COUNTY AGENDA REQUEST

Department:	Buildings and Grounds	Presenter(s):	Greg Ownby
Meeting Date:	Thursday, April 25, 2013	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to award Bid #873- Grass Mowing Services to Star Valley Landscapes Solutions, BeautyScapes Management Inc., and TrueGreen Landcare LLC., at an aggregate amount of $83,390.80, and authorization for the Chairman to sign related contracts.

Background/History/Details:

Annually, the Buildings and Grounds Department contracts with private company(ies) for grass cutting services as the county's parks and at the Justice Center. Due to the seasonal need for cutting the grass in the parks, the annual contracts typically call for seven months of work, ranging from April 1 through October 31. Grounds work is needed at the Justice Center year round.

The Purchasing Department released Invitation to Bid #873 to procure grass cutting services for the upcoming year. Notices were mailed to 27 contractors, were extended via Fayette Daily News, the County website, Georgia Local Government Access Marketplace, and Channel 23. Ten vendors submitted bids.

Star Valley Landscape Solutions is recommended for a contract for grass mowing at the Justice Center for twelve (12) months at a cost of $17,280.00. BeautyScapes Management, Inc. is recommended for a grass mowing contract at Brooks Park for eight (8) months at a total cost of $17,440.00. TrueGreen Landcare, LLC., is recommended for eight (8) month contracts for both Kiwanis Park in the amount of $27,554.24 and for McCurry Park at the amount of $21,116.56. Please refer to Attachment B for further detail.

The aggregate cost for this request is $83,390.80.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to award Bid #873- Grass Mowing Services to Star Valley Landscapes Solutions, BeautyScapes Management Inc., and TrueGreen Landcare LLC., at an aggregate amount of $83,390.80, and authorization for the Chairman to sign related contracts.

If this item requires funding, please describe:

Funding for this request has been budgeted in the Justice Center's and Recreation Department's General Fund.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval			

Staff Notes:

Fayette County

"Where Quality Is a Lifestyle"

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To: Steve Rapson

From: Ted L. Burgess

Date: April 15, 2013

Subject: Bid #873 – Grass Cutting

Each year, Building and Grounds Maintenance contracts with a private company for grass-cutting services at county parks and the Justice Center. Due to the seasonal need for cutting the grass in the parks, the annual contracts traditionally call for seven months' work, April 1 through October 31. Grounds work is needed at the Justice Center year-round.

About this time last year, grass cutting at Brooks, Kiwanis, and McCurry parks was awarded to the two lowest bidders for Fiscal Year 2013. There were work quality and other issues. Both contracts had been terminated by the end of October – one at the request of the contractor, and one at the initiative of the county. Since grass-cutting season began April 1, the service is currently being procured via requisition from the Building and Grounds Maintenance Department, until an annual agreement is executed for next fiscal year. The recommendation is to execute new contracts effective June 1 2013 through June 30, 2014. This will mean that, for the parks, the contracts will include eight months of cutting season, rather than the traditional seven months.

The Purchasing Department released Invitation to Bid #873 to procure grass cutting services for the upcoming fiscal year. Notices of the opportunity to bid were direct-mailed to 27 contractors. In addition, invitations were extended via the Fayette News, the county website, Georgia Local Government Access Marketplace (www.glga.org), and Channel 23.

Ten vendor submitted bids (please see the attached spread sheet). You will notice that the prices bid this time are somewhat lower for McCurry Park and the Justice Center, but considerably higher for Brooks Park and Kiwanis Park. Last year's low bids – and winning bids – for Brooks and Kiwanis Parks were from 3-D Landscaping and Lawn Services, Inc. That company bid again this year, but their bids for the two parks were 129% and 75% higher, respectively.

Grasshopper Lawn Recovery was disqualified based on reference checks. The Invitation to Bid stipulated that references should be “three jobs that your company has done that are of the same or similar nature to the work described in this invitation to bid.” The references that Grasshopper Lawn Recovery provided were two commercial businesses in Miami, and Universal Car Care & Audio in Decatur. Staff was unable to contact the Decatur business. None of the three references provided indicate that Grasshopper Lawn Recovery has experience with large parks or ball fields.

