



Interoffice Memorandum

August 26, 2019

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

FROM:  Carrie Mathes, Manager, Procurement Division

CONTACT: Jacqueline Torbert, Manager, Water Operations
(407) 254-9830

SUBJECT: Award of Invitation for Bids Y19-1040-AV, Landscape Management of Active and Inactive Water Plants

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-1040-AV, Landscape Management of Active and Inactive Water Plants, to the following low responsive and responsible bidders by Lot for an estimated contract award amount for a three-year term: Lot A, Helping Hand Lawn Care, Inc. \$384,600, Lot B, Helping Hand Lawn Care, Inc. \$333,120; and Lot C, Aristocuts Lawn & Garden Services, Inc. \$477,660. Further, request authorization for the Procurement Division to renew the contracts for two additional 1-year terms.

PROCUREMENT:

To provide landscaping services for twenty-four active and ten inactive water plants throughout Orange County.

FUNDING:

Funding is available in account 4420-038-1324-3810.

APPROVALS:

The Utilities Department and Business Development Division concur with this recommendation.

REMARKS:

Seven bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The solicitation limited award to a maximum of two lots per vendor. Recommendation for award is made to the lowest responsive and responsible bidder: for Lot A, Helping Hand Lawn Care, Inc.; for Lot B, Helping Hand Lawn Care, Inc.; and for Lot C, Aristocuts Lawn & Garden Services, Inc. Both bidders meet the requirements of this solicitation.

Bid Tabulation is as follows:

LOT A

Helping Hand Lawn Care, Inc.	\$384,600
Aristocuts Lawn & Garden Services, Inc.	\$416,352
D3 Enviroscope, LLC	\$454,740
Quisqueya Landscaping Services, LLC	\$492,288
Seasonal Effects, LLC	\$537,072
Millennium Services of Florida, LLC	\$766,140
Florida Greenscapes Management Inc.	\$1,622,358

LOT B

Helping Hand Lawn Care, Inc.	\$333,120
Quisqueya Landscaping Services, LLC	\$351,420
Florida Greenscapes Management Inc.	\$362,970
Aristocuts Lawn & Garden Services, Inc.	\$427,740
Seasonal Effects, LLC	\$443,940
D3 Enviroscope, LLC	\$467,376
Millennium Services of Florida, LLC	\$741,180

LOT C

Aristocuts Lawn & Garden Services, Inc.	\$477,660
Helping Hand Lawn Care, Inc.	\$612,360
D3 Enviroscope, LLC	\$626,340
Quisqueya Landsacping Services, LLC	\$634,560
Seasonal Effects, LLC	\$685,584
Millennium Services of Florida, LLC	\$841,020
Florida Greenscapes Management Inc.	\$1,811,586



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

September 11, 2019

TO: Ana Villalona, Senior Purchasing Agent
Procurement Division

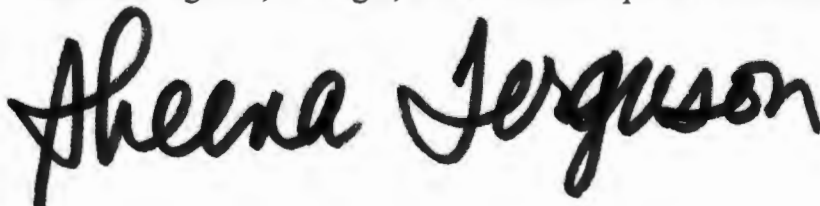
FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y19-1040-AV, Landscape Management of Active and Inactive Water Plants (Lot A)**

The Business Development Division evaluated the **seven bids** submitted for this project. Two of the bidders are Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening at least eight firms were certified at the prime level in the scope of service. The **two** Orange County Certified Minority/Women Business Enterprise (M/WBE) firms **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

