



Interoffice Memorandum

May 17, 2021

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

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

CONTACT: Michael J. Drozeck, P.E., CFM, Manager, Stormwater Management Division
(407) 836-7945

SUBJECT: Award of Invitation for Bids Y21-156-AH, Stormwater Primary Canal Mowing and Maintenance

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-156-AH, Stormwater Primary Canal Mowing and Maintenance, to the sole responsive and responsible bidder, Ameriscapes Landscape Management Services, LLC, in the estimated contract amount of \$245,420 for the base year. Further request authorization for the Procurement Division to renew the contract for option years one and two.

PROCUREMENT:

This contract will provide primary canal mowing and maintenance, to include roadside, flat and slope mowing, litter/debris and grass clipping removal, brush control and removal, edging, and herbicide treatment at specified locations throughout Orange County.

FUNDING:

Funding is available in account number 1002-072-2708-3816.

APPROVALS:

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

REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted by Ameriscapes Landscape Management Services, Inc. was 1% higher than the estimate, however, the prices were considered acceptable and reasonable for the services provided under the contract. The difference in price could be the result of market fluctuations, time, and available resources.

This solicitation was open to bidders that had previously gone through a pre-qualification process. This pre-qualification of bidders determined previous experience with contracts similar in nature to

Award of Invitation for Bids Y21-156-AH, Stormwater Primary Canal Mowing and Maintenance

the level of complexity required under the subject contract, required bidders to submit a management plan, and list resources available. Ameriscapes Landscape Management Services, Inc. is part of this list of pre-qualified bidders and is recommended for contract award as they meet the requirements and have satisfactorily provided similar services to Orange County.

The Invitation for Bids was issued through the Negometrix electronic portal to pre-qualified bidders only. A query from staff to eligible pre-qualified bidders that declined to compete on this solicitation resulted in the following:

1. Carol King Landscaping: decided not to submit an offer due to Covid-19 related challenges and the resulting shortage of staff but do plan to participate in future opportunities.
2. Premier Lawn Maintenance: did not submit an offer as they did not have the time to do their due diligence to submit a bid.
3. Lawnwalker Services, Inc: did not respond to query.

Bid Tabulation is as follows:

<u>VENDORS</u>	<u>PRICES</u>
AMERISCAPES LANDSCAPE MANAGEMENT SERVICES, LLC	Base Year: \$245,420
	Option Year No. 1: \$228,270
	Option Year No. 2: \$228,270
	Total Bid: \$701,960



BUSINESS DEVELOPMENT DIVISION

April 27, 2021

TO: Alina Hernandez Fernandez, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB-Y21-156-AH, Stormwater Primary Canal Mowing and
Maintenance
(Pre-qualified Contractors Roads and Drainage)**

The Business Development Division evaluated the **one bid** submitted for this project. **None of the bidders** from the pre-qualified contractors Roads and Drainage listing are Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. 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

Sheena Ferguson