Building and Grounds Maintenance recommends the second lowest bidder for each location, as follows:

Location	Annual Amt	Recommended Vendor
Brooks Park	$17,440.00	Beautyscape Management, Inc.
Kiwanis Park	27,554.24	TruGreen Landcare, LLC
McCurry Park	21,116.56	TruGreen Landcare, LLC
Justice Center	17,280.00	Star Valley Landscape Solutions, LLC
Total Contract Amounts	$83.390.80	

The new contract will be executed for a 13-month time frame, which is June 1, 2013 through June 30, 2014.

The Purchasing Department supports the recommendations made by Building and Grounds Maintenance.

Attachment

Attachment 2

Fayette County, Georgia
Bid #873, Grass Mowing Services

Vendor	Brooks Park			Kiwanis Park			McCurry Park			Justice Center						DISCOUNTS IF AWARDED 2 OR MORE LOCATIONS
	Bid per Month	# Mo	Total Brooks Park	Bid per Month	# Mo	Total Kiwanis Park	Bid per Month	# Mo	Total McCurry Park	Mowing Bid per Month	# Mo	Total Mowing	Pine Straw 450 Bale Application	Two Applications (900 Bales)	Total Justice Center	
Last Year's Awards	*$1,000.00*			*$2,200.00*			*$2,733.15*			*$1,240.00*			*$1,800.00*			
3-D Landscaping & Lawn Service, Inc.	$2,290.00	8	$ 18,320.00	$3,855.00	8	$ 30,840.00	$4,890.00	8	$ 39,120.00	$2,460.00	12	$ 29,520.00	$2,700.00	$5,400.00	$34,920.00	2% 15, Net 30
Aabby Group, Inc.	NO BID		NO BID	NO BID		NO BID	NO BID		NO BID	1,750.00	12	21,000.00	2,182.50	4,365.00	25,365.00	None
Beautyscape Management, Inc.	2,180.00	8	17,440.00	NO BID	8	NO BID	NO BID		NO BID	1,480.00	12	17,760.00	2,000.00	4,000.00	21,760.00	2% if awarded both locations bid.
Estes Landscape Design, Inc.	7,700.00	8	61,600.00	13,860.00	8	110,880.00	12,320.00	8	98,560.00	1,771.88	12	21,262.56	2,250.00	4,500.00	25,762.56	12% more than 1 location; 15% all locations.
Franks Brothers Landscape / Franks Turf Care	2,904.00	8	23,232.00	6,600.00	8	52,800.00	3,520.00	8	28,160.00	1,500.00	12	18,000.00	1,800.00	3,600.00	21,600.00	None
Grasshopper Lawn Recovery	1,650.00	8	Disqualified	1,650.00	8	Disqualified	1,650.00	8	Disqualified	1,750.00	12	21,000.00	3,150.00	6,300.00	Disqualified	5% discount. References & experience not as sought.
Kings Landscaping & Lawn Care	2,210.00	8	17,680.00	3,850.00	8	30,800.00	2,798.00	8	22,384.00	1,268.00	12	15,216.00	2,137.50	4,275.00	19,491.00	None
Pattillo Grounds Mgt., Inc.	NO BID		NO BID	3,938.00	8	31,504.00	2,825.00	8	22,600.00	NO BID		NO BID	NO BID	NO BID	NO BID	Bids valid only if awarded both parks.
Star Valley Landscape Solutions, LLC	4,200.00	8	33,600.00	6,500.00	8	52,000.00	4,000.00	8	32,000.00	1,140.00	12	13,680.00	1,800.00	3,600.00	17,280.00	5%
TruGreen Landcare, LLC	2,215.57	8	17,724.56	3,444.28	8	27,554.24	2,639.57	8	21,116.56	1,399.83	12	16,797.96	2,250.00	4,500.00	21,297.96	None