



Interoffice Memorandum

June 17, 2021

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

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

CONTACT: Troy Layton, Manager, Utilities Field Services Division
407-836-6822

SUBJECT: Award of Invitation for Bids Y21-129-TJ, Weed Control Services for the Orange County Pump Stations

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-129-TJ, Weed Control Services for the Orange County Pump Stations, to the low responsive and responsible bidders by Lot, PROscape, Inc. in the estimated contract award amount of \$272,700 for Lot 1, NaturChem, Inc. in the estimated contract award amount of \$250,774.92 for Lot 2, and Airboat Addicts, Inc. in the estimated contract award amount of \$291,492 for Lot 3 for three-year terms. Further request authorization for the Procurement Division to renew the contracts for two additional one-year terms.

PROCUREMENT:

This contract will provide necessary personnel and herbicides to effectively control indigenous and non-indigenous weeds at pump station sites for safety of personnel and keeping sites aesthetically pleasing.

FUNDING:

Funding is available in account number 4420-038-1347-3810.

APPROVALS:

The Utilities Field Services and Business Development Divisions concur with this request.

REMARKS:

Ten bids were received in response to this Invitation for Bids and were evaluated for price reasonableness, responsiveness, and responsibility. Award was on a lot-by-lot basis to the lowest responsive and responsible bidder and awarded to no more than one bidder per lot, awarding three separate contracts with the understanding that no one bidder may be award multiple contracts due to the complexity and size of the services to be rendered.

Award of Invitation for Bids Y21-129-TJ, Weed Control Services for the Orange County Pump Stations
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The bid from Kevin Klean Kutts was deemed non-responsive for failure to submit the required documents. The bids from Rockhopper Services, Inc., Safe Lawn, Inc., and D3 EnviroScape, LLC were deemed non-responsible for failure to provide sufficient qualifications and similar scope experience are required in the solicitation. The resources proposed by PROscape, Inc., NaturChem, Inc., and Airboat Addicts, Inc. meet the requirements outlined in the solicitation. The bids are considered reasonable and realistic for the services to be performed. The bidders have had a satisfactory record of performance with the references contacted.

The bid tabulation is as follows:

	Lot 1		
#	Bidder	Total Est. Annual Bid	Total 3-Yr Bid
1	PROscape, Inc.	\$ 90,900.00	\$ 272,700.00
2	NaturChem, Inc.	\$ 121,187.88	\$ 363,563.64
3	Airboat Addicts, Inc.	\$ 159,984.00	\$ 479,952.00
4	Helping Hand Lawn Care, LLC	\$ 163,620.00	\$ 490,860.00
5	Ground Level, Inc.	\$ 236,340.00	\$ 709,020.00
6	Aristocuts Lawn and Garden Services, Inc.	\$ 385,956.00	\$ 1,157,868.00

	Lot 2		
#	Bidder	Total Est. Annual Bid	Total 3-Yr Bid
1	PROscape, Inc.	\$ 62,700.00	\$ 188,100.00
2	NaturChem, Inc.	\$ 83,591.64	\$ 250,774.92
3	Airboat Addicts, Inc.	\$ 97,812.00	\$ 293,436.00
4	Helping Hand Lawn Care, LLC	\$ 112,860.00	\$ 338,580.00
5	Ground Level, Inc.	\$ 163,020.00	\$ 489,060.00
6	Aristocuts Lawn and Garden Services, Inc.	\$ 279,684.00	\$ 839,052.00

	Lot 3		
#	Bidder	Total Est. Annual Bid	Total 3-Yr Bid
1	PROscape, Inc.	\$ 62,700.00	\$ 188,100.00
2	NaturChem, Inc.	\$ 83,591.64	\$ 250,774.92
3	Airboat Addicts, Inc.	\$ 97,164.00	\$ 291,492.00
4	Helping Hand Lawn Care, LLC	\$ 112,860.00	\$ 338,580.00
5	Ground Level, Inc.	\$ 163,020.00	\$ 489,060.00
6	Aristocuts Lawn and Garden Services, Inc.	\$ 247,680.00	\$ 743,040.00

