




## Interoffice Memorandum

July 17, 2018

TO: Mayor Teresa Jacobs  
and the Board of County Commissioners

FROM:  Carrie Mathes, Manager, Procurement Division

CONTACT: Maricela Torres, Assistant Manager, Roads and Drainage Division  
(407) 836-7875

SUBJECT: Award of Invitation for Bids Y18-1085-AV, Right-of-Way Mowing – Bithlo Area, Section II

### ACTION REQUESTED:

Approval to award Invitation for Bids Y18-1085-AV, Right-of-Way Mowing – Bithlo Area, Section II, to the low responsive and responsible bidder, Lawnwalker Services, Inc., for an estimated contract award amount of \$1,158,650 for a 1-year term. Further request authorization for the Procurement Division to renew the contract for three additional 1-year terms.

### PROCUREMENT:

To provide right-of-way mowing for County owned properties.

### FUNDING:

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

### APPROVALS:

The Roads and Drainage Division and Business Development Division 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 Lawnwalker Services, Inc.

Bid Tabulation is as follows:

|  |             |
|--|-------------|
| Lawnwalker Services, Inc.                      | \$1,158,650 |
| Groundtek of Central Florida, LLC              | \$1,241,550 |
| Ameriscapes Landscape Management Services, LLC | \$1,545,000 |




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

July 26, 2018

TO: Ana Villalona, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y18-1085-AV, Bithlo Area, Section II**

The Business Development Division evaluated the **3 bids** submitted for this project and found that the **one (1)** Orange County certified Minority Women Business Enterprise bidder **was not within 5%** of the low bid for bid awards greater than \$750,000 to \$2,000,000. 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

Y18-1085-AV, Bithlo Area, Section II

| Rank    | Bidder   | Bid Amount  | \$ Over Low Bid | % Difference From Low Bid (5%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid |
|---------|--|-------------|-----------------|--------------------------------|---------------------|-------------------------------|
| Low Bid | Lawnwalker Services, Inc.                      | \$1,158,650 |                 |                                |                     |                               |
| 2nd Low | Groundtek of Central Florida, LLC (HM)         | \$1,241,550 | \$82,900        | 7.15%                          |                     |                               |
| 3rd Low | Ameriscapes Landscape Management Services, LLC | \$1,545,000 | \$386,350       | 33.34%                         | \$303,450           | 24.44%                        |