



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT
Governmental Center Annex

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400

MEMORANDUM

DATE: January 6, 2025

TO: Karlene Grant, Senior Purchasing Agent
Broward County Purchasing Division

FROM: Maribel Feliciano, Assistant Director
Office of Economic and Small Business Development

RE: Bid No. BLD2128809B1 – Airport Grounds Maintenance (Group 1) County Business Enterprise (CBE) Evaluation

Digitally signed by
MARIBEL FELICIANO
Date: 2025.01.06
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This memorandum supersedes the December 11, 2024 memorandum

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' compliance with the CBE requirements for this solicitation. Five (5) bids were received and reviewed. An overview is provided as follows:

The CBE Goal for this project: **25%**

Met the CBE Goal Requirements:

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
AR Maintenance Solutions, Inc. (CBE Prime) AR Maintenance Solutions, Inc.	CBE	<u>100%</u>

- Contractor's Bid Amount: \$727,947.20
- CBE Participation Commitment: 100%

Grass Roots Complete (Prime)

Lou Tel Inc. dba Lou Tel Landscaping and Design	CBE	<u>25.00%</u>
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- Contractor's Bid Amount: \$744,005.80
- CBE Participation Commitment: 25.00%

CBE Bid Evaluation
Bid No. BLD2128809B1- Airport Grounds Maintenance

Met the CBE Goal Requirements (cont.):

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
Juniper Landscaping of Florida LLC (Prime)		
AR Maintenance Solutions, Inc.	CBE	15.00%
J Neal Landscaping	CBE	<u>10.00%</u>
	Total:	25.00%

- Contractor's Bid Amount: \$744,057.60
- CBE Participation Commitment: 25.00%

BrightView Landscape Services, Inc. (Prime)

Enviroscapes Plus, Inc.	CBE	<u>25.20%</u>
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- Contractor's Bid Amount: \$918,293.16
- CBE Participation Commitment: 25.20%

Superior Landscaping & Lawn Service, Inc. (Prime)

Enviroscapes Plus, Inc	CBE	<u>25.00%</u>
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- Contractor's Bid Amount: \$1,047,895.76
- CBE Participation Commitment: 25.00%

Compliance Comments:

Brightview Landscape Services, Inc. was the only vendor to provide their executed LOI with their bid response through the procurement system. AR Maintenance Solutions, Inc., Grass Roots Complete, Juniper Landscaping of Florida LLC and Superior Landscaping & Lawn Service, Inc. did not provide executed LOIs with their respective solicitation response. These vendors were given three (3) business days to provide executed LOI's with certified CBE firm(s) that meets at least 25% CBE participation or provide supporting documentation of their respective good faith efforts to do so within the required timeframe. Grass Roots Complete initially submitted a LOI for a firm that did not have the NAICS code as listed on their LOI. Grass Roots resubmitted a revised LOI within the original timeframe. The vendors responded within the allotted timeframe, and each provided LOIs that meet at least 25% CBE participation. AR Maintenance Solutions, Inc., Brightview Landscape Services, Inc., Grass Roots Complete, Juniper Landscaping of Florida LLC, and Superior Landscaping & Lawn Service, Inc. are compliant with the CBE Program requirements of the solicitation.

cc: Sandy-Michael McDonald, OESBD Director
Donna-Ann Knapp, Small Business Development Manager, OESBD
Katie Efrece, Contract/Grant Administrator Senior, BCAD
Yulanda Brady, Small Business Development Specialist, BCAD/ OESBD
James Vose, Jr., Small Business Development Specialist, BCAD/OESBD



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MEMORANDUM

DATE: January 6, 2025

TO: Karlene Grant, Senior Purchasing Agent
Broward County Purchasing Division

FROM: Maribel Feliciano, Assistant Director
Office of Economic and Small Business Development

RE: **Bid No. BLD2128809B1 – US-1 Landscaping (Group 2)**
County Business Enterprise (CBE) Compliance
Evaluation

**MARIBEL
FELICIANO**

Digitally signed by
MARIBEL FELICIANO
Date: 2025.01.06
16:01:29 -05'00'

This memorandum supersedes the December 13, 2024 memorandum.

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' compliance with the CBE requirements for this solicitation. Five (5) bids were received and reviewed. An overview is provided as follows:

This solicitation is a Reserve Opportunity for CBE firms.

The following CBE-certified firm submitted Letter of Intent (LOI) and met the CBE Reserve requirements:

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
AR Maintenance Solutions, Inc. (CBE Prime) AR Maintenance Solutions, Inc.	CBE	<u>100%</u>

- Contractor's Bid Amount: \$586,375.00
- CBE Participation Commitment: 100%

Pursuant to Section 1-81.3(f) of the Broward County Business Opportunity Act (the Act) as amended, when a CBE reserve is established in connection with a County solicitation, CBEs and non-CBEs may respond to the solicitation. If a CBE with capacity to perform the work submits a responsive and responsible bid or proposal, the work will be awarded to the CBE that submits the lowest responsive and responsible bid or the highest-ranked responsive and

CBE Reserve Bid Evaluation
Bid No. BLD2128809B1- US-1 Landscaping (Group 2)

responsible proposal. If no CBE firm with capacity to perform the work submits a responsive and responsible bid, a non-CBE with the lowest responsive responsible bid or the highest-ranked responsive and responsible proposal, as applicable may be awarded the contract with at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action), or the county may reject all bids and responses submitted.

