



THE SCHOOL DISTRICT OF ESCAMBIA COUNTY
PURCHASING DEPARTMENT
75 North Pace Blvd.
Pensacola, FL 32505

RFP AWARD NOTICE

DATE:
February 28, 2022

BID TITLE & REFERENCE:
Grounds Maintenance Services
RFP #220803

DESCRIPTION OF PURCHASE:

An agreement (renewable annually for a period of up to five (5) years) to provide grounds maintenance services for forty (40) facilities throughout the District. Services will be performed annually between April 1 and November 30. Recommend award to the lowest, most responsive proposer meeting specifications and special conditions.

Effective Dates: April 1, 2022 through March 31, 2023

REQUESTED BY:

Maintenance Department

SUPPLIER NAME:

Gulf Coast Environmental Contractors, Inc.; Pensacola, FL

AMOUNT OF PURCHASE:

\$328,645.00 Est. / Year

FUNDING SOURCE:

General Fund (1110) – Buildings & Grounds Maintenance
(02000)

METHOD OF PROCUREMENT:

ECSD RFP

Responses Received: 7

DATE AND TIME POSTED:

February 28, 2022; 3:45pm Central Time



**THE SCHOOL DISTRICT OF ESCAMBIA COUNTY
PURCHASING DEPARTMENT
75 NORTH PACE BOULEVARD
PENSACOLA, FL 32505**

PROPOSAL TABULATION

Date: Friday, February 18, 2022
RFP Number: 220803
RFP Title: Grounds Maintenance Services

Recommended Award

Location Group	A			B			C			D		
	Questionnaire and Response Score	Pricing Score	Total Score	Questionnaire and Response Score	Pricing Score	Total Score	Questionnaire and Response Score	Pricing Score	Total Score	Questionnaire and Response Score	Pricing Score	Total Score
Wade's Blades LLC	32.3	27.62	59.92	32.3	22.67	54.97	32.3	33.41	65.71	32.3	24.75	57.05
Paul Guy Lawn Care and Tractor Work	28.6	31.68	60.28	28.6	35.16	63.76	28.6	33.91	62.51	28.6	33.12	61.72
Green Procedures Inc	36.3	23.13	59.43	36.3	25.93	62.23	36.3	24.47	60.77	36.3	22.54	58.84
Escape Landscaping and Lawn Care	31.3	33.58	64.88	31.3	24.73	56.03	31.3	29.32	60.62	31.3	25.72	57.02
Rotolo Consultants, Inc.	35	37.40	72.40	35	34.36	69.36	35	43.42	78.42	35	39.63	74.63
Gulf Coast Environmental Contractors, Inc.	37	60.00	97.00	37	60.00	97.00	37	60.00	97.00	37	60.00	97.00
Wallace Sprinkler & Supply dba The Wallace Company	31.7	35.64	67.34	31.7	38.58	70.28	31.7	37.93	69.63	31.7	38.11	69.81

Location Group	E			F			G		
	Questionnaire and Response Score	Pricing Score	Total Score	Questionnaire and Response Score	Pricing Score	Total Score	Questionnaire and Response Score	Pricing Score	Total Score
Wade's Blades LLC	32.3	31.30	63.60	32.3	25.11	57.41	32.3	32.40	64.70
Paul Guy Lawn Care and Tractor Work	28.6	40.23	68.83	28.6	36.61	65.21	28.6	48.85	77.45
Green Procedures Inc	36.3	25.56	61.86	36.3	18.02	54.32	36.3	28.10	64.40
Escape Landscaping and Lawn Care	31.3	38.82	70.12	31.3	18.43	49.73	31.3	24.27	55.57
Rotolo Consultants, Inc.	35	44.97	79.97	35	40.10	75.10	35	53.84	88.84
Gulf Coast Environmental Contractors, Inc.	37	60.00	97.00	37	60.00	97.00	37	60.00	97.00
Wallace Sprinkler & Supply dba The Wallace Company	31.7	46.13	77.83	31.7	42.39	74.09	31.7	55.95	87.65

