

BOC Meeting Date 12/18/2019

Requesting Agency
Real Estate and Asset Management

Commission Districts Affected

All Districts

Requested Action (Identify appropriate Action or Motion, purpose, cost, timeframe, etc.)

Request approval to renew existing contracts - Department of Real Estate and Asset Management, Bid#18ITB116051C-GS, General Landscaping & Lawn Care Countywide Facilities, in the total amount of \$264,038.00 with: (A) Ed Castro Landscape, Inc. (Roswell, GA) in the amount of \$158,538.00, and (B) Georgia Green Landscaping (Marietta, GA) in the amount of \$105,500.00, to provide general landscaping, maintenance and lawn care services for 38 total Countywide sites. This action exercises the first of two renewal options. One renewal option remains. Effective dates: January 1, 2020 through December 31, 2020.

Requirement for Board Action (Cite specific Board policy, statute or code requirement)

In accordance with Purchasing Code Section 102-394(6), the Purchasing Department shall present all renewal requests to the Board of Commissioners at least 90 days prior to the contract renewal date or 60 days if the contract term is six (6) months or less.

Is this Item related to a Strategic Priority Area? (If yes, note strategic priority area below)

Yes All People trust government is efficient, effective, and fiscally sound

Is this a purchasing item?

Yes

Summary & Background

(First sentence includes Agency recommendation. Provide an executive summary of the action that gives an overview of the relevant details for the item.)

Scope of Work: These contracts provide general landscaping and lawn care for 38 total Countywide sites. This includes, but is not limited to, maintenance of ground covers, annuals, perennials, shrubs, trees and irrigation systems. The maintenance shall include but not limited to application of fertilizers, herbicides, pesticides, watering, pruning, weeding, deadheading, replacement planting (as approved by the County), loose trash removal and disposal out of county facilities, leaf removal, irrigation repair and maintenance, tree removal and spring and fall clean up.

General Landscaping & Lawn Care Included:

- □ Spring/Fall Cleanup: April & November
- □ Turf Maintenance; Removing debris, seeding, aeration, vermicide
- Mowing of Properties: Turf shall be at a height of 2 to 2.5 inches
- ■ Mulch: Mulch depth from two (2) inches to three (3) inches.
- Shrubs and Tree Plant Maintenance: Necessary prune, trim and cleaning
- ■Weed Control and Fertilization

Agency Director Approval	County Manager's	
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	Approval
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Continued

- (A) Ed Castro Landscape, Inc.: Provides landscaping services for South Section, which consists of 26 sites with a total acreage of 117.5437 for total annual cost of \$158,538/ monthly \$13,211.50.
- (B) Georgia Green Landscaping: Provides landscaping services for North Section, which consists of 12 sites with a total acreage of 71.1898 for total annual \$105,500/ monthly \$8,791.67.

Community Impact: None that the Department is aware of.

Department Recommendation: The Department of Real Estate and Asset Management recommends approval to renew existing contracts to provide general landscaping, maintenance and lawn care services for 38 total Countywide sites for fiscal year 2020.

These contracts were partial funded in FY2019 (not fully funded for the calendar year) due to the contract was only executed for six (6) months from July 1, 2019 through December 31, 2019, in the total amount of \$132,019. In 2020, we are requesting the full 12- months spending authority for general landscaping, maintenance and lawn care services for 38 total Countywide sites.

Historical Expenditures:

- FY2019: The County expenditures as of 10/29/2019, \$238,248.00
- FY2018: The County spent \$244,647.40
- FY2017: The County spent \$226,000.00

Project Implications: These contracts provide all of the necessary all labor, equipment, transportation and materials to provide general landscaping, maintenance and lawn care services for 38 total Countywide sites.

Community Issues/Concerns: None that the Department is aware of.

Department Issues/Concerns: If these renewal contracts are not approved, the County will not be able to provide general landscaping, maintenance and lawn care services for 38 total Countywide sites.

History of BOC Agenda Item: Yes, see charts below:

(A) Ed Castro Landscape, Inc.

