Key Elements/Issues:**

- 22,000-acre project site
- Wetlands and waters of the U.S.
- Open Space Management Plan
- Heritage Oak Trees
- Special status species
- Wild Life Corridors
- GIS Mapping

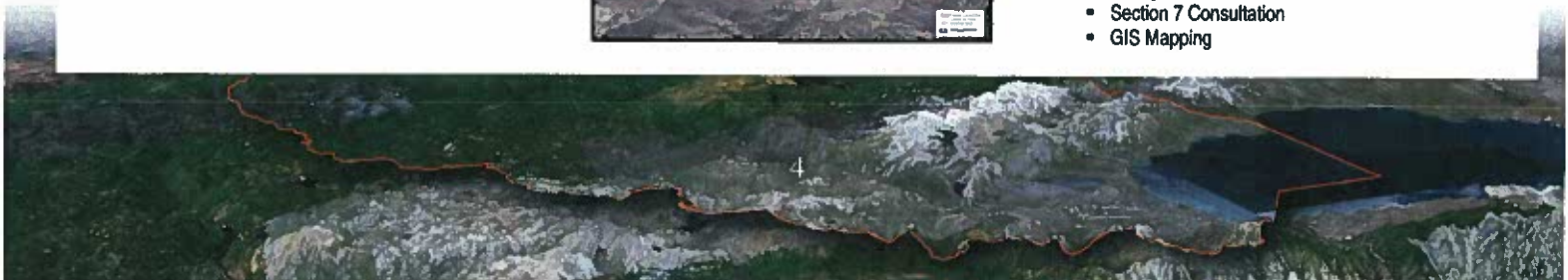
### SYCUAN HABITAT CONSERVATION PLAN

**Location:**  
El Cajon, San Diego County, California



**Key Elements/Issues:**

- Habitat inventory
- Wetland identification
- Special status species
- Biological Assessments
- Section 7 Consultation
- GIS Mapping



## KEY PERSONNEL RESUMES

**David K. Zweig, PE, Principal in Charge** – Mr. Zweig has over 20 years experience in the areas of compliance documentation preparation, permitting and regulatory compliance, and public infrastructure project coordination. Mr. Zweig is very familiar with the assortment of planning and regulatory issues faced by Counties.

**Pete Bontadelli, Director Biological Division** – Mr. Bontadelli is a Project Director experienced in working with all levels of governmental agencies. Formerly the Deputy Director of the California Department of Fish and Game, Pete has been involved with the development of an array of natural resource management plans. He is particularly knowledgeable of local, state, and federal policies that impact General Plan policies and associated implementation plans. A resident of El Dorado County who commutes along U.S 50 each day, Pete is quite familiar with issues facing El Dorado County.

**Doug Edwards, AICP, Project Manager** – Dr. Edwards is an AICP certified planner that specializes in large-scale project management and has guided an array of environmental compliance projects to completion on time and within budget. Dr. Edwards has overseen the preparation of an array of biological resource studies in the greater Sacramento area, and is the assigned project manager for the City of Sacramento, Department of Parks and Recreation, Biological Services On-call Contract. California experience has included projects for the City and County of Sacramento, City of West Sacramento, Caltrans, Bureau of Land Management, Bureau of Reclamation, Natural Resource Conservation Service, U.S. Air Force, U.S. Forest Service, State Water Resources Control Board, Sonoma County Water Agency, and Placer County Water Agency.

**Kelly Buja, Deputy Project Manager** – Ms. Buja has over ten years of experience in conducting biological fieldwork, report preparation, and plan development throughout California. She has expertise in performing delineation of waters of the U.S., arborist surveys, plant community mapping, and habitat assessments. Ms. Buja's works routinely with GIS data sets and has the technical writing skills needed to produce the varied reports identified in the Work Plan.

**Kristie Haydu, Botanist** – Ms. Haydu specializes in plant taxonomy, plant ecology, special-status plant species, California floristics, vegetation classification, invasive plant species, aquatic botany, and botanical research methodology. She has extensive experience in preparing habitat inventories and special-status species survey reports for projects throughout California.

**Kenna Lehmann, Biologist** – Ms. Lehman is a UC Davis graduate with extensive undergraduate research experience with raptors, sage grouse, turtles, and marine mammals and recent coursework in habitat restoration. She has four years of experience conducting fieldwork in California, Washington, Costa Rica, and Australia. Ms. Lehmann has experience with a variety of monitoring, inventory, and restoration projects.





## WORK PLAN

### PROJECT TASKS

#### ***Task 1: Initial Coordination***

- AES will facilitate discussions with Plant and Wildlife Technical Advisory Committee (PAWTAC), the INRMP Stakeholders Advisory Committee (ISAC), and the Board of Supervisors to define "Important Habitat," "Large Expanses," and "Native Vegetation," as used in General Plan Policy 7.4.2.8.
- The cost estimate provides for preparation and attendance of an AES staff member at up to five initial coordination meetings.