Notes:

- 1 Pricing Scores were calculated by determining how much greater each Responder's pricing was than the most competitive price proposal, then dividing the total possible points (60) by that factor. For example, if Responder A's price proposal was \$100, and the most competitive price proposal was \$50, then $100/50=2$, and $60/2=30$. Therefore, Responder A would receive a Pricing Score of 30 points.
- 2 Total Scores for each location group were calculated by adding each Responder's Questionnaire and Response Score to their respective Pricing Score.



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PURCHASING DEPARTMENT
75 NORTH PACE BOULEVARD
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PRICING TABULATION

Date: Friday, February 18, 2022
RFP Number: 220803
RFP Title: Grounds Maintenance Services

Recommended Award

Location Group		A				B				C			
Responder Name	Max # of Groups	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging
Wade's Blades LLC	7	\$ 5,500.00	\$ 900.00	\$ 5,500.00	\$ 96,200.00	\$ 6,250.00	\$ 1,680.00	\$ 6,250.00	\$ 111,290.00	\$ 5,800.00	\$ 1,860.00	\$ 5,800.00	\$ 104,180.00
Paul Guy Lawn Care and Tractor Work	2	\$ 4,721.50	\$ 1,198.50	\$ 3,593.50	\$ 83,861.00	\$ 4,039.00	\$ 1,032.75	\$ 3,067.00	\$ 71,761.25	\$ 5,777.50	\$ 1,483.25	\$ 3,981.50	\$ 102,667.25
Green Procedures Inc	7	\$ 6,440.00	\$ 1,800.00	\$ 6,950.00	\$ 114,880.00	\$ 5,460.00	\$ 1,500.00	\$ 6,300.00	\$ 97,320.00	\$ 7,980.00	\$ 2,200.00	\$ 9,200.00	\$ 142,260.00
Escape Landscaping and Lawn Care	3	\$ 4,407.50	\$ 1,400.00	\$ 5,550.00	\$ 79,127.50	\$ 5,367.50	\$ 3,600.00	\$ 6,785.00	\$ 102,047.50	\$ 6,577.50	\$ 2,300.00	\$ 7,700.00	\$ 118,717.50
Rotolo Consultants, Inc.	7	\$ 4,101.16	\$ 436.18	\$ 4,101.16	\$ 71,028.26	\$ 4,094.84	\$ 1,270.68	\$ 4,094.84	\$ 73,424.32	\$ 4,569.01	\$ 833.93	\$ 4,569.01	\$ 80,174.96
Gulf Coast Environmental Contractors, Inc.	7	\$ 2,482.00	\$ 695.00	\$ 1,737.00	\$ 44,279.00	\$ 2,359.00	\$ 650.00	\$ 1,649.00	\$ 42,053.00	\$ 3,299.00	\$ 645.00	\$ 2,307.00	\$ 58,018.00
Wallace Sprinkler & Supply dba The Wallace Company	7	\$ 3,939.50	\$ 2,525.00	\$ 2,160.00	\$ 74,546.50	\$ 3,266.25	\$ 3,290.00	\$ 2,825.00	\$ 65,396.25	\$ 4,757.00	\$ 3,635.00	\$ 4,450.00	\$ 91,774.00

