



Interoffice Memorandum

May 10, 2024

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

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

Contact: Michael J. Drozeck, P.E., CFM, Manager II, Stormwater Division  
407-836-7945

Subject: Award of Invitation for Bids Y24-193-MM, Primary Canal Mowing and  
Maintenance Services for Stormwater Management

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y24-193-MM, Primary Canal Mowing and Maintenance Services for Stormwater Management, to the low responsive and responsible bidder, Aero Groundtek, LLC, in the estimated contract award amount of \$298,800 for the base year. Further request Board authorization for the Procurement Division to exercise option years one and two.

In the event the bidder recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-Verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

**PROCUREMENT:**

This contract will provide primary canal mowing and maintenance, to include roadside, flat and slope mowing, litter/debris and grass clipping removal, brush control and removal, edging, and herbicide treatment at specified locations throughout Orange County.

**FUNDING:**

Funding is available in account number 1002-072-2708-3816.

**APPROVALS:**

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

**REMARKS:**

Eight bids were received in response to this Invitation for Bids and evaluated for responsiveness, responsibility, and price reasonableness. Aero Groundtek, LLC has the necessary manpower and equipment to perform this contract. They received overall satisfactory references results and are also currently performing this work for the County with an overall rating of satisfactory.

Therefore, award is recommended to Aero Groundtek, LLC.

The bid tabulation is as follows:

<u>BIDDERS:</u>	<u>BID TOTAL:</u>	
Aero Groundtek, LLC	Base Year	\$298,800
	Option Year 1	\$339,800
	Option Year 2	\$380,800
	Bid Total	\$1,019,400
Fuller's Lawn Care & Pressure Washing, Inc.	Base Year	\$304,000
	Option Year 1	\$347,000
	Option Year 2	\$390,000
	Bid Total	\$1,041,000
Solscape Services, LLC	Base Year	\$335,400
	Option Year 1	\$383,300
	Option Year 2	\$431,200
	Bid Total	\$1,149,900
Bergeron Emergency Services, Inc.	Base Year	\$338,180
	Option Year 1	\$395,700
	Option Year 2	\$444,700
	Bid Total	\$1,178,580
Premier Lawn Maintenance, LLC	Base Year	\$323,000
	Option Year 1	\$393,000
	Option Year 2	\$468,500
	Bid Total	\$1,184,500
Industrial Mowing & Maintenance	Base Year	\$374,800
	Option Year 1	\$411,800
	Option Year 2	\$444,800
	Bid Total	\$1,231,400
Seasonal Effects, LLC	Base Year	\$381,000
	Option Year 1	\$435,000
	Option Year 2	\$489,000
	Bid Total	\$1,305,000

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Services for Stormwater Management  
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Agri-Timber, Inc.	Base Year	\$1,626,600
	Option Year 1	\$1,800,000
	Option Year 2	\$2,000,000
	Bid Total	\$5,426,600



**BUSINESS DEVELOPMENT DIVISION**

May 22, 2024

TO: Megan Miller, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation Revised

**PROJECT: IFB-Y24-193-MM, Primary Canal Mowing**

The Business Development Division evaluated the **eight bids** submitted for this project. One of the bidders was a Women Business Enterprise (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 Women Business Enterprise firm **was not within 5%** of the low bid for bid awards greater than \$750,000.01 to \$2,000,000.01. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

Also, I confirm my recommendation is free of conflicts of interest.

*Sheena Ferguson 5.22.2024*