



# Pinellas County

## Staff Report

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File #: 22-1686A, Version: 1

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### **Subject:**

Ranking of firms and agreement with NDL, LLC d/b/a Natural Designs Landscaping to provide facilities landscape and irrigation services.

### **Recommended Action:**

Approval of the ranking of firms and agreement with NDL, LLC d/b/a Natural Designs Landscaping (NDL) for facilities landscape and irrigation services.

- This contract provides landscape maintenance services at Pinellas County Utilities (PCU) facilities and properties throughout the County.
- The goal of this contract is to improve and maintain the appearance of PCU properties. The facilities and properties will include but are not limited to office buildings and treatment plants.
- The total award amount for the thirty-six-month contract is \$2,010,600.00 with an annual not to exceed amount of \$670,200.00.
- Three proposals were received with NDL as the highest-ranking firm recommended for award.
- This contract replaces existing contract no. 22-0047-B with Lawns Today's LLC (Lawns Today). That contract is in process for mutual termination by the County and the vendor based on the understated contract acreage at the time of award. On average, the hourly labor rates increased 36% from the prior contract.
- Funding for this is partially included in the Fiscal Year (FY) 2023 Adopted Budget and the FY24 Requested Budget in the Water and Sewer Revenue and Operating Fund.

Contract No. 23-0083-RFP in the three-year total not to exceed amount of \$2,010,600.00; 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:**

The purpose of this contract is to provide professional landscape, irrigation, and grounds care maintenance to PCU facilities. Services include mowing, pruning, or trimming of turf, shrubs, mulching, and includes repairs and maintenance of irrigation systems. These services will aid in

keeping the properties in a clean, and well-maintained condition which increases safety measures as sidewalk areas will be kept free of debris.

This Contract allows for two (2) additional twenty-four (24) month renewals pursuant to the same pricing, terms, and conditions.

**Background Information:**

The Purchasing and Risk Management Division released a request for proposal (RFP) on November 30, 2022, on behalf of PCU with the intent to establish a contract for facility landscape and irrigation services. Three (3) proposals were received with NDL, LLC as the highest ranked firm recommended for award.

This Contract replaces existing contract no. 22-0047-B with Lawns Today LLC (Lawns Today). This contract is in process for mutual termination by the County and the vendor on the basis of the contract acreage was understated at the time it was bid. On average, the hourly labor rates increased 36% from the prior contract.

**Fiscal Impact:**

Estimated thirty-six (36) month expenditure not to exceed:\$2,010,600.00

Estimated average annual expenditure: \$ 670,200.00

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:**

Services Agreement

Ranking of Firms