



## Interoffice Memorandum

August 15, 2023

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

**FRM:**

Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II,  
Procurement Division

CONTACT: Eduardo Avellaneda, M.S., P.E., Manager II, Roads and Drainage  
Division  
407-836-7871

SUBJECT: Award of Invitation for Bids Y23-181-AV, Landscape Maintenance – Bithlo  
Area Section I

### ACTION REQUESTED:

Approval to award Invitation for Bids Y23-181-AV, Landscape Maintenance – Bithlo Area Section I, to the low responsive and responsible bidder, Lawnwalker Services, Inc., in the estimated contract award amount of \$501,971 for the base year. Request authorization for the Procurement Division to exercise option years one and two.

In the event the bidder recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

### PURPOSE:

This contract will provide right-of-way mowing for County owned properties in the Bithlo area.

### FUNDING:

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

### APPROVALS:

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

REMARKS:

Six bids were received in response to this Invitation for Bids (IFB) and were evaluated for responsiveness, responsibility, and price reasonableness. Brightview Landscape Services, Inc., Mae Mancilla LLC, Seasonal Effects, LLC and Solscape Services, LLC were deemed non-responsible for failure to comply with reference requirements as identified in the IFB. Lawnwalker Services, Inc. has a satisfactory record of performance and is considered responsible. A timely protest was filed by Seasonal Effects, LLC. In accordance with the Procurement Ordinance, a protest review was held by the Procurement Manager on August 7, 2023, and the decision was rendered to deny the protest. No appeals were received. Prices have been determined to be reasonable compared to current contracted pricing. Therefore, award is recommended to Lawnwalker Services, Inc.

The bid tabulation is as follows:

<b>Lawnwalker Services, Inc.</b>	Base Year	\$501,971
	Option Year 1	\$437,411
	Option Year 2	\$481,941
	<b>Total Estimated Bid</b>	<b>\$1,421,323</b>
<b>Aero Groundtek LLC</b>	Base Year	\$863,685
	Option Year 1	\$876,185
	Option Year 2	\$888,685
	<b>Total Estimated Bid</b>	<b>\$2,628,555</b>

Brightview Landscape Services, Inc.	Non-responsible
Mae Mancilla, LLC	Non-responsible
Seasonal Effects, LLC	Non-responsible
Solscape Services, LLC	Non-responsible



**BUSINESS DEVELOPMENT DIVISION**

May 19, 2023

TO: Ana Villalona, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y23-181-AV, Landscape Maintenance – Bithlo Area  
Section III**

The Business Development Division evaluated the **six bids** submitted for this project. **None of the bidders are** an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening, there were at least three firms certified at the prime level for the scope of service. The bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

Also, I confirm my recommendation is free of conflicts of interest.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*