



## Interoffice Memorandum

January 13, 2022

To: Mayor Jerry L. Demings  
-AND-  
County Commissioners

FROM:  Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Michael Drozeck, Manager, Stormwater Management Division  
407-836-7945

SUBJECT: Award of Invitation for Bids Y22-135-MV, MSBU and Non-MSBU Retention Pond  
Mowing and Maintenance – Apopka Zellwood

### ACTION REQUESTED:

Approval to award Invitation for Bids Y22-135-MV, MSBU and Non-MSBU Retention Pond Mowing and Maintenance – Apopka Zellwood, to the low responsive and responsible bidder, Aero GroundTek, LLC, in the estimated contract award amount of \$315,600 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

### PROCUREMENT:

This contract will provide mowing, edging, herbicide treatment, and litter removal for retention ponds located in the Apopka Zellwood area.

### FUNDING:

Funding is available in account numbers 1142-072-2902-3816 and 1002-072-2708-3816.

### APPROVALS:

The Stormwater Management Division and Business Development Division concur with this recommendation.

### DISCUSSION:

Four bids from pre-qualified vendors were received in response to this Invitation for Bids and evaluated for responsiveness, responsibility, and price reasonableness. Aero GroundTek, LLC is the low responsive responsible bidder. The bid is considered reasonable based on comparison to prices for the same services under prior County contracts. This bidder has performed satisfactorily on previous contracts and the reference check were satisfactory. Additionally, their bid is 6% less than the engineer's estimate. Therefore, award is recommended to Aero GroundTek, LLC.

Award of Invitation for Bids Y22-135-MV, MSBU and Non-MSBU Retention Pond Mowing and Maintenance – Apopka Zellwood

Bid tabulation is as follows:

<u>BIDDER:</u>	<u>BASE YEAR</u>	<u>OPTION YEAR 1</u>	<u>OPTION YEAR 2</u>	<u>TOTAL ESTIMATED BID</u>
Aero GroundTek, LLC	\$315,600	\$341,900	\$368,200	\$1,025,700
Juniper Landscaping of Florida, LLC	\$328,200	\$355,550	\$387,800	\$1,071,550
B & B Outdoor Services, LLC	\$339,000	\$371,800	\$402,850	\$1,113,650
Industrial Mowing and Maintenance, LLC	\$786,000	\$851,500	\$917,000	\$2,554,500



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

January 10, 2022

TO: Melisa Vergara, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y22-135-MV, MSBU & Non-MSBU Pond Mowing Zellwood  
Apopka**

The Business Development Division evaluated the **four bids** submitted for this project. **None of the bidders** were an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid openings there was at least one firms certified at the prime level for the scope of service. 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