CURRENT CONTRACT HISTORY	BOC ITEM	DATE	DOLLAR AMOUNT
Original Contract Amount	19-0316	4/17/19	\$79,269.00
1 st Renewal			\$158,538.00
Total Revised Amount			\$237,807.00

(B) Georgia Green Landscaping

		CURRENT CONTRACT HISTORY	BOC ITEM	DATE	DOLLAR AMOUNT
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Continued

Original Contract Amount	19-0316	4/17/19	\$52,750.00
1 st Renewal			\$105,500.00
Total Revised Amount			\$158,250.00
1		•	

Contract & Compliance Information (Provide Contractor and Subcontractor details.)

Total Contract Value: \$264,038.00

(A)

Contract Value: \$158,538.00

Prime Vendor: Ed Castro Landscape, Inc.

Prime Status: Non-Minority
Location: Roswell, GA
County: Fulton County

Prime Value: \$121,281.57 or 76.50%

Subcontractor: Earth Care Landscaping, Inc.

Subcontractor Status: White Female Business Enterprise-Non Certified

Location: East Point, GA County: Fulton County

Contract Value: \$19,024.56 or 12.00%

Subcontractor: Standard Landscape, Inc.

Subcontractor Status: African American Male Business Enterprise-Non Certified

Location: Jonesboro, GA County: Clayton County

Contract Value: \$18,231.87 or 11.50%

Total Contract Value: \$158,538.00 or 100.00% Total M/FBE Value: \$37,256.43 or 23.50%

(B.)

Contract Value: \$105,500.00

Prime Vendor: Georgia Green Landscaping

Prime Status: Non-Minority Location: Marietta, GA County: Cobb County

Prime Value: \$84,400.00 or 80.00%

Subcontractor: M.J. Lawn & Maintenance

Subcontractor Status: African American Male Business Enterprise Non-Certified

Location: Lithonia, GA
County: DeKalb County

Contract Value: \$21,100.00 or 20.00%

Total Contract Value: \$105,500.00 or 100.00% Total M/FBE Value: \$21,100.00 or 20.00%

19-1121

Continued

Grand Contract Value: \$264,038.00 or 100.00% **Grand M/FBE Value:** \$58,356.43 or 22.10%

19-1121

				π 13-112
Solicitation	NON-MFBE	MBE	FBE	TOTAL
Information				
No. Bid Notices Sent:				
No. Bids Received:				

Total Contract Value	\$264,038.00 or 100.00%
Total M/FBE Values	\$58,356.43 or 22.10%
Total Prime Value	\$205,681.57 or 77.90%

Fiscal Impact / Funding Source

(Include projected cost, approved budget amount and account number, source of funds, and any future funding requirements.)

100-520-5222-1160: General, Real Estate and Asset Management, Professional Services - \$264,038.00, "Subject to availability of funding for FY 2020 by BOC"

Exhibits Attached

(Provide copies of originals, number exhibits consecutively, and label all exhibits in the upper right corner.)

Exhibit 1: Contract Renewal Agreements
Exhibit 2: Contract Renewal Evaluation Form
Exhibit 3: Contractor's Performance Reports

Source of Additional Information (Type Name, Title, Agency and Phone)

Joseph N. Davis, Director, Department of Real Estate and Asset Management, (404) 612-3772

Agency Director Approval	County Manager's	
Typed Name and Title Felicia Strong-Whitaker, Director	Phone (404) 612-5800	Approval
Signature	Date	

Revised 03/12/09 (Previous versions are obsolete)

