

City Council – Action Request Form

Date: March 21, 2022

To: Mayor, Mayor Pro Tempore, and Members of the City Council

From: Johnnie Taylor, Assistant City Manager
 Nicholas Geis, Property and Facilities Management Director
 Shantell McClam, Purchasing Director

Council Action Requested:
 Resolution Awarding Contracts for Mowing Services Group Two

Strategic Focus Area: Service Excellence
Strategic Objective: Ensure Service Delivery Efficiency and Effectiveness
Strategic Plan Action Item: No
Key Work Item: No



Summary of Information:

Request for Proposals (RFP) were received February 9, 2022, for Mowing Services Contract Group Two for the Vegetation Management Department. For a complete summary of the proposals received and related pricing see exhibit A.

Terms of the bid document specified detailed criteria upon which each proposal received would be rated and an evaluation panel of City staff reviewed the proposals received to select the one most qualified to meet the requirements of the RFP. See Exhibit B for the evaluation criteria and detailed scoring.

During evaluation and review by City staff including discussion with the bidders, it was determined that Going Green Lawn Care LLC, the top scorer on all of the seven contracts would not have sufficient equipment and/or manpower to accept award on all seven contracts. As a result, other contractors who offered proposals but did not achieve a top score were offered a portion of the contracts that make up Contract Group Two. It is recommended that contracts for group two be awarded as listed below:

	<u>City</u>	<u>Contracts</u>
Going Green Lawn Care LLC	Winston-Salem, NC	2D/2E
Riverhill Landscaping, Inc.	East Bend, NC	2A/2B/2C/2F
Crawford Landscaping, Inc.	Kernersville, NC	2G

Committee Action:

Committee	<u>Finance 3/21/22</u>	Action	<u>Approval</u>
For	<u>Unanimous</u>	Against	<u></u>

Remarks:

Terms of the bid allow the City to extend the contract for as many as three additional annual mowing periods, provided the City and Contractor agree and funds are made available for this purpose. If the Contract is extended, prices may be adjusted at the beginning of each additional (annual) period by an amount not to exceed the Consumer Price Index (CPI) as reported in the latest available Consumer Price Index for All Urban Consumers (CPI-U).

It is recommended that a contract for mowing services be awarded to Going Green Lawn Care LLC in the annual amount of \$35,200 with option to extend the contract for three additional years, giving the contract a total potential value of \$140,800. It is also recommended that a contract for mowing services be awarded to Riverhill Landscaping, Inc. in the annual amount of \$94,692 with option to extend for three additional years for a total potential value of \$378,768. It is further recommended that a contract for mowing services be awarded to Crawford Landscaping, Inc. in the annual amount of \$76,608 with option to extend for three additional years, for a total potential value of \$306, 432.

The Vegetation Management FY 2021-22 operations budget includes sufficient funds to cover these contracts through June 30, 2022. Funding for the remainder of the 2022 mowing season as well as for any future extensions is subject to future budget appropriations.

M/WBE COMMENT: Bid invitations were sent to 122 contractors, including 70 local vendors and 71 M/WBE businesses and the bid was advertised on the City website. See Exhibit C for a complete list of businesses notified and Exhibit D for workforce demographics.