Y19-1040-AV, Landscape Management of Active and Inactive Water Plants (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	Helping Hand Lawn Care, Inc.	\$384,600				
2nd Low	Aristocuts Lawn & Garden Services, Inc. (WF)	\$416,352	\$31,752	8.26%		
3rd Low	D3 Enviroscape, LLC (AFAM)	\$454,740	\$70,140	18.24%	\$38,388	9.22%
4th Low	Quisqueya Landscaping Services, LLC	\$492,288	\$107,688	28.00%	\$75,936	18.24%
5th Low	Seasonal Effects, LLC	\$537,072	\$152,472	39.64%	\$120,720	28.99%
6th Low	Millennium Services of Florida, LLC	\$766,140	\$381,540	99.20%	\$349,788	84.01%
7th Low	Florida Greenscapes Management Inc.	\$1,622,358	\$1,237,758	321.83%	\$1,206,006	289.66%




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September 11, 2019

TO: Ana Villalona, Senior Purchasing Agent
Procurement Division

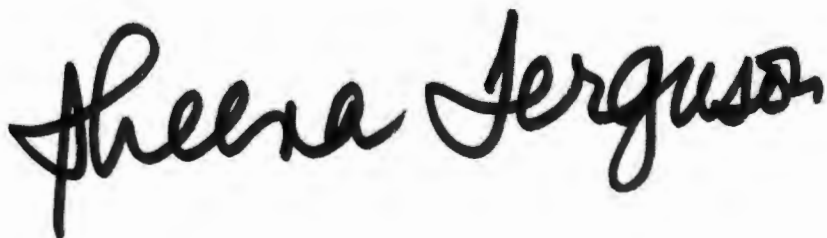
FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y19-1040-AV, Landscape Management of Active and Inactive Water Plants (Lot B)**

The Business Development Division evaluated the **seven bids** submitted for this project. Two of the bidders are Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening at least eight firms were certified at the prime level in the scope of service. The **two** Orange County Certified Minority/Women Business Enterprise (M/WBE) firms **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

Y19-1040-AV, Landscape Management of Active and Inactive Water Plants (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	Helping Hand Lawn Care, Inc.	\$333,120				
2nd Low	Quisqueya Landscaping Services, LLC	\$351,420	\$18,300	5.49%		
3rd Low	Florida Greenscapes Management Inc.	\$362,970	\$29,850	8.96%	\$11,550	3.29%
4th Low	Aristocuts Lawn & Garden Services, Inc. (WF)	\$427,740	\$94,620	28.40%	\$76,320	21.72%
5th Low	Seasonal Effects, LLC	\$443,940	\$110,820	33.27%	\$92,520	26.33%
6th Low	D3 Enviroscape, LLC (AFAM)	\$467,376	\$134,256	40.30%	\$115,956	33.00%
7th Low	Millennium Services of Florida, LLC	\$741,180	\$408,060	122.50%	\$389,760	110.91%




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

September 11, 2019

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-Y19-1040-AV, Landscape Management of Active and Inactive Water Plants (Lot C)**

The Business Development Division evaluated the **seven bids** submitted for this project and found that this contract may be awarded to **Aristocuts Lawn & Garden Services, Inc.**, a Certified Women Business Enterprise (WBE) firm. At the time of bid opening at least eight firms were certified at the prime level in the scope of service. The Orange County certified Women Business Enterprise (WBE) firm is the lowest bidder. 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

Y19-1040-AV, Landscape Management of Active and Inactive Water Plants (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	Aristocuts Lawn & Garden Services, Inc. (WF)	\$477,660				
2nd Low	Helping Hand Lawn Care, Inc.	\$612,360	\$134,700	28.20%		
3rd Low	D3 Enviroscope, LLC (AFAM)	\$626,340	\$148,680	31.13%	\$13,980	2.28%
4th Low	Quisqueya Landscaping Services, LLC	\$634,560	\$156,900	32.85%	\$22,200	3.63%
5th Low	Seasonal Effects, LLC	\$685,584	\$207,924	43.53%	\$73,224	11.96%
6th Low	Millennium Services of Florida, LLC	\$841,020	\$363,360	76.07%	\$228,660	37.34%
7th Low	Florida Greenscapes Management Inc.	\$1,811,586	\$1,333,926	279.26%	\$1,199,226	195.84%