Continued

Proc	urement					
Contrac Yes	ct Attached:	Previous Contracts: Yes				
	tion Number: 16051C-GS	Submitting Agency: Department of Real Estate and Asset Management	Staff Contact: Sang Gon Kim.	Contact Phone: (404) 612-6127.		
	Description: Approval to renew existing contract to provide general landscaping & lawn care services for 38 total Countywide sites.					
		FINANCI	AL SUMMARY			
Origina Previou This Ro TOTAL	==	\$264,038.00 \$396,057.00	MBE/FBE Participation Amount: 0 Amount: . Amount: \$58,365.43 or Amount: .	0%: Click here to enter text. 0%: .		
Grant Information Summary: Amount Requested: Match Required: Start Date: End Date: Match Account \$:		☐ Cash ☐ In-Kind ☐ Approval to A ☐ Apply & Acce				
100-520 \$264,03 to availa funding	g Line 1: 0-5222-1160: 38.00 "Subject ability of adopted for by BOC"	Funding Line 2:	Funding Line 3:	Funding Line 4:		
		KEY CON	TRACT TERMS			
Start Da 1/1/202		End Date: 12/31/2020				
	djustment: ere to enter	Renewal/Extension To One renewal option rer				
			& APPROVALS edit below this line)			
XX	Originating Dep	partment:	Davis, Joseph	Date: 11/4/2019		
Χ	County Attorne	y:	Stewart, Denval	Date: 12/10/2019		
XX	Purchasing/Cor	ntract Compliance:	Strong-Whitaker, Fe	licia Date: 12/10/2019		
XX		t Analyst/Grants Admin:	Whitted, Ivan	Date: 11/4/2019		
	Grants Manage			Date: .		
Χ	County Manage		Anderson, Dick	Date: 12/11/2019		



CONTRACT RENEWAL AGREEMENT

DEPARTMENT: Real Estate and Asset Management

BID/RFP# NUMBER: 18ITB116051C-GS

BID/RFP# TITLE: General Landscaping & Lawn Care Countywide Facilities

ORIGINAL APPROVAL DATE: 4/17/2019

RENEWAL PERIOD: FROM: 1/1/2020 THROUGH: 12/31/2020

RENEWAL OPTION #: 1 OF 2

NUMBER OF RENEWAL OPTIONS: 2

RENEWAL AMOUNT: \$158,538.00

COMPANY'S NAME: Ed Castro Landscape, Inc.

ADDRESS: 1125 Old Ellis Rd.

CITY: Roswell

STATE: GA

ZIP: 30076

This Renewal Agreement No. ___ was approved by the Fulton County Board of

Commissioners on BOC DATE: BOC NUMBER:

SIGNATURES: SEE NEXT PAGE

SIGNATURES:

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications for Bid/RFP# 18ITB116051C-GS (Person signing must have signature authority for the company/corporation) NAME: _____(CEO, President, Vice President) _____ (Print) VENDOR'S SIGNATURE: _____ DATE: ATTEST: NOTARY PUBLIC: _____ TITLE: _____ COUNTY:____ MY COMMISSION EXPIRES: _____ SEAL (Affix) **FULTON COUNTY, GEORGIA** DATE: **ROBERT L. PITTS, CHAIRMAN FULTON COUNTY BOARD OF COMMISSIONERS** ATTEST: DATE: TONYA R. GRIER INTERIM CLERK TO THE COMMISSION SEAL (Affix) DEPARTMENT AUTHORIZES RENEWAL OPTION ON THE AFOREMENTIONED BID/RFP: **DEPARTMENT HEAD:** Joseph N. Davis. Director, DREAM DEPARTMENT HEAD SIGNATURE: _____ DATE ____ _____RCS:_____ ITEM#:_____ RM:____ ITEM#:

REGULAR MEETING

RECESS MEETING



CONTRACT RENEWAL AGREEMENT

DEPARTMENT: Real Estate and Asset Management

BID/RFP# NUMBER: 18ITB116051C-GS

BID/RFP# TITLE: General Landscaping & Lawn Care Countywide Facilities

ORIGINAL APPROVAL DATE: 4/17/2019

RENEWAL PERIOD: FROM: 1/1/2020 THROUGH: 12/31/2020

RENEWAL OPTION #: 1 OF 2

NUMBER OF RENEWAL OPTIONS: 2

RENEWAL AMOUNT: \$105,500.00

COMPANY'S NAME: Georgia Green Landscaping

ADDRESS: 3605 Sandy Plains Rd, Suite 240-102

CITY: Marietta

STATE: GA

ZIP: 30066

This Renewal Agreement No. ___ was approved by the Fulton County Board of

Commissioners on BOC DATE: BOC NUMBER:

