



Interoffice Memorandum

May 29, 2020

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

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

CONTACT: Michael Drozeck, Manager, Stormwater Management Division
407-836-7945

SUBJECT: Award of Invitation for Bids, Y20-192-MV, MSBU and Non-MSBU
Retention Pond Mowing and Maintenance-West Orange

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-192-MV, MSBU and Non-MSBU Retention Pond Mowing and Maintenance-West Orange, to the low responsive and responsible bidder, AERO GroundTek, LLC., in the annual estimated contract award amount of \$297,200 for the base year. Further request authorization for the Procurement Division to exercise renewals for option years one and two.

PROCUREMENT:

This contract will provide mowing, edging, herbicide treatment and litter removal for retention ponds located in the West Orange area of the county.

FUNDING

Funds are available in account numbers 1002-072-2708-3816 and 1142-072-2902-3816.

APPROVALS:

The Stormwater Management and Business Development Divisions concur with this recommendation.

REMARKS:

Three bids were received from pre-qualified bidders in response to Invitation for Bids Y20-192-MV. The bid of AERO GroundTek, LLC. is considered reasonable, as it is consistent with historical pricing for this requirement. Therefore, recommendation for award is made to AERO GroundTek, LLC.

Bid tabulation follows:

AERO GroundTek, LLC.

Base Year	\$297,200
Option Year 1	\$323,300
Option Year 2	\$349,400
Total Base Year, Option Years 1 and 2	\$969,900

Carol King Landscape Maintenance, Inc

Base Year	\$300,000
Option Year 1	\$331,850
Option Year 2	\$354,200
Total Base Year, Option Years 1 and 2	\$986,050

Ameriscapes Landscape Management Services, LLC

Base Year	\$518,000
Option Year 1	\$564,750
Option Year 2	\$611,500
Total Base Year, Option Years 1 and 2	\$1,694,250




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

June 1, 2020

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-192-MV, MSBU & NON-MSBU Retention Pond Mowing and Maintenance – West Orange Area (Pre-qualified Contractors Roads and Drainage)**

The Business Development Division evaluated the **three bids** submitted for this project and found that this contract may be awarded to **AERO Groundtek, LLC.**, a Certified Minority/Women Business Enterprise (M/WBE) firm. The Orange County certified firm is the lowest bidder on the pre-qualified contractors Roads and Drainage listing for the scope of services. 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

Y20-192-MV, MSBU & NON-MSBU Retention Pond Mowing and Maintenance - West Orange Area

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	AERO GroundTek, LLC. (HM)	\$969,900				
2nd Low	Carol King Landscape Maintenance, Inc.	\$986,050	\$16,150	1.67%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,694,250	\$724,350	74.68%	\$708,200	71.82%