



## Interoffice Memorandum

March 7, 2017

TO: Mayor Teresa Jacobs  
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

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

SUBJECT: Award of Invitation for Bids Y17-1001-DG, Right-of-Way  
Mowing – Bithlo Area, Section I

### ACTION REQUESTED:

Approval to award Invitation for Bids Y17-1001-DG, Right-of-Way Mowing – Bithlo Area, Section I, to the low responsive and responsible bidder, Lawnwalker Services, Inc., in the estimated contract award amount of \$275,050 for the basic year. Further request authorization for the Procurement Division to exercise option years one and two.

### PROCUREMENT:

To provide right-of-way mowing in the Bithlo Area, Section I, located in District 5.

### 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 the Business Development Division concur with this recommendation.

REMARKS:

Three bids from pre-qualified bidders were received in response to the Invitation for Bids and evaluated for responsiveness, responsibility and price. Lawnwalker Services, Inc. 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 Lawnwalker Services, Inc.

Bid tabulation is as follow:

	BASIC YEAR	OPTION YEAR 1	OPTION YEAR 2	TOTAL EST BID
Lawnwalker Services, Inc.	\$275,050	\$295,425	\$254,950	\$ 825,425
Groundtek of Central Florida, LLC	\$303,950	\$316,160	\$328,320	\$ 948,430
AmeriScapes Landscape Management Services, LLC	\$548,250	\$507,975	\$494,550	\$1,550,775




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

February 7, 2017

TO: Dorothy Gordon, Senior Purchasing Agent  
Procurement Division

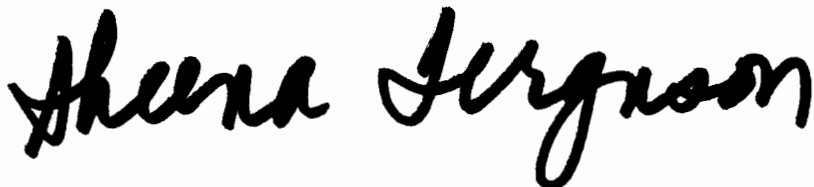
FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y17-1001-DG, Right of Way Mowing – Bithlo Area, Section I**

The Business Development Division evaluated the **3 bids** submitted for this project and found that the **one (1)** Orange County certified Minority Women Business Enterprise bidder **was not within 5%** of the low bid for bid awards from \$750,000.00 to \$2,000,000.00. 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

### Y17-1001-DG, Right of Way Mowing - Bithlo Area, Section I

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, Inc.	\$825,425				
2nd Low	Groundtek of Central Florida, LLC. (HM)	\$948,430	\$123,005	14.90%		
3rd Low	AmeriScapes Landscape and Management Services, LLC	\$1,550,775	\$725,350	87.88%	\$602,345	63.51%