

AVE MARIA STEWARDSHIP COMMUNITY DISTRICT

RFP FOR LANDSCAPING SERVICES

SELECTION COMMITTEE MEETING

MARCH 27, 2015 9:00 AM

Background

The AMSCD received permission from the Board in late 2014 to go out to bid for the landscape services contract, which is currently being performed by TrueGreen Landscaping. After speaking with several prospective bidders it became apparent that there may be cost savings achieved if both the contracts for the AMSCD and the Ave Maria Master Association (Master) were bid at the same time. This made sense because both contracts are supervised by the same people and covers similar common areas.

The bid responses for both were strong with nine companies submitting bids and noting the lowest four bidders were all within 10% of each other. The bid responses sheet is attached.

The following four firms were invited to make a presentation to the selection committee:

1. Davey
2. Gulfscapes
3. Luke Brothers
4. Mainscape

The selection committee consisted of:

1. Todd Wodraska, District Manager AMSCD
2. Luisa Rosales, Community Manager, Ave Maria Master Association
3. Donny Diaz, Ave Maria Master Association

The selection committee determined on the following criteria and point totals:

	Potential Points
Experience	10
Ability to Perform	10
Pricing	10
Communications	10
Overall Presentation	10
Total Potential Points	50

Each firm met with the selection committee for approximately 20 minutes, including questions and answers. After each firm presented the selection committee discussed the qualifications and responses and each committee member scored the firm separately.

The summary of the scoring is as follows:

Ranking	Firm	Total Points
1	Davey	122
2	Gulfscapes	115
3	Mainscape	110
4	Luke Brothers	94

The details of the scoring are attached.

After the meeting the selection committee had two teleconference meetings with the following stakeholders to discuss the landscaping contract:

David Genson, Ave Maria Development
Cee Cee Marinelli, Ave Maria Development
Scott Brooks, Pulte Homes

Recommendation

The selection committee recommends that the AMSCD Board of Supervisors authorize staff to enter into negotiations with Davey to perform the annual landscaping services outlined in the RFP.

LANDSCAPING SERVICES PROPOSAL 2015/2016
AVE MARIA MASTER ASSOCIATION

VENDOR	WATERPARK	NORTH PARK	SOUTH PARK	TOTAL	CURRENTLY	BUDGETED	NOTES
Bloomings Landscape & Turg Management Inc				\$ -			
Cheney Landscaping	\$ 72,991.00	\$ 132,320.80	\$ 70,071.30	\$ 275,383.10			
Davey	\$ 48,353.00	\$ 84,300.00	\$ 72,007.00	\$ 204,660.00			
Garden Leader Corp	\$ 65,700.00	\$ 153,340.00	\$ 103,380.00	\$ 322,420.00			
Green Construction Technologies				\$ -			
Greenscapes	\$ -	\$ -	\$ -	\$ -			DROPPED OUT
Ground Zero Landscaping Services Inc				\$ -			
Gulfscapes	\$ 27,936.00	\$ 98,172.00	\$ 73,272.00	\$ 199,380.00			
Keith & Schnars				\$ -			
Luke Brothers	\$ 34,609.50	\$ 82,992.25	\$ 69,656.50	\$ 187,258.25			
Mainguy Landscape Services	\$ 48,500.00	\$ 112,300.00	\$ 86,200.00	\$ 247,000.00			
Mainscape	\$ 36,195.01	\$ 112,990.01	\$ 61,196.01	\$ 210,381.03			
Superior Landscaping				\$ -			
Trugreen Landcare	\$ 8,485.00	\$ 120,772.00	\$ 69,601.50	\$ 198,858.50	\$ 179,550.00	\$ 180,612.00	
Valleycrest	\$ 64,200.00	\$ 81,600.00	\$ 89,200.00	\$ 235,000.00			
LANDSCAPING SERVICES PROPOSAL 2015/2016	AVE MARIA STEWARDSHIP COMMUNITY DISTRICT				CURRENTLY		
Bloomings Landscape & Turg Management Inc							
Cheney Landscaping	\$ 642,616.86			\$ 642,616.86			
Davey	\$ 464,751.00			\$ 464,751.00			
Garden Leader Corp	\$ 475,200.00			\$ 475,200.00			
Green Construction Technologies				\$ -			
Greenscapes	\$ -			\$ -			DROPPED OUT
Ground Zero Landscaping Services Inc				\$ -			
Gulfscapes	\$ 437,700.00			\$ 437,700.00			
Keith & Schnars				\$ -			
Luke Brothers	\$ 500,096.28			\$ 500,096.28			
Mainguy Landscape Services	\$ 460,000.00			\$ 460,000.00			
Mainscape	\$ 477,900.00			\$ 477,900.00			
Superior Landscaping				\$ -			
Trugreen Landcare	\$ 518,210.00			\$ 518,210.00	\$ 441,624.96	\$ 500,000.00	
Valleycrest				\$ 537,996.00			

AMSCD

Landscape Rankings

3/27/2015

Ranking	Firm	Total Points
1	Davey	122
2	Gulfscapes	115
3	Mainscape	110
4	Luke Brothers	94

Luisa

	Davey	Gulfscapes	Luke Brothers	Mainscape
Experience	8	7	7	8
Ability to Perform	8	6	6	7
Pricing	7	9	8	8
Communications	8	8	7	7
Overall Presentation	8	7	7	8
	39	37	35	38

Donnie

	Davey	Gulfscapes	Luke Brothers	Mainscape
Experience	8	8	5	7
Ability to Perform	8	7	3	7
Pricing	8	7	6	6
Communications	7	7	6	7
Overall Presentation	9	8	4	7
	40	37	24	34

Todd

	Davey	Gulfscapes	Luke Brothers	Mainscape
Experience	9	8	7	9
Ability to Perform	8	8	7	7
Pricing	8	10	7	6
Communications	9	7	7	8
Overall Presentation	9	8	7	8
	43	41	35	38

Totals

	Davey	Gulfscapes	Luke Brothers	Mainscape
Luisa Rosales	39	37	35	38
Donnie Diaz	40	37	24	34
Todd Wodraska	43	41	35	38
	122	115	94	110