



Interoffice Memorandum

July 23, 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 Y20-1080-AV, Right-of-Way
Mowing – Goldenrod Area Section I

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1080-AV, Right-of-Way Mowing – Goldenrod Area Section I, to the low responsive and responsible bidder; Lawnwalker Services Inc., in the estimated contract amount of \$182,300 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 in the Goldenrod area section I.

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 the low responsive and responsible bidder Lawnwalker Services Inc.

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Award of Invitation for Bids Y20-1080-AV
Right-of-Way Mowing – Goldenrod Area Section I

The bid tabulation is as follows:

<u>Bidder:</u>		<u>Bid Total:</u>
Lawnwalker Services Inc.	Base Year	\$182,300
	Option Year 1	\$184,510
	Option Year 2	\$186,620
	Total Estimated Bid	\$553,430
Aero Groundtek LLC	Base Year	\$249,800
	Option Year 1	\$255,660
	Option Year 2	\$261,520
	Total Estimated Bid	\$766,980
Ameriscapes Landscape Management Services, LLC	Base Year	\$342,250
	Option Year 1	\$350,950
	Option Year 2	\$359,650
	Total Estimated Bid	\$1,052,850




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

July 22, 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-Y20-1080-AV, Right of Way Mowing – Goldenrod Area Section I
(Pre-qualified Contractors)**

The Business Development Division evaluated the three bids submitted for this project. One of the bidders on the pre-qualified contractors listing was a Minority Business Enterprise (MBE) firm. The one Orange County Certified Minority Business Enterprise firm was not within 6% of the low bid for bid awards greater than \$500,000.01 to \$750,000.01. 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

Y20-1080-AV, Right of Way Mowing -Goldenrod Area Section I (Pre-Qualified)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (6%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Lawnwalker Services, Inc.	\$553,430.00				
2nd Low	AERO Groundtek LLC. (HM)	\$766,980.00	\$213,550	38.59%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,052,850	\$499,420	90.24%	\$285,870	37.27%