



## 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,<br>LLC              | Base Year           | \$353,430   |
|   | Option Year 1       | \$365,310   |
|   | Option Year 2       | \$377,200   |
|   | Total Estimated Bid | \$1,095,940 |
| AmeriScapes Landscape Management<br>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%                       |