



CITY OF CLEARWATER

FINANCE DEPARTMENT, POST OFFICE BOX 4748, CLEARWATER, FLORIDA 33758-4748
MUNICIPAL SERVICES BUILDING, 100 SOUTH MYRTLE AVENUE
TELEPHONE (727) 562-4530 FAX (727) 562-4535

September 26, 2016

NOTICE OF INTENT TO AWARD

The Parks and Recreation Department and Purchasing recommend award of ITB #29-16, Landscaping Services, as described herein, in accordance with the bid specifications, in the estimated amount of \$375,000 annually, for a period of one (1) year, with two (2), one (1) year renewal years.

The award recommendation is as follows:

- Zone 1 – Beach, recommend award to Central Florida Landscaping, \$40,722
- Zone 2 – Countryside, recommend award to Entzion Property Management, \$55,286
- Zone 3 – Downtown, recommend award to Duval Landscape, \$37,116
- Zone 4 – East, recommend award to Earth Designs, \$60,320
- Zone 5 – Northwest, recommend award to Entzion Property Management, \$95,308
- Zone 6 – Southwest, recommend award to Botanical Dimensions, \$54,351

The award methodology is summarized as follows:

- In accordance with ITB Instructions – Evaluation, i.23 CRITERIA FOR EVALUATION AND AWARD, Purchasing recommends that the excessively low bid of \$47,010 from Duval Landscape for Zone 5 be rejected. The bid has been determined unreasonable and non-responsible in respects to the City’s history with work to be performed in that zone and historical costs associated with same. The Incumbent’s bid (Entzion) is representative of the historical cost for the Northwest Zone and is the second low bid.
- Zone 3 Downtown low bid is one (1) of two (2) low bids from a new company to the City – Duval Landscape. The recommendation to award only one (1) of the two (2) zones to Duval Landscape is in-part due to mixed responses from the vendor’s references as to their current performance, concern regarding their capacity to take on additional work, and the apparent poor estimating done for their Zone 5 bid. Zone 3 is the smaller of the two (2) zones which Duval is low bid on, and will provide Parks the ability to closely monitor Duval’s performance and address any concerns promptly and proactively.

George N. Cretekos, Mayor

Doreen Caudell, Councilmember
Dr. Bob Cundiff, Councilmember



Bill Jonson, Councilmember
Hoyt Hamilton, Councilmember

“Equal Employment and Affirmative Action Employer”

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Holt Hamilton, Councilmember

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- Zone 6 – Southwest award to the 2nd low bid to Botanical Dimensions (per prior bullet point only one [1] zone award to be made to Duval Landscaping).
- The initial award period is 11 months to stay on the fiscal year calendar. Incumbent landscapers are providing continued services for the month of October 2016 to maintain this schedule. Subsequent terms for years two (2) and three (3) will be full 12-month fiscal year periods.
- Council authorization is requested for an annual award of \$375,000 which includes unassigned funds for additional properties as they are added to a zone, supplemental work that may be requested, annual CPI contract increases, and other contractual management requirements.

This Award recommendation will be considered by the City Council at the October 17, 2016 Study Session (1:00 p.m.), and voted on at the October 20, 2016 Council Meeting (6:00 p.m.). These meetings are held at Clearwater City Hall Council Chambers, at 112 So. Osceola Ave., Clearwater, FL 33756.

Inquiries regarding this Intent to Award can be directed to the City's Purchasing Manager at (727) 562-4633, or mailed to City of Clearwater, Attn: Purchasing Manager, PO Box 4748, Clearwater, FL 33758-4748, and must be compliant with the Invitation to Bid INSTRUCTIONS, i.20 PROTESTS AND APPEALS, page 5.

Posted on this date by:

A handwritten signature in blue ink that reads "Alyce Benge".

Alyce Benge, CPPO, C.P.M.
Purchasing Manager

EXHIBIT B - BID PRICING FILE
ITB 29-16, LANDSCAPING SERVICES
BID SUMMARY PAGE

	Botanical Dimensions	Central FL Landscaping	Duval Landscape	Earth Designs	Hemlock Lawn Maint	Entzion Prop Mgmt	Infante Services
ZONE 1 BEACH TOTAL	\$ 46,074.00	\$ 40,722.46 incumbent	\$ 41,838.62	\$ 63,380.00	no bid	\$ 59,600.00	no bid
ZONE 2 COUNTRYSIDE TOTAL	\$ 79,530.00	\$ 123,631.12	\$ 81,014.10	\$ 57,590.00 incumbent	no bid	\$ 55,286.00	\$ 95,879.68
ZONE 3 DOWNTOWN TOTAL	\$ 46,200.00	\$ 46,005.48	\$ 37,115.76	\$ 52,740.00	\$ 44,810.00	\$ 57,140.00 incumbent	\$ 82,268.20
ZONE 4 EAST TOTAL	\$ 86,681.00	\$ 84,406.19	\$ 76,447.91	\$ 60,320.00 incumbent	no bid	\$ 69,065.00	\$ 61,778.90
ZONE 5 NORTHWEST TOTAL	\$ 105,168.00	\$ 164,542.13	\$ 47,910.01 see Note 1	\$ 116,270.00	no bid	\$ 95,308.00 incumbent	no bid
ZONE 6 SOUTHWEST TOTAL	\$ 54,351.00 incumbent	no bid	\$ 48,546.62 see Note 2	\$ 69,020.00	no bid	\$ 65,797.00	no bid

Note 1) zone bid found non-responsible due to disparity with competing bids and historical performance challenges in respective zone

Note 2) Duval is low bid in Zones 3 and 6; recommend award only Zone 3 due to capacity concerns