



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 Y20-197-AV, Right-of-Way Mowing
– Bithlo Area Section I

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-197-AV, Right-of-Way Mowing – Bithlo Area Section I, to the low responsive and responsible bidder, Lawnwalker Services, Inc., in the estimated contract award amount of \$303,350 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 Bithlo 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. 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.

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Award of Invitation for Bids Y20-197-AV
Right-of-Way Mowing – Bithlo Area Section I

The bid tabulation is as follows:

Lawnwalker Services, Inc.	Base Year	\$303,350
	Option Year 1	\$308,245
	Option Year 2	\$311,540
	Total Estimated Bid	\$923,135
GroundTek of Central Florida, LLC	Base Year	\$369,210
	Option Year 1	\$362,265
	Option Year 2	\$366,000
	Total Estimated Bid	\$1,097,475
AmeriScapes Landscape Management Services, LLC	Base Year	\$614,650
	Option Year 1	\$625,975
	Option Year 2	\$634,500
	Total Estimated Bid	\$1,875,125




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

March 5, 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-Y20-197-AV, Right of Way Mowing – Bithlo Area Section I
(Pre-qualified Contractors Roads and Drainage)**

The Business Development Division evaluated the **three bids** submitted for this project. One of the bidders on the pre-qualified contractors Roads and Drainage listing was a Minority Business Enterprise (MBE) firm. The **one** Orange County Certified Minority Business Enterprise firm **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

Y20-197-AV, Right of Way Mowing - Bithlo Area Section I (Pre-Qualified)

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.	\$923,135				
2nd Low	Groundtek of Central Florida, LLC (HM)	\$1,097,475	\$174,340	18.89%		
3rd Low	AmeriScapes Landscape Management Services, LLC	\$1,875,125	\$951,990	103.13%	\$777,650	70.86%