



Calvin, Giordano & Associates, Inc.
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To: James P. Ward, District Manager
From: Bruce Bernard, CGA Operations Manager
Date: November 1, 2016
Re: Miramar Lakes Landscape Maintenance Bid

On October 24, 2016, bids for the CDD's landscape maintenance services were accepted and read aloud at the office of Hole Montes Engineering in Ft. Myers. Section 190.033, Florida Statutes requires that all contracts for maintenance services exceeding \$195,000 be subject to competitive selection requirements. The bids in this case are being evaluated such that the contract be awarded to the "lowest responsive and responsible bidder" in accordance with Florida law. A "responsible bidder" means a bidder who has the capability in all respects to fully perform the contract requirements and the integrity and reliability that will assure good faith performance. A "responsive bid" generally means a bid, or proposal, or reply submitted by a responsive and responsible vendor that conforms in all material respects to the solicitation.

The five (5) bids received are summarized on Exhibit "A" attached to this Memorandum. There were five (5) bid submittals for this project. The bids received ranged from \$415,000 to \$547,000 for the maintenance work. The present annual budget for CDD landscape maintenance is \$439,228. As you are aware, the current provider of landscape maintenance services is Estate Landscaping. Estate Landscaping's past performance has been less than what was required of this vendor in the existing landscape maintenance contract. Because of the repetitive process of having to notify Estate Landscaping of deficiencies in the work under the existing contract and after protracted discussions with Estate Landscaping, the District felt it necessary and appropriate to re-bid the contract for landscape maintenance services. It is important to note that even after the June 2016 renewal of the its existing contract, the issues previously raised by the Board and staff including (i) select contractual maintenance items requiring attention, (ii) insufficient landscaping, and (iii) need to uphold higher landscape standards within the community were still present.

CDD staff believes that in light of the circumstances, the Board may make a determination that the lowest responsive and responsible bidder for this project was BrightView Landscape Services at \$426,461. BrightView is a national firm that has been in business since 1939 with their local office in Naples, FL. BrightView's local clientele include Esplanade Golf and Country Club in Naples, WCI Hampton Park in Fort Myers, Island Walk of Venice, Hyatt Coconut Point Plantation in Bonita Springs, and Hyatt Regency-Coconut Point in Bonita Springs. All of the above mentioned clients' annual contracts equal or exceed Miramar Lakes CDD's landscape maintenance budget. CDD staff has contacted their reference list with positive results from each client. BrightView is also known by CGA as a preferred landscape contractor for upscale communities on the east coast including Weston, Golden Beach, Bal Harbour, and Bay Harbor Island.

The award of bid, as understood by staff, depends on the Board's determination of the responsible bidder and whether to award the contract to the current contractor (status quo or with suggested improvements) or select a new/different contractor. The main motivation of the Board to re-bid the landscape maintenance contract was for a contractor to deliver a hands-on approach to maintenance issues, and achieve a higher standard of service for the CDD maintained properties. The number of bids received and the tight grouping of bids have shown an elevated interest in this contract with competitive bid pricing, and within the CDD fiscal budget.

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