



**Interoffice Memorandum**

April 16, 2019

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

**FROM:** Carrie Mathes, Manager, Procurement Division

**CONTACT:** Deodat Budhu, Manager, Roads and Drainage Division  
407-836-7919

**SUBJECT:** Award of Invitation for Bids Y19-1045-PD, Right-of-Way  
Mowing – Apopka Area, Section II

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y19-1045-PD, Right-of-Way Mowing – Apopka Area, Section II, to the low responsive and responsible bidder, Groundtek of Central Florida, LLC, in the estimated contract award amount of \$350,540 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

**PROCUREMENT:**

To provide right-of-way mowing in the Apopka Area, Section II, located in District 2.

**FUNDING:**

Funding is available in account number 1002 072 2906 3816. The Roads and Drainage Division anticipates that the entire contract amount will be ordered during the contract period. Funds will be cited on individual delivery orders.

**APPROVALS:**

The Roads and Drainage Division and Business Development Division concur with this recommendation.

REMARKS:

Three bids from pre-qualified bidders were received and evaluated for responsiveness, responsibility, and price. Groundtek of Central Florida, LLC is the lowest responsive responsible bidder. The bid is considered reasonable based on comparison to prices for the same services under the current County right-of-way contract for the same area. Therefore, award is recommended to Groundtek of Central Florida, LLC.

Bid tabulation is as follows:

	BASE YEAR	OPTION YEAR 1	OPTION YEAR 2	TOTAL EST BID
Groundtek of Central Florida, LLC	\$350,540	\$353,575	\$357,700	\$1,061,815
Lawnwalker Services, LLC dba Millennium Grounds and Waters	\$483,750	\$395,575	\$307,500	\$1,186,825
Ameriscapes Landscape Management Services, LLC	\$438,550	\$443,125	\$449,000	\$1,330,675




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

March 28, 2019

TO: Perry Davis, Senior Purchasing Agent  
Procurement Division


FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y19-1045-PD, Right of Way Mowing Apopka Area II**

The Business Development Division evaluated the 3 bids submitted for this project and found that this contract may be awarded to **Groundtek of Central Florida, Inc.** a Certified Minority/Women Business Enterprise bidder. The Orange County certified firm is the lowest bidder. Thus, the bid preference does not apply, per the County's M/WBE Ordinance, Section 17-324.

c: Sheena Ferguson, Manager, Business Development Division



## BID COMPARISON

### Y19-1045-PD, Right of Way Mowing Apopka Area II

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Groundtek of Central Florida, Inc. (AFAM)	\$1,061,815				
2nd Low	Lawnwalker Services, LLC	\$1,186,825	\$125,010	11.77%		
3rd Low	AmeriScapes Landscape Management Services, LLC.	\$1,330,675	\$268,860	25.32%	\$143,850	12.12%