SIGNATURES: SEE NEXT PAGE

SIGNATURES:

Vendor agrees to accept the renewal option and abide by the terms and conditions set forth in the contract and specifications for Bid/RFP# 18ITB116051C-GS (Person signing must have signature authority for the company/corporation) NAME: _____(CEO, President, Vice President) _____ (Print) VENDOR'S SIGNATURE: _____ DATE: ATTEST: NOTARY PUBLIC: _____ TITLE: _____ COUNTY:____ MY COMMISSION EXPIRES: _____ SEAL (Affix) **FULTON COUNTY, GEORGIA** DATE: **ROBERT L. PITTS, CHAIRMAN FULTON COUNTY BOARD OF COMMISSIONERS** ATTEST: DATE: TOYNA R. GRIER INTERIM CLERK TO THE COMMISSION SEAL (Affix) DEPARTMENT AUTHORIZES RENEWAL OPTION ON THE AFOREMENTIONED BID/RFP: **DEPARTMENT HEAD:** Joseph N. Davis. Director, DREAM DEPARTMENT HEAD SIGNATURE: _____ DATE ____ _____RCS:_____ ITEM#:_____ RM:____ ITEM#:

REGULAR MEETING

RECESS MEETING

Contract Renewal Evaluation Form

Date: October 16, 2019	
Department:	Real Estate and Asset Management
Contract Number:	18ITB116051C-GS
Contract Title:	General Landscaping & Lawn Care Countywide Facilities

Instructions:

It is extremely important that every contract be rigidly scrutinized to determine if the contract provides the County with value. Each renewal shall be reviewed and answers provided to determine whether services should be maintained, services/scope reduced, services brought in-house or if the contract should be terminated. Please submit a completed copy of this form with all renewal requests.

1. Describe what efforts were made to reduce the scope and cost of this contract.

No efforts have been made to reduce the reliance on contract services. There is not sufficient staffing to perform these functions internally.

2. Describe the analysis you made to determine if the current prices for this good or service is reflective of the current market. Check all applicable statements and provide documentation:

□ Internet search of pricing for same product or service:

Date of search: October 16, 2019

Price found: NA

Different features / Conditions: NA

Percent difference between internet price and renewal price: NA

Explanation / Notes:

The bid prices for landscaping are specific to the 38 project sites that are owned by the County. Vendor pricing was determined based on actual site visit. The internet pricing search is only able to determine a rough price per acre which is not an effective method to price the sites owned by the County. The Bid prices submitted by Castro and Georgia Green are on the low end of the per acre cost, and reflect below market pricing for landscape services.

	Date contacted:	Click here t	o enter a date.	
	Jurisdiction Name / Contact name:	Click here t	o enter text.	
	Date of last purchase:	Click here to enter a date.		
	Price paid:	Click here t	o enter text.	
-District	Inflation rate:	Click here t	o enter text.	
	Adjusted price:	Click here to enter text.		
30.00	Percent difference between past purchase price and renewal price:	Click here t	o enter text.	
	Are they aware of any new vendors?	☐ Yes	□ No	
000000000000000000000000000000000000000	Are they aware of a reduction in pricing in this industry?	□ Yes	□ No	
	How does pricing compare to Fulton County's award contract'	? Click here t	o enter text.	
	Explanation / Notes: Fulton County bid prices are specific to the 38 sites located in jurisdiction has the same 38 county sites to make a cost com Other (Describe in detail the analysis conducted and the of Click here to enter text.	parison.	s. No other	
	Fulton County bid prices are specific to the 38 sites located in jurisdiction has the same 38 county sites to make a cost com Other (Describe in detail the analysis conducted and the of Click here to enter text. What was the actual expenditure (from the AMS system) spen	parison. utcome):		
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· ·	Fulton County bid prices are specific to the 38 sites located in jurisdiction has the same 38 county sites to make a cost composition. Other (Describe in detail the analysis conducted and the official here to enter text. What was the actual expenditure (from the AMS system) sper year? \$132,019.00 (from 7/1/19 to 12/31/2019; for 6 months, \$22,003.17) Does the renewal option include an adjustment for inflation? (Information can be obtained from CPI index) Was it part of the initial contract?	parison. utcome): nt for this contract for per month) □ Yes □ Yes	or previous fiscal ☑ No ☑ No	
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· · ato	Fulton County bid prices are specific to the 38 sites located in jurisdiction has the same 38 county sites to make a cost com Other (Describe in detail the analysis conducted and the offick here to enter text.) What was the actual expenditure (from the AMS system) sper year? \$132,019.00 (from 7/1/19 to 12/31/2019; for 6 months, \$22,003.17) Does the renewal option include an adjustment for inflation? (Information can be obtained from CPI index) Was it part of the initial contract? e of last purchase:	parison. utcome): Int for this contract for per month) Ues Ves Click here to enter to content	or previous fiscal ☑ No ☑ No a date. text.	