Location Group		D				E				F			
Responder Name	Max # of Groups	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging
Wade's Blades LLC	7	\$ 7,000.00	\$ 1,620.00	\$ 7,000.00	\$ 123,860.00	\$ 4,600.00	\$ 1,800.00	\$ 4,600.00	\$ 83,600.00	\$ 5,600.00	\$ 1,440.00	\$ 5,600.00	\$ 99,520.00
Paul Guy Lawn Care and Tractor Work	2	\$ 5,211.25	\$ 1,317.50	\$ 3,971.25	\$ 92,543.75	\$ 3,662.00	\$ 930.75	\$ 2,786.00	\$ 65,046.25	\$ 3,842.50	\$ 981.75	\$ 2,918.50	\$ 68,267.75
Green Procedures Inc	7	\$ 7,700.00	\$ 1,700.00	\$ 8,600.00	\$ 136,000.00	\$ 5,740.00	\$ 1,600.00	\$ 6,700.00	\$ 102,380.00	\$ 7,840.00	\$ 1,800.00	\$ 8,800.00	\$ 138,680.00
Escape Landscaping and Lawn Care	3	\$ 6,555.00	\$ 2,575.00	\$ 7,680.00	\$ 119,160.00	\$ 3,576.50	\$ 2,200.00	\$ 4,675.00	\$ 67,400.50	\$ 7,392.50	\$ 3,300.00	\$ 8,545.00	\$ 135,572.50
Rotolo Consultants, Inc.	7	\$ 4,499.78	\$ 281.00	\$ 4,499.78	\$ 77,339.26	\$ 3,305.64	\$ 663.92	\$ 3,305.64	\$ 58,187.64	\$ 3,565.81	\$ 566.09	\$ 3,565.81	\$ 62,317.04
Gulf Coast Environmental Contractors, Inc.	7	\$ 2,909.00	\$ 545.00	\$ 2,032.00	\$ 51,088.00	\$ 2,314.00	\$ 1,425.00	\$ 1,619.00	\$ 43,613.00	\$ 2,346.00	\$ 590.00	\$ 1,641.00	\$ 41,652.00
Wallace Sprinkler & Supply dba The Wallace Company	7	\$ 4,289.75	\$ 2,500.00	\$ 3,925.00	\$ 80,425.75	\$ 3,004.50	\$ 1,885.00	\$ 2,892.50	\$ 56,731.50	\$ 3,128.25	\$ 1,925.00	\$ 3,050.00	\$ 58,955.25

Location Group		G				Hourly Labor Rate for Location Specific Landscaping Services
Responder Name	Max # of Groups	Total Cost per Primary Service Cycle	Total Cost per Pruning & Hedging Cycle	Non-Scheduled Service Visit Total Group Cost	Annual Total for Primary Service + Pruning & Hedging	
Wade's Blades LLC	7	\$ 5,000.00	\$ 1,260.00	\$ 5,000.00	\$ 88,780.00	\$ 75.00
Paul Guy Lawn Care and Tractor Work	2	\$ 3,314.00	\$ 850.00	\$ 2,814.00	\$ 58,888.00	\$ 125.00
Green Procedures Inc	7	\$ 5,740.00	\$ 1,600.00	\$ 6,650.00	\$ 102,380.00	\$ 26.00
Escape Landscaping and Lawn Care	3	\$ 6,390.00	\$ 3,300.00	\$ 7,575.00	\$ 118,530.00	\$ 75.00
Rotolo Consultants, Inc.	7	\$ 3,039.54	\$ 584.68	\$ 3,039.54	\$ 53,426.22	\$ 28.50
Gulf Coast Environmental Contractors, Inc.	7	\$ 2,626.00	\$ 1,100.00	\$ 1,836.00	\$ 47,942.00	\$ 35.00
Wallace Sprinkler & Supply dba The Wallace Company	7	\$ 2,689.00	\$ 1,900.00	\$ 2,637.00	\$ 51,413.00	\$ 40.00

BID TABULATION, RECOMMENDATIONS, AND PROTEST

Bid tabulations with award recommendations are posted for 72 hours in the Purchasing Department Office and are also posted to the School District's website address at: <http://ecsd-fl.schoolloop.com/purchasing/bids>. Notices will not be automatically mailed.

Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120 Florida Statutes.

I hereby certify that the prices and bidders reflected herein are valid, and have been received in compliance to Escambia County School Board Rules and Florida Law.

John Dombroskie

John Dombroskie, Director
Purchasing Department