



## Interoffice Memorandum

July 31, 2023

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

C.M.

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

CONTACT: Eduardo Avellaneda, M.S., P.E., Manager II, Roads and Drainage  
Division  
407-836-7871

SUBJECT: Award of Invitation for Bids Y23-180-AV, Landscape Maintenance – Taft  
Area Section I

### ACTION REQUESTED:

Approval to award Invitation for Bids Y23-180-AV, Landscape Maintenance–Taft Area Section I, to the low responsive and responsible bidder, Lawnwalker Services, Inc., in the estimated contract award amount of \$697,176.50 for the base year. Request authorization for the Procurement Division to exercise option years one and two.

In the event the bidder recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

### PURPOSE:

This contract will provide landscape maintenance services on the right-of-way for County owned properties.

### FUNDING:

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

### APPROVALS:

The Roads and Drainage Division and Business Development Division concur with this recommendation.

REMARKS:

Five bids were received in response to this Invitation for Bids (IFB) and were evaluated for responsiveness, responsibility, and price reasonableness. Mae Mancilla LLC was deemed non-responsive for failure to submit a complete bid response form. Seasonal Effects LLC and Solscape Services, LLC were deemed non-responsible for failure to comply with reference requirements as identified in the IFB. Lawnwalker Services, Inc. has a satisfactory record of performance and is considered responsible. Prices have been determined reasonable compared to current contracted pricing. Therefore, award is recommended to Lawnwalker Services, Inc.

The bid tabulation is as follows:

<b>Lawnwalker Services, Inc.</b>	Base Year	\$697,176.50
	Option Year 1	\$778,836.50
	Option Year 2	\$553,616.50
	<b>Total Estimated Bid</b>	<b>\$2,029,629.50</b>
<b>Aero Groundtek LLC</b>	Base Year	\$1,269,735.00
	Option Year 1	\$1,281,685.00
	Option Year 2	\$1,256,185.00
	<b>Total Estimated Bid</b>	<b>\$3,807,605.00</b>

Mae Mancilla LLC	Non-responsive
Seasonal Effects LLC	Non-responsible
Solscape Services, LLC	Non-responsible



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

August 8, 2023

TO: Ana Villalona, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y23-180-AV, Landscape Maintenance – Taft Area Sec I**

The Business Development Division evaluated the **four bids** submitted for this project. **None of the bidders are** an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening, there were no firms certified at the prime level for the scope of service. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

Also, I confirm my recommendation is free of conflicts of interest.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*