#### ***Task 2: Review and Update of INRMP Mapping***

- AES will review and, where appropriate, update Initial Inventory mapping layers. GIS mapping will include layers for the Oak Woodland Management Plan (OWMP) Priority Conservation Areas (PCAs), all lands in the Ecological Preserve (EP), publicly-owned lands, lands subject to conservation easements, and lands designated Open Space or Natural Resource in the 2004 General Plan.
- AES will utilize existing data, including the EIP Rare Plant Study, the OWMP, and County GIS data, to update the existing INRMP Initial Inventory Map.
- The cost estimate assumes the existing map is relatively complete and requires no more than forty hours of document review and GIS manipulation.
- **Deliverables:** AES will compile information and prepare and administrative draft of the Habitat Inventory Report and Map. AES will provide the County with an electronic version of the Administrative Draft. Following receipt of County comments, AES will prepare a Public Review Draft that incorporates all comments. AES will provide the County with 5 hardcopies and one electronic version of the Public Review Draft. AES will incorporate public comments into a Final Draft and provide the County with five hardcopies and one electronic version of the Final Draft. Additional hardcopies will be provided according to the printing costs stated on the fee schedule in effect at the time.

#### ***Task 3: Indicator Species Lists***

- AES will develop a recommended list of Indicator Species to be utilized in identification of potential core habitat areas, corridors and linkages. For each Indicator Species, AES will identify habitat relationships and discuss relevant characteristics such as distribution, status, dispersal and home range requirements.
- **Deliverables:** AES will compile information and prepare and administrative draft of the Indicator Species Report and Map. AES will provide the County with an electronic version of the Administrative Draft. Following receipt of County comments, AES will prepare a Public



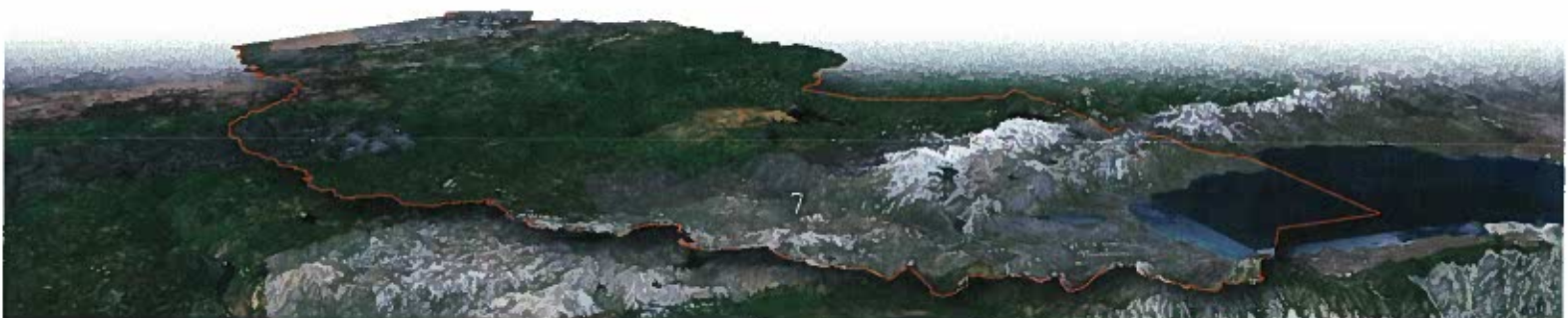
Review Draft that incorporates all comments. AES will provide the County with 5 hardcopies and one electronic version of the Public Review Draft. AES will incorporate public comments into a Final Draft and provide the County with five hardcopies and one electronic version of the Final Draft. Additional hardcopies will be provided according to the printing costs stated on the fee schedule in effect at the time.

#### ***Tasks 4: Corridor Assessment***

- AES will evaluate the need for north-south wildlife movement corridors and linkages, including identification of species with north-south migration patterns. As part of this evaluation, AES will analyze the barrier effect of Highway 50 and other major roadways, identifying existing locations along Highway 50 that allow safe passage for terrestrial mammals. AES will examine and discuss issues involved with retrofitting existing drainage structures and undercrossings to provide for discrete wildlife crossings, including an approximation of the cost to allow the County to assess the feasibility of such an approach. Prior research studies will be analyzed, such as the County specific study “The Potential Impacts of Development on Wildlands in El Dorado County, California” authored by S.C. Saving and G.B. Greenwood (USDA Forest Service Gen.Tech. Rep. PSW-GTR-184.2002.) Alternative locations for wildlife movement across Highway 50 (such as Weber Creek and areas east of Placerville) will be identified, and the relative feasibility of those locations will be examined. Policy 7.4.2.8 (A) and the Oak Woodland Management Plan will be carefully considered.
- **Deliverable:** AES will compile information and prepare and administrative draft of the North-South Species Wildlife Movement Corridors Analysis. AES will provide the County with an electronic version of the Administrative Draft. Following receipt of County comments, AES will prepare a Public Review Draft that incorporates all comments. AES will provide the County with 5 hardcopies and one electronic version of the Public Review Draft. AES will incorporate public comments into a Final Draft and provide the County with five hardcopies and one electronic version of the Final Draft. Additional hardcopies will be provided according to the printing costs stated on the fee schedule in effect at the time.

