



Interoffice Memorandum

APPROVED BY ORANGE
COUNTY BOARD OF COUNTY
COMMISSIONERS

BCC Mtg. Date: Aug. 02, 2016

July 13, 2016

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: *CW* Carrie Woodell, Manager, Procurement Division

Contact: Deodat Budhu, P.E., Manager, Roads and Drainage Division
407-836-7872

Subject: Award of Invitation for Bids Y16-1085-PD, Landscape Maintenance
Roads and Drainage Division

ACTION REQUESTED:

Approval to award Invitation for Bids Y16-1085-PD, Landscape Maintenance Roads and Drainage Division, to the low responsive and responsible bidders, Begley's Cleaning Service, Inc. dba Millennium Grounds & Waters for Lot A in the estimated contract award amount of \$902,520 for a 1-year term contract and to Lawnwalker Services, Inc. for Lots B, C and D in the estimated contract award amount of \$1,973,283.50 for a 1-year term contract. Further request authorization for the Procurement Division to exercise two 1-year options.

PROCUREMENT:

These contracts provide for landscape maintenance including mowing (inclusive of edging, herbicide treatment, grass clipping and litter removal, brush control), fertilization of turf, additional litter removal, tree and plant replacement, maintenance of planted beds and trees, removal of dead or fallen trees, straightening of established trees, inlet opening cleaning, and sodding as ordered by the county.

FUNDING:

Funding is available in account number 1002 072 2906 3816.

APPROVALS:

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

Y16-1085-PD

Landscape Maintenance Roads and Drainage Division

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REMARKS:

Five bids from pre-qualified bidders were received in response to this Invitation for Bids. The bids were evaluated for price, responsiveness and responsibility. Award is recommended to the low responsive and responsible bidders. Begley's Cleaning Service, Inc. dba Millennium Grounds and Waters and Lawnwalker Services, Inc. for the lots indicated. The bid submitted by Groundtek of Central Florida for Lot D was determined to be Non-Responsive due to an incomplete bid response form.

Bid Tabulation:

Lot A

Begley's Cleaning Service, Inc.
dba Millennium Grounds & Waters

Base Year	\$ 902,520
Option Year 1	\$ 906,520
Option Year 2	<u>\$ 906,520</u>
Total Estimated Bid	\$2,715,560

P&L Lawn Maintenance, Inc.

Base Year	\$1,045,200
Option Year 1	\$1,045,200
Option Year 2	<u>\$1,045,200</u>
Total Estimated Bid	\$3,135,600

Lawnwalker Services, Inc.

Base Year	\$1,071,039
Option Year 1	\$1,066,758
Option Year 2	<u>\$1,065,966</u>
Total Estimated Bid	\$3,203,763

Groundtek of Central Florida, LLC

Base Year	\$1,123,175
Option Year 1	\$1,127,150
Option Year 2	<u>\$1,125,400</u>
Total Estimated Bid	\$3,375,725

Ameriscapes Landscape Management Services, LLC

Base Year	\$2,022,230
Option Year 1	\$1,972,730
Option Year 2	<u>\$1,972,730</u>
Total Estimated Bid	\$5,967,690

Lot B

Lawnwalker Services, Inc.

Base Year	\$ 589,873.50
Option Year 1	\$ 590,253.50
Option Year 2	<u>\$ 590,164.50</u>
Total Estimated Bid	\$1,770,291.50

Begley's Cleaning Service, Inc.
dba Millennium Grounds & Waters

Base Year	\$ 814,525.00
Option Year 1	\$ 814,525.00
Option Year 2	<u>\$ 814,525.00</u>
Total Estimated Bid	\$2,443,575.00

Groundtek of Central Florida, LLC

Base Year	\$1,185,625.00
Option Year 1	\$1,218,250.00
Option Year 2	<u>\$1,224,250.00</u>
Total Estimated Bid	\$3,628,125.00

P&L Lawn Maintenance, Inc.

Base Year	\$1,219,580.00
Option Year 1	\$1,219,580.00
Option Year 2	<u>\$1,219,580.00</u>
Total Estimated Bid	\$3,658,740.00

Ameriscapes Landscape Management Services, LLC

Base Year	\$1,719,780.00
Option Year 1	\$1,689,780.00
Option Year 2	<u>\$1,671,780.00</u>
Total Estimated Bid	\$5,081,340.00

Lot C

Lawnwalker Services, Inc.

Base Year	\$ 719,268
Option Year 1	\$ 720,440
Option Year 2	<u>\$ 729,009</u>
Total Estimated Bid	\$2,168,717

Begley's Cleaning Service, Inc.
dba Millennium Grounds & Waters

Base Year	\$ 997,020
Option Year 1	\$ 997,020
Option Year 2	<u>\$ 997,020</u>
Total Estimated Bid	\$2,991,060

P&L Lawn Maintenance, Inc.

Base Year	\$1,254,085
Option Year 1	\$1,254,085
Option Year 2	<u>\$1,254,085</u>
Total Estimated Bid	\$3,762,255

Ameriscapes Landscape Management Services, LLC

Base Year	\$1,890,230
Option Year 1	\$1,890,230
Option Year 2	<u>\$1,828,230</u>
Total Estimated Bid	\$5,577,690

Groundtek of Central Florida, LLC

Base Year	\$1,897,825
Option Year 1	\$1,897,525
Option Year 2	<u>\$1,909,850</u>
Total Estimated Bid	\$5,705,200

Lot D

Lawnwalker Services, Inc.

