

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20140057**

**ACTION REQUESTED/PURPOSE:**

- (A) Approve award of Formal Bid No. B-140093 Mowing for DOT Roadways Areas 4, 5 & 6 (identified on attached map) with Area 4 to Andrew J. Murray Inc. for the amount of \$204,403.50; and Areas 5 & 6 to Superior Landscaping & Lawn Service, Inc. for the amount of \$205,413.21 and \$214,413.57, respectively. The total estimated annual expenditure will be \$624,230.28.
- (B) Approve the initial term of this bid for one year.
- (C) Grant the Procurement Director, with County Administration approval, the authority to renew this agreement for four additional one-year periods, at the same terms and conditions, if doing so is in the best interest of Lee County.
- (D) Authorize the Procurement Director, with County Administration approval, to grant annual price increases based on the Consumer Price Index (CPI) if deemed to be in the County's best interest to do so in accordance with the contract.
- (E) Grant the Procurement Director, with County Administration approval, the authority to enforce the termination agreement should the need arise for the best interest of Lee County.

**FUNDING SOURCE:**

Transportation Trust; Program – DOT Operations – Roadway; Project – Other Contracted Services - Mowing. This project was anticipated and funds have been made available in the FY 2013/14 Budget.

**WHAT ACTION ACCOMPLISHES:**

This item enables DOT to contract with qualified firms with the proper certifications who will provide median and roadside mowing throughout the County, specifically in Areas 4, 5 & 6, which are shown on the attached map. The estimated total expenditure for this bid is \$624,230.28, which will come from DOT's Operations Budget. This is the second and final step to contract roadside mowing to private vendors instead of in-house crews for six of seven areas of the County, as part of DOT's budget reductions proposed for the current fiscal year. The Board previously approved the award of Areas 1, 2, and 3 on January 7, 2014 to JSM Services at a cost of \$457,492.50. The total cost for the outsourcing of the six zones would be \$1,081,722.78 with this approval, and the estimated savings with this outsourcing effort is \$948,000.

**MANAGEMENT RECOMMENDATION:** Approve.

**Departmental Category:** Item #22

**Meeting Date:** 3/4/2014

**Agenda:**

**Requirement/Purpose: (specify)**

- Statute
- Ordinance
- Admin Code AC-4-1
- Other

**Request Initiated**

**Commissioner:**  
**Department:** TRANSPORTATION  
**Division:** Operations  
**By:** David Loveland

**Background:**

As part of the FY 2013/14 budget preparation process DOT proposed a plan to contract out a majority of the County's roadside mowing (Areas 1, 2, 3, 4, 5 and 6) and to keep Area 7 to be mowed in-house (see attached map). The overall savings to the County after contracting areas 1-6 was originally estimated to be \$948,000. As DOT continues to phase out in-house mowing the total savings will be refined, an overall \$948,000 savings is still a reasonable estimate.

**11. Required Review:**

<i>David Loveland</i>	<i>Anne Henkel</i>	<i>Peter Winton</i>	<i>Dawn Perry-Lehnert</i>	<i>Doug Meurer</i>	
TRANSPORTATION	Budget Analyst	Budget Services	County Attorney	Public Works Director	

**12. Commission Action:**

On January 21, 2014 Lee County Procurement Management received four bids, one of which was a no bid and another that offered pricing for Area 6 only. This bid was processed through a Two-Step methodology. The first step qualified the vendors and the second step provided the pricing. These documents were reviewed by an Evaluation Committee consisting of Ehab Guirguis, Robert Debrock and Pat Wilson, all from DOT Operations. Step Two was opened on January 22, 2014.

Lee County has reserved the right, at its discretion, to limit the number of areas awarded to any single vendor to two. The intent of this is to ensure that vendors are able to adequately maintain the areas they are awarded. DOT is recommending that Area 4 be awarded to Andrew J. Murray Inc. even though they were not the lowest bid for the area. Murray's bid on Area 4 was the lowest of their three prices submitted and no other vendor bid on Area 4 except Superior Landscaping & Lawn Service, Inc. Therefore, the recommendation was made to award Area 4 to Murray as the second lowest bidder since Superior Landscaping & Lawn Service, Inc. would be receiving two other areas.

This award is based on nine (9) cuts per year, although when DOT was providing this service in-house there were only six (6) cuts per year. In order to recognize the full savings needed by outsourcing the mowing, DOT has decided to proceed with having the contractors perform seven (7) cuts per year for all areas (1-6). Area 7 will still be handled with in-house forces. Awarding the full nine (9) cuts will give some flexibility should staff decide more than seven (7) cuts are needed.

Funds are available in the current budget in the following account: PC5410117500.

Attachments:

- (1) Tab Sheet
- (2) Andrew J. Murray Inc.'s bid
- (3) Superior Landscaping & Lawn Service, Inc.'s bid
- (4) Map of mowing areas