

| Agenda Item | cover sheet

for consideration by the Apex Town Council

Item Type: CONSENT AGENDA

Meeting Date: June 10, 2025

Item Details

Presenter(s): Matt Wetherell, Facilities and Grounds Manager

Department(s): Public Works

Requested Motion

Motion to approve a multi-year contract between Greenscape Inc., and the Town of Apex, effective July 1, 2025 through June 30, 2028, to provide grounds maintenance services at various Town facilities and roadside rights-of-ways (ROW) and to authorize the Town Manager, or their designee, to execute on behalf of the Town.

Approval Recommended?

Yes

Item Details

This agreement provides for grounds maintenance services at Town facilities and roadside rights-of-way (ROW). The contract term is three years, from July 1, 2025, through June 30, 2028, with two optional one-year extensions: Extension 1: July 1, 2028 - June 30, 2029 and Extension 2: July 1, 2029 - June 30, 2030.

The current grounds maintenance contract expires at the end of FY25. To ensure service continuity and competitive pricing, staff re-bid the contract. The new agreement covers 65 locations, including Town facilities and ROW areas.

Following the competitive bid process, staff recommends awarding the contract to Greenscape, Inc., which submitted the lowest first-year bid of \$582,284.04. Greenscape met all RFP requirements, including submission of references, subcontractor information, acknowledgment of addenda, and required financial and insurance documentation. Additionally, Greenscape's first-year bid is within the amount allocated for this service in the approved FY2025-26 operating budget.

This agreement includes a fixed 3% increase in costs, effective at the beginning of each Town fiscal year. Total costs for the agreement over the initial three-year term is: \$1,799,781.74.

Bid Summary:

Companies	First Year Bid Amount	Three References	Acknowledged Addenda	Financial Statement	Insurance Statement	Subcontractors Listed
Greenscape, Inc.	\$582,284.04	Yes	Yes	Yes	Yes	Yes
LandCare USA, LLC	\$669,438.00	Yes	Yes	Yes	Yes	Yes
Jones Landscaping & Maintenance, Inc.	\$757,668.00	Yes	No	Yes	Yes	Self-Perform
Pro Cutters, Inc.	\$858,251.16	Yes	Yes	Yes	Yes	Self-Perform

Attachments

- CN6-A1: Multi-Year Service Contract - Greenscape Landscape Maintenance - Town Facilities and Grounds Landscaping - July 1, 2025 through June 30, 2028
- CN6-A2: Landscape Area Exhibits - Greenscape Landscape Maintenance - Town Facilities and Grounds Landscaping - July 1, 2025 through June 30, 2028