The following **non-CBE-certified firms** submitted Letters of Intent (LOIs) with at least 25% CBE participation commitment:

<u>Firms</u>	<u>Category</u>	<u>Percentage</u>
Grass Roots Complete (Prime)		
Lou Tel Inc. dba Lou Tel Landscaping and Design	CBE	<u>25.00%</u>
- Contractor's Bid Amount: \$570,975.00 - CBE Participation Commitment: 25.00%		
BrightView Landscape Services, Inc. (Prime)		
Enviroscapes Plus, Inc.	CBE	<u>25.20%</u>
- Contractor's Bid Amount: \$621,705.00 - CBE Participation Commitment: 25.20%		
Juniper Landscaping of Florida LLC (Prime)		
AR Maintenance Solutions, Inc.	CBE	15.00%
J Neal Landscaping	CBE	<u>10.00%</u>
		Total: 25.00%
- Contractor's Bid Amount: \$719,499.00 - CBE Participation Commitment: 25.00%		
Superior Landscaping & Lawn Service, Inc. (Prime)		
Enviroscapes Plus, Inc	CBE	<u>25.00%</u>
- Contractor's Bid Amount: \$725,785.50 - CBE Participation Commitment: 25.00%		

CBE Compliance Comments:

Brightview Landscape Services, Inc. was the only vendor to provide their executed LOI with their bid response through the procurement system. AR Maintenance Solutions, Inc., Grass Roots Complete, Juniper Landscaping of Florida LLC, and Superior Landscaping & Lawn Service, Inc., did not provide executed LOIs with their respective solicitation response. These vendors were given three (3) business days to provide executed LOI's with certified CBE firm(s) that meets at least 25% CBE participation or provide supporting documentation of their respective good faith efforts to do so within the required timeframe.

CBE Reserve Bid Evaluation
Bid No. BLD2128809B1- US-1 Landscaping (Group 2)

CBE Compliance Comments (cont.):

Grass Roots Complete initially submitted a LOI for a firm that did not have the NAICS code as listed on their LOI. Grass Roots resubmitted a revised LOI. The vendors responded within the allotted timeframe, and each provided LOIs that meet at least 25.00% CBE participation. AR Maintenance Solutions, Inc., Brightview Landscape Services, Inc., Grass Roots Complete, Juniper Landscaping of Florida LLC, and Superior Landscaping & Lawn Service, Inc. are compliant with the CBE Program requirements of the solicitation.

Pursuant to Section 1-81.3(f) of the Broward County Business Opportunity Act (the "Act") on solicitations involving reserves, "When a CBE Reserve is established in connection with a County solicitation, CBEs and nonCBEs may respond to the solicitation. If a CBE with capacity to perform the work submits a responsive and responsible Bid or Proposal, the work will be awarded to the CBE that submits the lowest responsive and responsible Bid, or the highest-ranked responsive and responsible Proposal, subject to the conditions stated below (and consistent with all applicable terms and conditions of the County's Procurement Code and subject to entering into an agreement acceptable to the County). The CBE with the lowest responsive and responsible Bid, or with the highest-ranked responsive and responsible Proposal, as compared to all other CBEs (the "CBE Presumptive Awardee"), shall be awarded the contract if the CBE Presumptive Awardee meets the following requirements, as applicable:

(1) Monetary Differential: The total Bid or Proposal amount of the CBE Presumptive Awardee: (a)(i) does not exceed Three Million Dollars (\$3,000,000) and (ii) does not exceed the total amount of the lowest responsive and responsible Bid, or the total amount of the highest-ranked responsive and responsible Proposal, as applicable, from a non-CBE by more than ten percent (10.00%); or (b)(i) exceeds Three Million Dollars (\$3,000,000) and (ii) does not exceed the total amount of the lowest responsive and responsible Bid, or the total amount of the highest-ranked responsive and responsible Proposal, as applicable, from a non-CBE by more than five percent (5.00%); and

(2) Points Differential: For competitive solicitations in which the Proposals are assigned point totals, after deducting the points awarded for price from the total points awarded to each applicable Proposal, the total points assigned to the CBE Presumptive Awardee: (a) for Proposals that do not exceed Three Million Dollars (\$3,000,000), are not more than ten percent (10.00%) less than the total points assigned to the highest-ranked responsive and responsible non-CBE; or (b) for Proposals that exceed Three Million Dollars (\$3,000,000), are not more than five percent (5.00%) less than the total points assigned to the highest-ranked responsive and responsible non-CBE.

If the CBE Presumptive Awardee does not meet the above requirements, as applicable, then the CBE with the next lowest responsive and responsible Bid, or the next highest-ranked responsive and responsible Proposal, as compared to all other CBEs, will be deemed the

CBE Reserve Bid Evaluation
Bid No. BLD2128809B1- US-1 Landscaping (Group 2)

CBE Presumptive Awardee, and awarded the contract if the CBE Presumptive Awardee meets the above requirements, as applicable. If no CBE Presumptive Awardee meets the above requirements, as applicable, the award shall be made to the non-CBE that submits the lowest responsive and responsible Bid, or the highest-ranked responsive and responsible Proposal, provided the Director of Purchasing determines the total amount of the Bid or Proposal is fair and reasonable, unless (a) the Director of OESBD issues a written determination that resolicitation with modified specifications is likely to result in one or more Bids or Proposals from CBEs that would be eligible to receive the contract award; and (b) the Director of Purchasing issues a written determination that the delay occasioned by resolicitation would not materially harm the County's interests.

If a non-CBE is awarded the contract because no CBE with capacity to perform the work submits a responsive and responsible Bid or Proposal, or because no CBE meets the applicable requirements stated above, any contract awarded to a non-CBE must include at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action).

cc: Sandy-Michael McDonald, Director OESBD
Donna-Ann Knapp, Small Business Development Manager, OESBD
Katie Efrece, Contract/Grant Administrator Senior, BCAD
Yulanda Brady, Small Business Development Specialist, BCAD/ OESBD
James Vose, Jr., Small Business Development Specialist, BCAD/OESBD