



## Interoffice Memorandum

March 13, 2020

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

**FROM:** Carrie Mathes, CFCM, 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 Y20-1006-AV, Right-of-Way  
Mowing – Bithlo Area Section III

### ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1006-AV, Right-of-Way Mowing – Bithlo Area Section III, to the low responsive responsible M/WBE compliant bidder, Groundtek of Central Florida, LLC, in the estimated contract award amount of \$393,144 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 Bithlo Area Section III.

### 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:

Four bids were received from pre-qualified bidders in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Groundtek of Central Florida, LLC. 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 Groundtek of Central Florida, LLC.

Page 2 of 2  
Award of Invitation for Bids Y20-1006-AV  
Right-of-Way Mowing – Bithlo Area Section III

The bid tabulation is as follows:

Groundtek of Central Florida, LLC	Base Year	\$393,144
	Option Year 1	\$396,704
	Option Year 2	\$433,884
	Total Estimated Bid	\$1,223,732
Carol King Landscape Maintenance, Inc.	Base Year	\$398,365
	Option Year 1	\$418,692
	Option Year 2	\$462,729
	Total Estimated Bid	\$1,279,786
AmeriScapes Landscape Management Services, LLC	Base Year	\$456,780
	Option Year 1	\$479,580
	Option Year 2	\$524,780
	Total Estimated Bid	\$1,461,140
Lawnwalker Services, Inc.	Base Year	\$515,825
	Option Year 1	\$538,245
	Option Year 2	\$590,265
	Total Estimated Bid	\$1,644,335




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

March 24, 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-Y20-1006-AV, Right of Way Mowing – Bithlo Area Section III Revised  
(Pre-qualified Contractors Roads and Drainage)**

The Business Development Division evaluated the **four bids** submitted for this project and found that this contract may be awarded to **Groundtek of Central Florida, 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 scope of services for Right of Way Mowing – Three Points Area Section IV. 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

### Y20-1006-AV, Right of Way Mowing - Bithlo Area Section III

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Groundtek of Central Florida, LLC (HM)	\$1,223,732				
2nd Low	Carol King Landscape Maintenance, Inc.	\$1,279,786	\$56,054	4.58%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,461,140	\$237,408	19.40%	\$181,354	14.17%
4th Low	Lawnwalker Services, Inc.	\$1,644,335	\$420,603	34.37%	\$364,549	28.49%