



## Interoffice Memorandum

March 13, 2020

TO: Mayor Jerry L. Demings  
and the Board of County Commissioners

FROM: Carrie Mathes, CFM, CPPO, C.P.M., Manager, Procurement  
Division

CONTACT: Deodat Budhu, P.E., Manager, Roads and Drainage Division  
(407) 836-7871

SUBJECT: Award of Invitation for Bids Y20-1007-AV, Right-of-Way  
Mowing – Three Points Area Section II

### ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1007-AV, Right-of-Way Mowing – Three Points Area Section II, to the low responsive and responsible bidder, Lawnwalker Services, Inc., in the estimated contract award amount of \$280,030 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

### PURPOSE:

This contract will provide right-of-way mowing for County-owned properties.

### FUNDING:

Funding is available in account number 1002-072-2906-3816.

### APPROVALS:

The Roads and Drainage and Business Development Divisions concur with this recommendation.

### REMARKS:

Three bids were received from pre-qualified bidders in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Lawnwalker Services, Inc. has a satisfactory record of performance and is considered responsible. Prices have been determined reasonable as compared to current contracted pricing. Therefore, award is recommended to Lawnwalker Services, Inc.

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Award of Invitation for Bids Y20-1007-AV  
Right-of-Way Mowing – Three Points Area Section II

The bid tabulation is as follows:

Lawnwalker Services, Inc.	Base Year	\$280,030
	Option Year 1	\$285,485
	Option Year 2	\$290,650
	Total Estimated Bid	\$856,165
GroundTek of Central Florida, LLC	Base Year	\$330,370
	Option Year 1	\$327,455
	Option Year 2	\$336,950
	Total Estimated Bid	\$994,775
AmeriScapes Landscape Management Services, LLC	Base Year	\$530,100
	Option Year 1	\$549,725
	Option Year 2	\$566,650
	Total Estimated Bid	\$1,646,475




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

March 9, 2020

TO: Ana Villalona, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-1007-AV, Right of Way Mowing – Three points Area Section II  
(Pre-qualified Contractors Roads and Drainage)**

The Business Development Division evaluated the **three bids** submitted for this project. One of the bidders on the pre-qualified contractors Roads and Drainage listing was a Minority Business Enterprise (MBE) firm. The **one** Orange County Certified Minority Business Enterprise firm **was not within 5%** of the low bid for bid awards greater than \$750,000 to \$2,000,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division



**BID COMPARISON**

<b>Y20-1007-AV, Right of Way Mowing - Three Points Area Section II</b>						
<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>\$ Over Low Bid</b>	<b>% Difference From Low Bid (5%)</b>	<b>\$ Over 2nd Low Bid</b>	<b>% Difference From 2nd Low Bid</b>
Low Bid	Lawnwalker Services, Inc.	\$856,165				
2nd Low	Groundtek of Central Florida, LLC (HM)	\$994,775	\$138,610	16.19%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,646,475	\$790,310	92.31%	\$651,700	65.51%