

MEETING DATE: May 21, 2018

AGENDA ITEM: Consider Approval of Grounds Services Contract

PRESENTER: Earl Husfeld

ALIGNS TO BOARD GOAL(S): Financial/Facilities – The District shall exhibit excellence in financial and facility planning, management, and stewardship.

BACKGROUND INFORMATION:

- The Faulk Company/Ronnie Walters Lawn Care has provided turnkey grounds services to the Aledo ISD since 1993.
- During these 25 years of providing services to the District, The Faulk Company/Ronnie Walters Lawn Care has partnered with the District in many ways.

ADMINISTRATIVE CONSIDERATIONS:

- The District advertised for Competitive Sealed Proposals (CSP) for District Grounds Services in late December 2017. A mandatory pre-proposal meeting and tour of facility facilities was held on February 23, 2018.
- Eight (8) sealed proposals were received in the Aledo ISD Business Office by the deadline of 2:00 PM on March 2, 2018.
- Since receipt of these sealed proposals, district staff has thoroughly reviewed, analyzed, and evaluated all responses received using the criteria published in the proposal documents. Additionally, the District had an independent third party review the submitted proposals. Following is a tabulation of the responses received.
- The initial contract period for this CSP is three (3) years with two (2), one (1) year extensions, at the District's discretion and in the best interests of the District. The CSP also provided for termination with a thirty (30) day written notice. If the proposed termination is related to the performance of the Contractor, the Contractor has forty-five (45) days to cure the deficiencies.
- The CSP provided for a negotiated start date, but no later than September 1, 2018.
- Based upon this detailed analysis, the CSP received from Ronnie Walters Lawn Care, LLC provides the best value to Aledo ISD.

FISCAL NOTE:

Depending upon the negotiated start date, the costs of this contract will be paid with available budgeted funds in the current budget or provided for in the 2018-2019 budget.

ADMINISTRATIVE RECOMMENDATION:

The Administration recommends the Board of Trustees approve acceptance of the competitive sealed proposal submitted by Ronnie Walters Lawn Care, LLC and award them the grounds services contract as presented.

	Aledo Independent School District											
	Request for Competitive Sealed Proposals - Grounds Services											
	Proposal Tabulation: Responses Received by Deadline - March 2, 2018, 2:00 PM											
		Fiscal Year										
		201	8-2019 Annual (Cost	2019-2020 Annual Cost			2020-2021 Annual Cost				
		Mowing,	Flower Beds,		Mowing,	Flower Beds,		Mowing,	Flower Beds,		3-Year	
		Edging, etc.	Shrubs, etc.	Total	Edging, etc.	Shrubs, etc.	Total	Edging, etc.	Shrubs, etc.	Total	Total	
	Company Name											
1	Ronnie Walters Lawn Care, LLC	\$264,000	\$30,000	\$294,000	\$264,000	\$30,000	\$294,000	\$277,200	\$31,500	\$308,700	\$896,700	
2	Prestige Worldwide Services	\$253,682	\$44,767	\$298,449	\$253,682	\$44,767	\$298,449	\$260,024	\$45,886	\$305,910	\$902,808	
3	Weldon's Lawn and Tree, LLC	\$290,900	\$9,720	\$300,620	\$290,900	\$9,720	\$300,620	\$290,900	\$9,720	\$300,620	\$901,860	
4	Kangas Casas Enterprises LLC/Trinity River Lawn Care & Landscaping	\$275,000	\$30,000	\$305,000	\$295,000	\$35,000	\$330,000	\$320,000	\$39,000	\$359,000	\$994,000	
5	Dyna-Mist Irrigation Company	\$285,179	\$25,212	\$310,391	\$290,882	\$25,715	\$316,597	\$296,700	\$26,229	\$322,929	\$949,917	
6	Matrix Demolition LLC	\$300,000	\$50,000	\$350,000	\$309,000	\$51,500	\$360,500	\$318,270	\$53,045	\$371,315	\$1,081,815	
7	ABM Texas General Services, Inc.	\$344,224	\$9,243	\$353,467	\$354,551	\$9,520	\$364,071	\$365,188	\$9,806	\$374,994	\$1,092,532	
8	The Faulk Company	\$353,000	\$25,000	\$378,000	\$353,000	\$25,000	\$378,000	\$365,000	\$25,000	\$390,000	\$1,146,000	
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