



## Interoffice Memorandum

July 8, 2019

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

FROM: Carrie Mathes, Manager, Procurement Division

CONTACT: Deodat Budhu, P.E., Manager, Roads and Drainage Division  
(407) 836-7871

SUBJECT: Award of Invitation for Bids Y19-1088-AV, Right-of-Way  
Mowing – Taft Area Section II

### ACTION REQUESTED:

Approval to award Invitation for Bids Y19-1088-AV, Right-of-Way Mowing – Taft Area Section II, to the low responsive and responsible bidder, Lawnwalker Services, Inc., in the estimated contract award amount of \$242,995 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

### PURPOSE:

This contract will provide right-of-way mowing 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:

Three bids were received from pre-qualified bidders in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Lawnwalker Services, Inc. has a satisfactory record of performance and is considered responsible. Prices have been determined reasonable as compared to current contracted pricing. Therefore, award is recommended to Lawnwalker Services, Inc.

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Award of Invitation for Bids Y19-1088-AV  
Right-of-Way Mowing – Taft Area Section II

The bid tabulation is as follows:

Lawnwalker Services, Inc.	Base Year	\$242,995
	Option Year 1	\$251,345
	Option Year 2	\$256,600
	Total Estimated Bid	\$750,940
GroundTek of Central Florida, LLC	Base Year	\$353,430
	Option Year 1	\$365,310
	Option Year 2	\$377,200
	Total Estimated Bid	\$1,095,940
AmeriScapes Landscape Management Services, LLC	Base Year	\$484,425
	Option Year 1	\$500,175
	Option Year 2	\$516,000
	Total Estimated Bid	\$1,500,600



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

July 24, 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-Y19-1088-AV, Right of Way Mowing – Taft Area Section II  
(Pre-qualified Contractors Roads and Drainage)**

The Business Development Division evaluated the **3 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

### Y19-1088-AV, Right of Way Mowing - Taft Area Section II

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Lawnwalker Services, LLC	\$750,940				
2nd Low	AmeriScapes Landscape Management Services, LLC	\$1,500,600	\$749,660	99.83%		
3rd Low	GroundTek of Central Florida, LLC (HM)	\$1,095,940	\$345,000	45.94%	-\$404,660	-26.97%