

-**Returning a Community Post-Disaster to Normal:** Three keys to returning a community to "normal" postdisaster: Remove and manage the debris, restore utilities, and reopen schools and small businesses. The most important is debris removal and management.

-Low Price Bidder Challenges: Managing the debris takes experience, preparation, and planning and selecting the lowest price bidder as the leading selection criteria often results in unreliable debris management outcomes causing citizens' and local/state officials' disappointment and frustration.

-Staying Competitive: Discovering that vendors are unqualified at the time of need slows recovery and reduces any competitive advantage opportunities.

-Fronting the Finances: A qualified debris recovery contractor becomes a critical funding source, fronting the finances prior to grant reimbursement that can take months. A vendor's financial stability to carry the expenses requires strong financial standing.

-**Confirming Vendor Financial Readiness:** Financial failure at a critical time during disaster response efforts could lead to significant delays and impact lives and safety unless ample lines of credit or on-hand cash reserves are confirmed.

-Best Practices Criteria for Debris Contractor Selection: Does the company have the capacity to meet the demands of the size of the project being procured? Ensuring prior work history and successful past performance, financial capability, bonding capacity, approach and qualification is key to effective procurement practice.

-Maximize Federal and State Reimbursement: Having a highly organized pre-event debris plan and in-place contract with experienced debris management vendors maximizes federal and state reimbursement opportunities.

-Familiarity with Surroundings: Pre-event contracts between state and local governments and qualified contractors ensures familiarity with the area's disposal sites, local contractors, suppliers, and personnel to be fully prepared during the "blue skies" period.

-**Planning Exercises:** A pre-selected contractor can hold training exercises, tabletop, and planning events to write the vital city/county debris management plan that improves and expedites debris management response.

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