



PACIFIC STATES MARINE FISHERIES COMMISSION

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Supporting Commercial Fishing Industry Transition to Marked Fishing Line on the West Coast: Purchase and Distribution of Line Q&A

3/10/2025

PLEASE NOTE REVISED PROPOSAL DEADLINES:

March 5, 2025

Q&A document, including answers to written questions (this document) and posted on the PSMFC website at:

<http://www.psmfc.org/procurements/blog>

March 26, 2025

Deadline for submission of proposals

Proposals must be submitted by e-mail in pdf or as a MS Word document to:

1. Michael Arredondo – marredondo@psmfc.org
2. Caren Braby – cbraby@psmfc.org

Must include in the subject line:

“RFP – Marked Fishing Line Purchase & Distribution”

April 7, 2025

Estimated date for release of selection results.

QUESTIONS AND ANSWERS:

Question 1: *Proposal format: Is there a template or suggested format available for proposals for this RFP? Are there specific questions that must be addressed? We understand that the submission will need to be in PDF or MS Word format.*

There's no set format for proposals, but a suggestion is to break the proposal out in sections that address the scoring criteria on page 5. For example, section one could be your company's experience, then in the next section discuss the line quality/source, then distribution plan, then budget, etc.

Question 2: *Distribution locations: Instead of brick and mortar and “Distribution Events” – can proposals use SHIPPING instead? Is TWO distribution events (with a brick and mortar also) enough?*

We are asking for ONE brick and mortar location to centralize distribution and planning, and provide a physical place for clients to find the contractor, should there be problems or concerns. Having TWO distribution event locations in addition to the brick and mortar location is sufficient, however, depending on the proposed locations, there may need to be more than one distribution event at each location.

Shipping to recipients will

- make the verification of eligibility and tracking more difficult
- will result in high likelihood for “non-delivery” reports from permitted vessels and receipt of line must be verified in order to be eligible for reimbursement from Pacific States;
- you may propose to have “shipping” in lieu of having a brick and mortar in all service areas of the state.; a shipping-only option is highly discouraged and will result in poor scores of the proposal.

Question 3: *Money vs. line: What about guys who have already outfitted all their gear with line? Will they get a check or refund?*

No. However, they will be eligible for the same distribution that other vessels are and the line may be integrated in with gear as they replace it in future.

Question 4: *Cost of line: Contractor to provide cost per unit from vendor? What is the reasoning to provide costs from vendor? This quote/contract will be the below the normal \$2mil threshold of the TINA Act. Please advise the reasoning for the requirement of cost per unit from the vendor. We have not had to provide this to other contracts that are below a certain dollar amount.*

Transparency in where the profit for the contractor is within the overall budget. Profit is acceptable, but we need to understand how much.

Question 5: *On-site verification/documentation of recipient eligibility: Will contractor be provided a list of permit holders and who is picking line up? Can the contractor create a voucher system for distribution? How is the allotment determined? By tier? Will PSMFC and CDFW provide a list of the vessel name, permit number and contact name? Will PSMFC and CDFW allow one crabber to pick up multiple crabber's line?*

An anonymized list or voucher system will be developed (we will ask the contractor to collaboratively development this with the State and Pacific States, immediately following the contracting phase); only approved individuals will be able to pickup the line.

Question 6: *Allotment of line: Strongly suggest a # of coils per permit vs. a dollar amount.*

Allotments will be based on eligibility criteria determined by the State. The number of coils will be based on tier assignments but total coil numbers cannot be determined until the winning bid is selected.

Question 7: *Line characteristics: Need a breakdown of 3/8 and 7/16. How much of each? Both floating and neutral buoyancy line. Does a white tracer meet CDFW requirements?*

Pacific States is simplifying the requested types of line in your proposal.

- Diameter - Only 3/8"

- Neutral - Only neutral line (no floating line needed due to previous 2024 distribution event)
- Tracer - preferred black tracer, but white tracer is allowed; if you have access to manufacturers that use either white or black tracers for neutral line, provide a quote for both (separate line item for each); explain price differential, delivery time differential, quality differential or any other factor we should consider in evaluating your proposed approach;
- Breaking strength - Provide the breaking strength for your line source as part of your proposal; if you have a variety of options, provide a breakdown of those options and cost tradeoff.

Question 8: *Could we submit a cost per coil of each type and size of line picked up at a brick and mortar location and a separate cost per coil of each type and size of line for temporary distribution locations, this would be primarily the additional cost for shipping. PSMFC and CDFW would then have to come up with the number of coils they could purchase less the cost that will be noted on the proposal for distribution, documentation and invoicing costs.*

Prefer cost to be equal regardless of pickup/shipping since we do not know who will pickup vs ship. Therefore, brick and mortar or scheduled pickup days is preferred.

Question 9: *Sample line length: How much line do I need to submit to provide a sample?*

Two fathoms minimum.

Question 10: *Timeline for delivery: When is the line needed? Timeline? Specifics...*

The request is for at least 50% to be available and ready for distribution by September 1, 2025 and ready for distribution. All line must be in the hands of the fleet by October 1, 2025. If this timeline cannot be met, then a bid may still be accepted but a delayed timeline will result in poor scores relative to proposals that can meet this timeline.

Question 11: *Reimbursement for distribution: How does the contractor invoice line that gets picked up? Does PSMFC have funds now? Guidelines for invoicing when rope is picked up.*

Verification from the contractor (list of line that has been distributed) can be submitted periodically to Pacific States (typically monthly) as expenses are accrued from final distribution of line. Reimbursement will not be possible for line, prior to distribution to fishermen. For example, reimbursement for line purchased but not yet distributed would not typically be eligible for reimbursement until the line is distributed to the user and invoiced. More specifics about the invoicing process will be available during contract negotiations with the winner bidder. There may be an opportunity for a down payment for purchase of line, but this is not guaranteed until negotiated at the contracting stage.

Question 12: *Format for reimbursements and verification: Will PSMFC and CDFW provide a format for the documentation for reporting the line distribution*

Yes, CDFW and Pacific States will work with the contractor on documentation required for invoicing during the contracting process and will provide a verification list for line distribution.

Question 13: *Although you note the contracting process will follow the RFP it would be nice to know how extensive the documentation will need to be. This could affect the costs of our distribution.*

Contracting process is typically not an onerous process with PSMFC. This should be completed within one month of the project being awarded. The budget submitted with the bid along with the statement of work will be included. The verification documentation of who picked up the line will be co-designed by the contractor, State and Pacific States to ensure it is robust but not onerous.