



Interoffice Memorandum

July 16, 2019

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

FROM: Carrie Mathes, Manager, Procurement Division

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

SUBJECT: Award of Invitation for Bids Y19-1011-MV, MSBU and Non-MSBU Retention Pond Mowing and Maintenance John Young, Taft I, Taft II and Goldenrod/Bithlo

ACTION REQUIRED:

Approval to award Invitation for Bids Y19-1011-MV, MSBU and Non-MSBU Retention Pond Mowing and Maintenance John Young, Taft I, Taft II and Goldenrod/Bithlo, to the low responsive and responsible bidders by lot for the base year. Further request authorization for the Procurement Division to exercise option years one and two for all contracts.

| <u>LOTS</u> | <u>BIDDER</u> | <u>BASE YEAR</u> |
|-------------|----------------------------------------|------------------|
| LOT A | GroundTek of Central Florida, LLC | \$168,550 |
| LOT B | Carol King Landscape Maintenance, Inc. | \$177,100 |
| LOT C | Carol King Landscape Maintenance, Inc. | \$223,200 |
| LOT D | Carol King Landscape Maintenance, Inc. | \$291,400 |

PROCUREMENT:

To provide mowing, edging, herbicide treatment, and litter removal for retention ponds located in the John Young, Taft I, Taft II, and Goldenrod/Bithlo areas of Orange County.

FUNDING:

Funds are available in account numbers 1002 072 2708 3816 and 1142 072 2902 3816.

APPROVALS:

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

REMARKS:

Four bids from pre-qualified bidders were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. GroundTek of Central Florida, LLC is a certified M/WBE firm whose bid for Lot A is within the 6% allowed by the solicitation for award to other than the low bidder, in accordance with the County's M/WBE Ordinance, Section 17-324.

The bids received from GroundTek of Central Florida, LLC and Carol King Landscape Maintenance, Inc. are considered reasonable based on comparison to prices for the same services under prior County contracts. Based on pre-qualification of all bidders GroundTek of Central Florida, LLC and Carol King Landscape Maintenance, Inc. have satisfactorily provided similar services to the County. Therefore, award is recommended to GroundTek of Central Florida, LLC and Carol King Landscape Maintenance, Inc.

The bid tabulation is as follows:


| | BASE YEAR | OPTION YEAR 1 | OPTION YEAR 2 | TOTAL ESTIMATED BID |
|------------------------------------------------|----------------------|--------------------------|--------------------------|------------------------------------|
| LOT A – John Young | | | | |
| Carol King Landscape Maintenance, Inc. | \$161,220 | \$164,070 | \$177,915 | \$503,205 |
| GroundTek of Central Florida, LLC | \$168,550 | \$168,550 | \$179,650 | \$516,750 |
| Premier Lawn Maintenance, LLC | \$184,550 | \$184,550 | \$196,725 | \$565,825 |
| AmeriScapes Landscape Management Services, LLC | \$241,550 | \$241,550 | \$257,475 | \$740,575 |
| LOT B – Taft I | | | | |
| Carol King Landscape Maintenance, Inc. | \$177,100 | \$181,600 | \$198,550 | \$557,250 |
| GroundTek of Central Florida, LLC | \$199,600 | \$199,600 | \$212,950 | \$612,150 |
| Premier Lawn Maintenance, LLC | \$218,550 | \$218,550 | \$233,250 | \$670,350 |
| AmeriScapes Landscape Management Services, LLC | \$286,050 | \$286,050 | \$305,250 | \$877,350 |
| LOT C – Taft II | | | | |
| Carol King Landscape Maintenance, Inc. | \$223,200 | \$228,800 | \$244,875 | \$696,875 |
| GroundTek of Central Florida, LLC | \$248,400 | \$248,400 | \$259,500 | \$756,300 |
| Premier Lawn Maintenance, LLC | \$272,000 | \$272,000 | \$284,175 | \$828,175 |
| AmeriScapes Landscape Management Services, LLC | \$356,000 | \$356,000 | \$371,925 | \$1,083,925 |
| LOT D – Goldenrod/Bithlo | | | | |
| Carol King Landscape Maintenance, Inc. | \$291,400 | \$299,000 | \$316,800 | \$907,200 |
| GroundTek of Central Florida, LLC | \$337,000 | \$337,000 | \$348,200 | \$1,022,200 |
| Premier Lawn Maintenance, LLC | \$368,800 | \$368,800 | \$381,275 | \$1,118,875 |
| AmeriScapes Landscape Management Services, LLC | \$482,800 | \$482,800 | \$499,025 | \$1,464,625 |



BUSINESS DEVELOPMENT DIVISION

July 24, 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-Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance – John Young, Taft I, Taft II, Goldenrod and Bithlo (Pre-qualified Contractors Roads and Drainage) Lot A**

