



Interoffice Memorandum

July 24, 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 Y20-1079-AV, Right-of-Way
Mowing – John Young Area Section I

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1079-AV, Right-of-Way Mowing – John Young Area Section I, to the low responsive and responsible bidder, Aero Groundtek LLC, in the estimated contract amount of \$331,650 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 John Young area section I.

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:

Three bids were received from pre-qualified bidders in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Aero Groundtek 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 the low responsive and responsible bidder Aero Groundtek LLC.

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Award of Invitation for Bids Y20-1079-AV
Right-of-Way Mowing – John Young Area Section I

The bid tabulation is as follows:

<u>Bidder:</u>		<u>Bid Total:</u>
Aero Groundtek LLC	Base Year	\$331,650
	Option Year 1	\$344,300
	Option Year 2	\$356,950
	Total Estimated Bid	\$1,032,900
Carol King Landscape Maintenance, Inc.	Base Year	\$433,780
	Option Year 1	\$452,560
	Option Year 2	\$474,700
	Total Estimated Bid	\$1,361,040
Ameriscapes Landscape Management Services, LLC	Base Year	\$521,250
	Option Year 1	\$541,250
	Option Year 2	\$561,250
	Total Estimated Bid	\$1,623,750



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

July 17, 2020

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-Y20-1079-AV, Right of Way Mowing – John Young Area Section I
(Pre-qualified Contractors)**

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 listing. 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**Y20-1079-AV, Right of Way Mowing - John Young Area Section I (Pre-Qualified Contractors)**

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)	\$1,032,900				
2nd Low	Carol King Landscape Maintenance, Inc.	\$1,361,040	\$328,140	31.77%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,623,750	\$590,850	57.20%	\$262,710	19.30%