5.	Is this a seasonal item or service?	☐ Yes	⊠ No	
6.	Has an analysis been conducted to det ⊠ No If yes, attach the analysis. No staff is available to perform this fur		this service can be performed in-house? ☐ Yes	
7.	What would be the impact on your department if this contract was not approved? The Department will not be able to maintain the 38 sites listed in the ITB document			
	Anthony Spencer, DREAM		10 Kright Never enter a date.	
	Prepared by		Date	
	Joseph N. Davis, Director		o Chick here to enter a date.	
	Department Head		Date	

CONTRACTORS PERFORMANCE REPORT GOODS AND COMMODITIES SERVICES

Report Period Start	Report Period End	Contract Period Start	Contract Period End
7/1/2019	9/30/2019	1/1/2019	12/31/2019
PO Number			PO Date
Department	Real Estate and Asset Man	agement	
Bid Number	18ITB116051C-GS		
Service Commodity	Landscape Design and Re	novation	
Contractor	Ed Castro Landscapes		

= Unsatisfactory	Achieves contract requirements less than 50% of the time, not responsive, effective and/or efficient, unacceptable delay, incompetence, high degree of customer dissatisfaction.
= Poor	Achieves contract requirements 70% of the time. Marginally responsive, effective and/or efficient; delays require significant adjustments to programs; key employees marginally capable; customers somewhat satisfied.
! = Satisfactory	Achieves contract requirements 80% of the time; generally responsive, effective and/or efficient; delays are excusable and/or results in minor programs adjustments; employees are capable and satisfactorily providing service without intervention; customers indicate satisfaction.
= Good	Achieves contract requirements 90% of the time. Usually responsive; effective and/or efficient; delays have not impact on programs/mission; key employees are highly competent and seldom require guidance; customers are highly satisfied.
= Excellent	Achieves contract requirements 100% of the time. Immediately responsive; highly efficient and/or effective; no delays; key employees are experts and require minimal directions; customers expectations are exceeded.

. Quality of Goods/Services (-Specification Compliance - Technical Excellence - Reports/Administration - Personnel Qualification)

Castro always meets spec	compliance. Quality of goods and services	are excellent and personnel are experienced	and knowledgeable with great
	rts, invoices, proposals are prompt and alw		g g
1			

. Timeliness of Performance (-Were Milestones Met Per Contract - Response Time (per agreement, if applicable) - Responsiveness to Direction/Change - Or ime Completion Per Contract)

O 0 Comments:

Castro completes project in a timely manner; are efficient and always meets milestones. If an issue comes up or the scope has changed they respond in a timely manner; highly efficient with no delays

○ 2 ○ 3 ● 4

. Business Relations (-Responsiveness to Inquiries - Prompt Problem Notifications)

Comments:

\cup 0	
_	Generally good business relations but sometimes takes a few days to respond to requests but generally responds to problems promptly, efficiently. If I call
() 1	it can take a few days to get back to me but generally they respond with a text, email, call back within 48 hours.
· .	