Award of Invitation for Bids Y21-129-TJ, Weed Control Services for the Orange County
Pump Stations
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D3Enviroscape, LLC	non-responsible
Kevin Klean Kutts	non-responsive
Rockhopper Services, Inc.	non-responsible
Safe Lawn, Inc.	non-responsible



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

June 4, 2021

TO: Todd Jackson, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y21-129-TJ, Weed Control Services for the Orange
County Pumping Stations (Lot 1)**

The Business Development Division evaluated the **six bids** submitted for this project. One of the bidders was a Women Business Enterprise (WBE) firm. At the time of bid opening at least 11 firms were certified at the prime level in the scope of service. The **one** Orange County Certified Women Business Enterprise firm **was 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

Sheena Ferguson

BID COMPARISON**Y21-129-TJ, Weed Control Services for the Orange County Pumping Stations (Lot 1)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	PROscape, Inc.	\$272,700				
2nd Low	NaturChem, Inc	\$363,563.64	\$90,864	33.32%		
3rd Low	Airboat Addicts, Inc.	\$479,952	\$207,252	76.00%	\$116,388	32.01%
4th Low	Helping Hand Lawn Care, L.L.C.	\$490,860	\$218,160	80.00%	\$127,296	35.01%
5th Low	Ground Level, Inc.	\$709,020	\$436,320	160.00%	\$345,456	95.02%
6th Low	Aristocuts Lawn and Garden Services, Inc. (WF)	\$1,157,868	\$885,168	324.59%	\$794,304	218.48%



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BUSINESS DEVELOPMENT DIVISION

June 4, 2021

TO: Todd Jackson, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y21-129-TJ, Weed Control Services for the Orange
County Pumping Stations (Lot 2)**

The Business Development Division evaluated the **six bids** submitted for this project. One of the bidders was a Women Business Enterprise (WBE) firm. At the time of bid opening at least 11 firms were certified at the prime level in the scope of service. The **one** Orange County Certified Women Business Enterprise firm **was 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

Sheena Ferguson

BID COMPARISON**Y21-129-TJ, Weed Control Services for the Orange County Pumping Stations (Lot 2)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	PROscape, Inc.	\$188,100				
2nd Low	NaturChem, Inc	\$250,774.92	\$62,675	33.32%		
3rd Low	Airboat Addicts, Inc.	\$293,436	\$105,336	56.00%	\$42,661	17.01%
4th Low	Helping Hand Lawn Care, L.L.C.	\$338,580	\$150,480	80.00%	\$87,805	35.01%
5th Low	Ground Level, Inc.	\$489,060	\$300,960	160.00%	\$238,285	95.02%
6th Low	Aristocuts Lawn and Garden Services, Inc. (WF)	\$839,052	\$650,952	346.07%	\$588,277	234.58%



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BUSINESS DEVELOPMENT DIVISION

June 4, 2021

TO: Todd Jackson, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y21-129-TJ, Weed Control Services for the Orange
County Pumping Stations (Lot 3)**

The Business Development Division evaluated the **six bids** submitted for this project. One of the bidders was a Women Business Enterprise (WBE) firm. At the time of bid opening at least 11 firms were certified at the prime level in the scope of service. The **one** Orange County Certified Women Business Enterprise firm **was 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

Sheena Ferguson

BID COMPARISON**Y21-129-TJ, Weed Control Services for the Orange County Pumping Stations (Lot 3)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	PROscape, Inc.	\$188,100				
2nd Low	NaturChem, Inc	\$250,774.92	\$62,675	33.32%		
3rd Low	Airboat Addicts, Inc.	\$291,492	\$103,392	54.97%	\$40,717	16.24%
4th Low	Helping Hand Lawn Care, L.L.C.	\$338,580	\$150,480	80.00%	\$87,805	35.01%
5th Low	Ground Level, Inc.	\$489,060	\$300,960	160.00%	\$238,285	95.02%
6th Low	Aristocuts Lawn and Garden Services, Inc. (WF)	\$743,040	\$554,940	295.02%	\$492,265	196.30%