Base Year	\$ 664,142.00
Option Year 1	\$ 663,657.50
Option Year 2	<u>\$ 664,266.50</u>
Total Estimated Bid	\$1,992,066.00

Begley's Cleaning Service, Inc.
dba Millennium Grounds & Waters

Base Year	\$1,198,020
Option Year 1	\$1,198,020
Option Year 2	<u>\$1,198,020</u>
Total Estimated Bid	\$3,594,160

P&L Lawn Maintenance, Inc.

Base Year	\$1,395,255
Option Year 1	\$1,395,225
Option Year 2	<u>\$1,395,225</u>
Total Estimated Bid	\$4,185,675

Ameriscapes Landscape Management Services, LLC

Base Year	\$1,900,130
Option Year 1	\$1,864,130
Option Year 2	<u>\$1,828,130</u>
Total Estimated Bid	\$5,592,390

Groundtek of Central Florida, LLC


Base Year	
Option Year 1	
Option Year 2	
Total Estimated Bid	Non-Responsive



BUSINESS DEVELOPMENT DIVISION

June 30, 2016

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-Y16-1085-PD, Landscape Maintenance Roads and Drainage Division
(Lot A)**

The Business Development Division evaluated the **5 bids** submitted for this project and found that the **2** Orange County Certified Minority Women Business Enterprise bidders **was not within 4%** of the low bid for bid awards \$2,000,000.01 to \$5,000,000.00. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division



BID COMPARISON

Y16-1085-PD, Landscape Maintenance Roads and Drainage Division (Lot A)


Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Begley's Cleaning Service, Inc. dba Millennium Grounds & Waters	\$2,715,560				
2nd Low	P&L Lawn Maintenance Inc. (HM)	\$3,135,600	\$420,040	15.47%		
3rd Low	Lawnwalker Services, Inc.	\$3,203,763	\$488,203	17.98%	\$68,163	2.17%
4th Low	Groundtek of Central Florida, LLC (HM)	\$3,375,725	\$660,165	24.31%	\$240,125	7.66%
5th Low	Ameriscapes Landscape Management Services, LLC	\$5,967,690	\$3,252,130	119.76%	\$2,832,090	90.32%



BUSINESS DEVELOPMENT DIVISION

July 14, 2016

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-Y16-1085-PD, Landscape Maintenance Roads and Drainage Division
(Lot B)**

The Business Development Division evaluated the **5 bids** submitted for this project and found that the **2** Orange County Certified Minority Women Business Enterprise bidders **was not within 5%** of the low bid for bid awards \$750,000.01 to \$2,000,000.00. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

BID COMPARISON

Y16-1085-PD, Landscape Maintenance Roads and Drainage Division (Lot B)


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.	\$1,770,291.50				
2nd Low	Begley's Cleaning Service, Inc. dba Millennium Grounds & Waters	\$2,443,575	\$673,284	38.03%		
3rd Low	Groundtek of Central Florida, LLC (HM)	\$3,628,125	\$1,857,834	104.95%	\$1,184,550	48.48%
4th Low	P&L Lawn Maintenance, Inc. (HM)	\$3,658,740	\$1,888,449	106.67%	\$1,215,165	49.73%
5th Low	Ameriscapes Landscape Management Services, LLC	\$5,081,340	\$3,311,049	187.03%	\$2,637,765	107.95%



BUSINESS DEVELOPMENT DIVISION

June 30, 2016

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-Y16-1085-PD, Landscape Maintenance Roads and Drainage Division
(Lot C)**

The Business Development Division evaluated the **5 bids** submitted for this project and found that the **2** Orange County Certified Minority Women Business Enterprise bidders **was not within 4%** of the low bid for bid awards \$2,000,000.01 to \$5,000,000.00. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division



BID COMPARISON

Y16-1085-PD, Landscape Maintenance Roads and Drainage Division (Lot C)


Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Lawnwalker Services, Inc.	\$2,168,717				
2nd Low	Begley's Cleaning Service, Inc. dba Millennium Grounds & Waters	\$2,991,060	\$822,343	37.92%		
3rd Low	P&L Lawn Maintenance, Inc. (HM)	\$3,762,255	\$1,593,538	73.48%	\$771,195	25.78%
4th Low	Ameriscapes Landscape Management Services, LLC	\$5,577,690	\$3,408,973	157.19%	\$2,586,630	86.48%
5th Low	Groundtek of Central Florida, LLC (HM)	\$5,705,200	\$3,536,483	163.07%	\$2,714,140	90.74%



BUSINESS DEVELOPMENT DIVISION

July 14, 2016

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-Y16-1085-PD, Landscape Maintenance Roads and Drainage Division
(Lot D)**

The Business Development Division evaluated the 4 bids submitted for this project and found that the 1 Orange County Certified Minority Women Business Enterprise bidder was not within 5% of the low bid for bid awards \$750,000.01 to \$2,000,000.00. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division



BID COMPARISON

Y16-1085-PD, Landscape Maintenance Roads and Drainage Division (Lot D)

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.	\$1,992,066				
2nd Low	Begley's Cleaning Service, Inc. dba Millennium Grounds & Waters	\$3,594,060	\$1,601,994	80.42%		
3rd Low	P&L Lawn Maintenance, Inc. (HM)	\$4,185,675	\$2,193,609	110.12%	\$591,615	16.46%
4th Low	Ameriscapes Landscape Management Services, LLC	\$5,592,390	\$3,600,324	180.73%	\$1,998,330	55.60%