



Interoffice Memorandum

April 17, 2019

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

FROM: *CM* Carrie Mathes, Manager, Procurement Division

CONTACT: Jennifer Humphrey, Manager, Fiscal and Operational Support Division
407-254-9655

SUBJECT: Award of Invitation for Bids Y19-165-MV, Landscaping Services for
Utilities Department

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-165-MV, Landscaping Services for Utilities Department, to the low responsive and responsible bidders by lot, for a 3-year term, in the estimated contract award amounts listed below. Further request authorization for the Procurement Division to renew the contracts for two additional 1-year terms.

	<u>BIDDER</u>	<u>ESTIMATED CONTRACT AWARD AMOUNT</u>
LOT A	Aristocuts Lawn & Garden Services, Inc.	\$271,602
LOT B	JHL Land Management, LLC	\$220,500
LOT C	JHL Land Management, LLC	\$218,700
LOT D	JHL Land Management, LLC	\$236,700

PROCUREMENT:

To provide landscaping management and irrigation services at multiple sites of Utilities Department.

FUNDING:

Funds are available in account number 4420-038-1310-3810, 4420-038-1359-3810, 4420-038-1301-3810.

APPROVALS:

The Fiscal and Operational Support Division and Business Development Division concur with this recommendation.

REMARKS:

Seven bids were received in response to this Invitation for Bids and were evaluated for price, responsiveness, and responsibility. ADFS, LLC was determined to be non-responsive for all lots for failing to submit a complete bid response.

Staff performed a technical evaluation of the bids and determined that each low bid was reasonable based on performance and experience. The bidders were determined to be the low responsive and responsible bidders for the items listed and are recommended for award.

The lowest responsive and responsible bidders have the ability and resources to perform in a satisfactory manner.

The bid tabulation is as follows:

LOT A

Aristocuts Lawn & Garden Service, Inc.	\$271,602
Helping Hand Lawn Care	\$345,600
A.L.G. Landscaping	\$366,066
JHL Land Management, LLC	\$415,350
D3 Enviroscapes, LLC	\$487,620
AmeriScapes Landscape Management Services, LLC	\$488,238
ADFS, LLC	Non-Responsive

LOT B

JHL Land Management, LLC	\$220,500
Helping Hand Lawn Care	\$363,600
A.L.G. Landscaping	\$366,066
Aristocuts Lawn & Garden Service, Inc.	\$378,540
D3 Enviroscapes, LLC	\$397,620
AmeriScapes Landscape Management Services, LLC	\$1,176,864
ADFS, LLC	Non-Responsive

LOT C

JHL Land Management, LLC	\$218,700
Aristocuts Lawn & Garden Service, Inc.	\$314,460
D3 Enviroscapes, LLC	\$386,820
A.L.G. Landscaping	\$398,028
Helping Hand Lawn Care	\$453,600
AmeriScapes Landscape Management Services, LLC	\$872,448
ADFS, LLC	Non-Responsive

LOT D

JHL Land Management, LLC	\$236,700
D3 Enviroscapes, LLC	\$402,300
Aristocuts Lawn & Garden Service, Inc.	\$405,900

LOT D-Continued

A.L.G. Landscaping	\$515,100
Helping Hand Lawn Care	\$774,000
AmeriScapes Landscape Management Services, LLC.	\$1,137,048
ADFS, LLC	Non-Responsive




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

April 17, 2019

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y19-165-MV, Landscape Services for Utilities (Lot A)**

The Business Development Division evaluated the **6 bids** submitted for this project and found that this contract may be awarded to **Aristocuts Lawn & Garden Service** a Certified Minority/Women Business Enterprise bidder. The Orange County certified firm is the lowest bidder. Thus, the bid preference does not apply, per the County's M/WBE Ordinance, Section 17-324.

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

Y19-165-MV, Landscape Services for Utilities (Lot A)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Aristocuts Lawn & Garden Service (WF)	\$271,602				
2nd Low	Helping Hand Lawn Care	\$345,600	\$73,998	27.25%		
3rd Low	A.L.G. Landscaping	\$366,066	\$94,464	34.78%	\$20,466	5.92%
4th Low	JHL Land Management, LLC.	\$415,350	\$143,748	52.93%	\$69,750	20.18%
5th Low	D3 Enviroscope, LLC. (AFAM)	\$487,620	\$216,018	79.53%	\$142,020	41.09%
6th Low	AmeriScapes Landscape Management Services, LLC.	\$488,238	\$216,636	79.76%	\$142,638	41.27%




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BUSINESS DEVELOPMENT DIVISION

April 17, 2019

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation Revised

PROJECT: **IFB-Y19-165-MV, Landscape Services for Utilities (Lot B)**

The Business Development Division evaluated the **6 bids** submitted for this project and found that the **two (2)** Orange County Certified Minority Women Business Enterprise bidders **were not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. 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

Y19-165-MV, Landscape Services for Utilities (Lot B)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	JHL Land Management, LLC.	\$220,500				
2nd Low	Helping Hand Lawn Care	\$363,600	\$143,100	64.90%		
3rd Low	Aristocuts Lawn & Garden Service (WF)	\$378,540	\$158,040	71.67%	\$14,940	4.11%
4th Low	D3 Enviroscope, LLC. (AFAM)	\$397,620	\$177,120	80.33%	\$34,020	9.36%
5th Low	A.L.G. Landscaping	\$417,312	\$196,812	89.26%	\$53,712	14.77%
6th Low	AmeriScapes Landscape Management Services, LLC.	\$1,176,864	\$956,364	433.73%	\$813,264	223.67%



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BUSINESS DEVELOPMENT DIVISION

April 17, 2019

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y19-165-MV, Landscape Services for Utilities (Lot C)

The Business Development Division evaluated the **6 bids** submitted for this project and found that the **two (2)** Orange County Certified Minority Women Business Enterprise bidders **were not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. 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

Y19-165-MV, Landscape Services for Utilities (Lot C)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	JHL Land Management, LLC.	\$218,700				
2nd Low	Aristocuts Lawn & Garden Service (WF)	\$314,460	\$95,760	43.79%		
3rd Low	D3 Enviroscapes, LLC. (AFAM)	\$386,820	\$168,120	76.87%	\$72,360	23.01%
4th Low	A.L.G. Landscaping	\$398,028	\$179,328	82.00%	\$83,568	26.58%
5th Low	Helping Hand Lawn Care	\$453,600	\$234,900	107.41%	\$139,140	44.25%
6th Low	AmeriScapes Landscape Management Services, LLC.	\$872,448	\$653,748	298.92%	\$557,988	177.44%




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BUSINESS DEVELOPMENT DIVISION

April 17, 2019

TO: Melisa Vergara, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y19-165-MV, Landscape Services for Utilities (Lot D)**

The Business Development Division evaluated the **6 bids** submitted for this project and found that the **two (2)** Orange County Certified Minority Women Business Enterprise bidders **were not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. 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



Y19-165-MV, Landscape Services for Utilities (Lot D)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	JHL Land Management, LLC.	\$236,700				
2nd Low	D3 Enviroscape, LLC. (AFAM)	\$402,300	\$165,600	69.96%		
3rd Low	Aristocuts Lawn & Garden Service (WF)	\$405,900	\$169,200	71.48%	\$3,600	0.89%
4th Low	A.L.G. Landscaping	\$515,100	\$278,400	117.62%	\$112,800	28.04%
5th Low	Helping Hand Lawn Care	\$774,000	\$537,300	227.00%	\$371,700	92.39%
6th Low	AmeriScapes Landscape Management Services, LLC.	\$1,137,048	\$900,348	380.38%	\$734,748	182.64%