The Business Development Division evaluated the **4 bids** submitted for this project and found that this contract may be awarded to **GroundTek of Central Florida, LLC**, one of the bidders on the pre-qualified contractors Roads and Drainage listing was an Orange County Certified Minority Business Enterprise (MBE) firm. The Orange County Certified Minority Business Enterprise bidder, GroundTek of Central Florida, LLC, did not exceed the low bid by more than **6%** on contract awards greater than \$500,000 to \$750,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can be applied.

c: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON

Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance - John Young, Taft I, Taft II,
Goldenrod and Bithlo (Lot A)

| Rank | Bidder | Bid Amount | \$ Over Low Bid | % Difference From Low Bid (6%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid |
|---------|-----------------------------------------------|------------|-----------------|--------------------------------|---------------------|-------------------------------|
| Low Bid | Carol King Landscape Maintenance, Inc. | \$503,205 | | | | |
| 2nd Low | GroundTek of Central Florida, LLC (HM) | \$516,750 | \$13,545 | 2.69% | | |
| 3rd Low | Premier Lawn Maintenance, LLC | \$565,825 | \$62,620 | 12.44% | \$49,075 | 9.50% |
| 4th Low | AmeriScapes Landscape Management Service, LLC | \$740,575 | \$237,370 | 47.17% | \$223,825 | 43.31% |




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PROJECT: **IFB-Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance – John Young, Taft I, Taft II, Goldenrod and Bithlo (Pre-qualified Contractors Roads and Drainage) Lot B**

The Business Development Division evaluated the **4 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, Groundtek of Central Florida, LLC. The **one (1) Orange County Certified Minority Business Enterprise bidder, Groundtek of Central Florida, LLC was not within 6%** of the low bid for bid awards greater than \$500,000 to \$750,000. 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

Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance - John Young, Taft I, Taft II,
Goldenrod and Bithlo (Lot B)

| Rank | Bidder | Bid Amount | \$ Over Low Bid | % Difference From Low Bid (6%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid |
|---------|-----------------------------------------------|------------|-----------------|--------------------------------|---------------------|-------------------------------|
| Low Bid | Carol King Landscape Maintenance, Inc. | \$557,250 | | | | |
| 2nd Low | GroundTek of Central Florida, LLC (HM) | \$612,150 | \$54,900 | 9.85% | | |
| 3rd Low | Premier Lawn Maintenance, LLC | \$670,350 | \$113,100 | 20.30% | \$58,200 | 9.51% |
| 4th Low | AmeriScapes Landscape Management Service, LLC | \$877,350 | \$320,100 | 57.44% | \$265,200 | 43.32% |




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Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance – John Young, Taft I, Taft II, Goldenrod and Bithlo (Pre-qualified Contractors Roads and Drainage) Lot C**

The Business Development Division evaluated the **4 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, Groundtek of Central Florida, LLC. The **one (1) Orange County Certified Minority Business Enterprise** bidder, Groundtek of Central Florida, LLC **was not within 6%** of the low bid for bid awards greater than \$500,000 to \$750,000. 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

Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance - John Young, Taft I, Taft II,
Goldenrod and Bithlo (Lot C)

| Rank | Bidder | Bid Amount | \$ Over Low Bid | % Difference From Low Bid (6%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid |
|---------|-----------------------------------------------|-------------|-----------------|--------------------------------|---------------------|-------------------------------|
| Low Bid | Carol King Landscape Maintenance, Inc. | \$696,875 | | | | |
| 2nd Low | GroundTek of Central Florida, LLC (HM) | \$756,300 | \$59,425 | 8.53% | | |
| 3rd Low | Premier Lawn Maintenance, LLC | \$828,175 | \$131,300 | 18.84% | \$71,875 | 9.50% |
| 4th Low | AmeriScapes Landscape Management Service, LLC | \$1,083,925 | \$387,050 | 55.54% | \$327,625 | 43.32% |




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PROJECT: **IFB-Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance – John Young, Taft I, Taft II, Goldenrod and Bithlo (Pre-qualified Contractors Roads and Drainage) Lot D**

The Business Development Division evaluated the **4 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, Groundtek of Central Florida, LLC. The **one (1)** Orange County Certified Minority Business Enterprise bidder, Groundtek of Central Florida, LLC **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

Y19-1011-MV, MSBU & Non-MSBU Retention Pond Mowing and Maintenance - John Young, Taft I, Taft II,
Goldenrod and Bithlo (Lot D)

| Rank | Bidder | Bid Amount | \$ Over Low Bid | % Difference From Low Bid (5%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid |
|---------|-----------------------------------------------|-------------|-----------------|--------------------------------|---------------------|-------------------------------|
| Low Bid | Carol King Landscape Maintenance, Inc. | \$907,200 | | | | |
| 2nd Low | GroundTek of Central Florida, LLC (HM) | \$1,022,200 | \$115,000 | 12.68% | | |
| 3rd Low | Premier Lawn Maintenance, LLC | \$1,118,875 | \$211,675 | 23.33% | \$96,675 | 9.46% |
| 4th Low | AmeriScapes Landscape Management Service, LLC | \$1,464,625 | \$557,425 | 61.44% | \$442,425 | 43.28% |