



Interoffice Memorandum

March 2, 2021

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

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

CONTACT: Lynette Strong, Assistant to Director, Fiscal and Operational Support Division
407-254-9656

SUBJECT: Award of Invitation for Bids Y21-110-MV, Landscape Maintenance for Utilities Department

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-110-MV, Landscape Maintenance for Utilities Department, to the low, responsive and responsible bidders by lot, in the estimated contract award amounts listed below for a one-year term. Further request authorization for the Procurement Division to renew the contracts for four additional one-year terms.

	<u>BIDDER</u>	<u>ESTIMATED ANNUAL CONTRACT AMOUNT</u>
LOT A	Aristocuts Lawn & Garden Services, Inc.	\$391,500
LOT B	D3 Enviroscope, LLC	\$340,800
LOT C	Aristocuts Lawn & Garden Services, Inc.	\$353,700

PROCUREMENT:

These contracts will provide landscaping management and irrigation services at multiple sites for the Utilities Department.

FUNDING:

Funding is available in account numbers 4420-038-1310-3810, 4420-038-1359-3810, and 4420-038-1301-3810.

APPROVALS:

The Fiscal and Operational Support Division and Business Development Division concur with this recommendation.

DISCUSSION:

Seven bids were received in response to this Invitation for Bids and evaluated for responsiveness, responsibility, and price reasonableness. The bids received by A.L.G. Landscaping and ProScape, Inc. were deemed non-responsive for failing to submit a complete bid response.

Staff performed a technical evaluation of the bids and determined that each low bid was reasonable based on performance and experience. References provided by both bidders are satisfactory and also have a satisfactory record of performance. Based on previous contracts and research of similar contracts these rates are within industry standards.

The low, responsive, and responsible bidders have the ability and resources to perform in a satisfactory manner.

The bid tabulation is as follows:

<u>LOT A</u>	<u>ESTIMATED ANNUAL BID</u>
Aristocuts Lawn & Garden Service, Inc.	\$391,500
AERO GroundTek, LLC.	\$396,900
D3 Enviroscapes, LLC	\$409,920
Helping Hand Lawn Care, LLC.	\$449,976
AmeriScapes Landscape Management Services, LLC	\$978,720
A.L.G. Landscaping	Non-Responsive
ProScape, Inc.	Non-Responsive
 <u>LOT B</u>	
D3 Enviroscapes, LLC	\$340,800
Aristocuts Lawn & Garden Service, Inc.	\$342,600
AERO GroundTek, LLC.	\$355,500
Helping Hand Lawn Care, LLC.	\$714,000
AmeriScapes Landscape Management Services, LLC	\$732,300
A.L.G. Landscaping	Non-Responsive
ProScape, Inc.	Non-Responsive
 <u>LOT C</u>	
Aristocuts Lawn & Garden Service, Inc.	\$353,700
AERO GroundTek, LLC.	\$449,100
Helping Hand Lawn Care, LLC.	\$449,976
D3 Enviroscapes, LLC	\$495,000
AmeriScapes Landscape Management Services, LLC	\$946,500
A.L.G. Landscaping	Non-Responsive
ProScape, Inc.	Non-Responsive



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

February 23, 2021

TO: Melisa, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y21-110-MV, Landscape Maintenance for Utilities
Department**

The Business Development Division evaluated the **five bids** submitted for this project. One of the bidders was a Minority Business Enterprise (M/WBE) firm. At the time of bid opening at least three firms were certified at the prime level in the scope of service. The **one** Orange County Certified Minority Business Enterprise firm **was not within 4%** of the low bid for bid awards greater than \$2,000,000.01 to \$5,000,000. 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

Sheena Ferguson

IFB #Y21-110-MV, Landscape Maintenance for Utilities Department

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Aristocuts Lawn & Garden Services, Inc.	\$1,087,800				
2nd Low	D3 Enviroscape, LLC (AAMR)	\$1,245,720	\$157,920	14.52%		
3rd Low	Helping Hand Lawn Care, L.L.C.	\$1,613,952	\$526,152	48.37%	\$368,232	29.56%
4th Low	AmeriScapes Landscape Management Services, L.L.C.	\$2,657,520	\$1,569,720	144.30%	\$1,411,800	113.33%
5th Low	Aero Groundtek, L.L.C.	\$2,657,520	\$1,569,720	144.30%	\$1,411,800	113.33%