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O 4

2 3	ions most of the time.; Sometimes the plants are placed orrect the punchlist items but sometimes after a few remi	too close together or tree are planted a bit inders.
ontractors Key Personnel (-Credentials/Experience Appropria Comments: Key personnel are experienced and have proper credent generally good and effective but sometimes there could phone or text. Prompt and efficient.	tials in the field and I can ask them questions and thoy us	sually know the anguar Supervision in
2 3 4 3.2		
ld you select/recommend this vendor again?	Rating completed by:	anthony.spencer
eck box for Yes. Leave Blank for No) Yes O No		antiony.spericer
	Department Head Signature	Date
Department Head Name	Department Head Signature	
Department Head Name	Willes Man	10/17/2019

CONTRACTORS PERFORMANCE REPORT

		ERFORMANCE REPORT DNAL SERVICES	
Report Period Start	Report Period End	Contract Period Start	Contract Period End
7/1/2019	10/31/2019	7/1/2019	12/31/2019
O Number	1 - 30-2 30-		PO Date
D = 0	2 many laws		7/1/2019
epartment	Real Estate and Asset Manag	nement	
id Number	18ITB116051C-GS		
ervice Commodity	General Landscaping & Maintenance Lawn Care		
ontractor	Georgia Green Landscaping		
= Poor	customer dissatisfa Achieves contract r	ection. requirements 70% of the t	incompetence, high degree of ime. Marginally responsive,
= Satisfactory	key employees mar Achieves contract r and/or efficient; del adjustments; emplo	ginally capable; custome requirements 80% of the t ays are excusable and/or	ime; generally responsive, effective results in minor programs isfactorily providing service withou
= Good	Achieves contract r and/or efficient; del	equirements 90% of the t ays have not impact on p	ime. Usually responsive; effective rograms/mission; key employees idance; customers are highly
Excellent Achieves contract requirements 100% of the time. Immediately resphighly efficient and/or effective; no delays; key employees are experequire minimal directions; customers expectations are exceeded.		ey employees are experts and	
Commenter	ation Compliance - Technical Excellence - Repo	rts/Administration - Personnel Quali	ification)
/ 0	products pine straw and other landscape materials	as requested of the contract, vendor is	s always willing to help with any additional issues or
Timeliness of Performance (-Were Miompletion Per Contract) O Comments: Vendor has some issues with the contract of the contr	ilestones Met Per Contract - Response Time (pe th manpower, and ability to perform on a routine sci		siveness to Direction/Change - On Time
4 Business Relations (-Responsivenes	s to Inquiries - Prompt Problem Notifications)		

 \bigcirc o Packet Page -315- \bigcirc 1

Comments:

7.3		dscaping that have came up.
) 4		
sustomer Satisfaction (-Met User Quality Expectations - Met Spec	ification - Within Budget - Proper Invoicing	g - No Substitutions)
vendor has provided proper invoices and other request as r	equested or required	
) 2		
) 3		
) 4		
Contractors Key Personnel (-Credentials/Experience Appropriate	- Effective Supervision/Management - Ava	ailable as Needed)
Comments: Mark Gregory has provided adequate and professional land	decaning staff as pooded or requested to see	male to the test and other test that have
1	scaping stail as needed of requested to com	ripiete trie task and otner task that have came up.
) 2		
) 3		
) 4		
erall Performance Rating: 2.8		
uld you select/recommend this vendor again?	Rating completed by:	anthony enonger
eck box for Yes. Leave Blank for No)	Rating completed by:	anthony.spencer
ould you select/recommend this vendor again? leck box for Yes. Leave Blank for No) Yes No	Rating completed by:	anthony.spencer
neck box for Yes. Leave Blank for No)	Rating completed by:	anthony.spencer
neck box for Yes. Leave Blank for No)	Rating completed by: Department Head Signatur	
Peck box for Yes. Leave Blank for No) Yes No Department Head Name	Department Head Signatur	
eck box for Yes. Leave Blank for No) Yes No		re Date
Peck box for Yes. Leave Blank for No) Yes No Department Head Name	Department Head Signatur	re Date