



Pinellas County

Staff Report

File #: 22-0096A, Version: 1

Subject:

Award of bid to Lawns Today, LLC and Natural Designs Landscaping for Utilities landscape and grounds maintenance.

Recommended Action:

Approval of the award of bid and execution of agreement with Lawns Today, LLC and Natural Designs Landscaping for landscape and grounds maintenance.

- These are three-year agreements for Landscape and Grounds Maintenance to be used by all Pinellas County Utilities (PCU) facilities, including requirements of four predesignated zones, consisting of approximately 108 acres and 289 lift stations.
- Staff recommends award in the amount of \$482,163.45 to Lawns Today, LLC and in the amount of \$447,114.42 to Natural Designs Landscaping. Service locations, zones and unit/annual prices are outlined in each agreement, respectively.
- The bid process resulted in six responsive bidders with the recommendation of award to Lawns Today, LLC and Natural Designs Landscaping as the lowest responsive, responsible bidders.
- These new agreements will replace Contract No.167-0018-B Landscape and Grounds Maintenance with Duval Landscaping, Inc. that will expire on March 31, 2022.
- Lawns Today, LLC is a County certified small business enterprise vendor.

Contract No. 22-0047-B for a thirty-six-month contract total of \$929,277.87 on the basis of the lowest responsive, responsible bids received meeting specifications; Authorize the Chairman to sign and the Clerk of the Circuit Court to attest.

Strategic Plan:

Ensure Public Health, Safety, and Welfare

2.5 Enhance pedestrian and bicycle safety

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

5.4 Strive to exceed customer expectations

Summary:

This contract provides general landscape and grounds care maintenance to all the Utilities facilities, which includes the requirements of four predesignated zones. These four zones consist of approximately 108 acres and 289 lift stations. This will be a three (3) year contract allowing for annual price adjustments not to exceed the average of the Consumer Price Index (CPI) or three percent (3%), whichever is less, for all Urban Consumers for the twelve months prior.

Background Information:

On November 25, 2021, the Purchasing and Risk Management Division, on behalf of PCU released an invitation to bid with the intent to establish a contract for landscape and grounds maintenance. Utilities is seeking its own contracts with two different vendors for landscape and grounds maintenance to better manage all the locations from the previous county-wide contract.

Six (6) bids were received, with Lawns Today, LLC and Natural Designs Landscaping recommended for award as the lowest responsive and responsible bidders.

This contract replaces existing Contract No. 167-0018-B that expires March 31, 2022.

Fiscal Impact:

Estimated thirty-six (36) month expenditure not to exceed: \$ 929,277.87

Estimated average annual expenditure: \$ 309,759.29

Funding is derived from Water and Sewer Revenue and Operating Budgets.

Staff Member Responsible:

Megan Ross, Director, Utilities

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

Joe Lauro, Director, Administrative Services

Partners:

N/A

Attachments:

Agreements

Bid Tab