#### ***Task 5: Identification of Alternative Approaches for INRMP***

- AES will identify a range of alternative approaches available to the County to complete the remaining tasks; discuss the advantages and disadvantages of each. A discussion of the methodology employed in other jurisdictions for similar conservation plans will be included. By way of example, some of the methods to be discussed might include GIS based computer-modeling, a criteria-based program, and a Conceptual Conservation Plan approach.
- AES will assist the County in preparation of a revised Scope of Work in compliance with General Plan Policies 7.4.2.8.
- **Deliverable:** AES will compile information and prepare and administrative draft of the INRMP Implementation Alternatives Report. AES will provide the County with an electronic version of the Administrative Draft. Following receipt of County comments, AES will prepare a Public



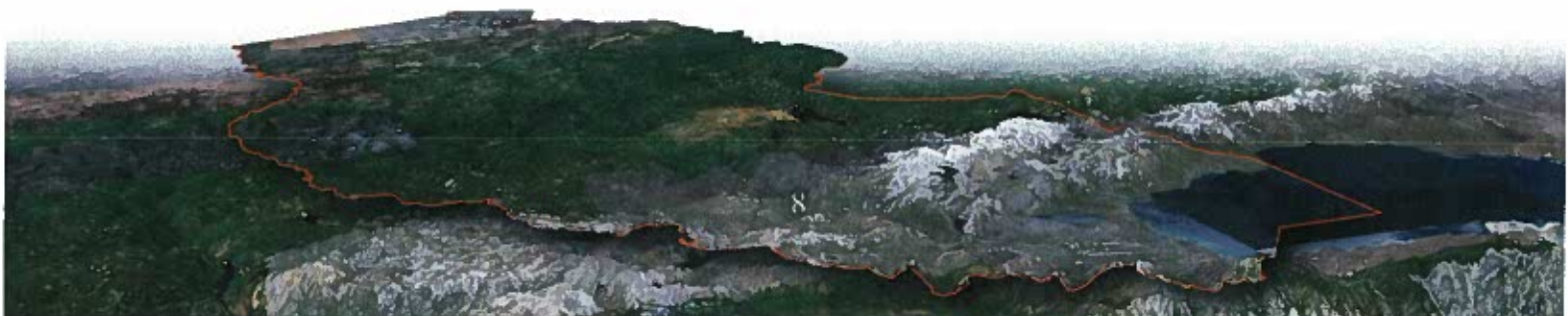


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## SCHEDULE OF DELIVERABLES

AES is prepared to start work immediately following an executed contract with the County. AES staff is 100% available to complete the Work Plan within the timeframes shown in the following table. Several opportunities exist for constricting the schedule. A final project schedule will be developed in consultation with the County during finalization of the contract.

Task	Task Duration	Cumulative Duration
<b>1. Initial Consultation</b>		
1.1 Coordination Meetings	2 Weeks	2 Weeks
<b>2. Review and Update INRMP</b>		
2.1 Review existing materials	4 Weeks	8 Weeks
2.2 Update Initial Inventory Map	6 Weeks	8 Weeks
2.3 Prepare Draft Habitat Inventory Report	4 Weeks	12 Weeks
<b>3. Indicator Species List</b>		
3.1 Develop recommended species list	2 Weeks	8 Weeks
3.2 Prepare Draft Indicator Species Report	4 Weeks	12 Weeks
<b>4. Corridor Assessment</b>		
4.1 Evaluate north-south wildlife corridors	2 Weeks	10 Weeks
4.2 Prepare Draft Corridors Analysis Report	4 Weeks	12 Weeks
<b>5. Identification of Alternative INRMP Approaches</b>		
5.1 Identify Range of Alternatives	2 Weeks	10 Weeks
5.2 Assist Count in development of scope of work for preparation INRMP	4 Weeks	12 Weeks
5.3 Prepare Draft INRMP Implementation Alternatives Report	4 Weeks	12 Weeks





## INSURANCE REQUIREMENTS

AES appear to be able to comply with all of the insurance requirements set forth in Exhibit A of the Request for Proposals.



*AES Cost Proposal*  
*El Dorado County INRMP Environmental Documentation*

[illegible]

## REFERENCES

AES invites the County to contact each of the following references regarding the qualifications of AES to accomplish the tasks identified in the proposed work plan above. Additional references are available upon request.

Tom Buford  
Senior Planner  
City of Sacramento  
Tel: 916.808.7931  
Services: Environmental compliance  
documentation and technical studies

Tim Hawkins  
County of Sacramento  
Department of Environmental Review  
and Assessment  
Tel: 916.874.8343  
Services: Environmental compliance  
documentation and technical studies

Clint Quilter  
City Manager  
City of Hollister  
Tel: 831.636.4305  
Services: Environmental compliance  
documentation and technical studies





## ADDITIONAL DATA

We wish to present no additional data.

