



EVALUATION COMMITTEE MEETING FOR LANDSCAPE & MAINTENANCE SERVICES MINUTES

August 8, 2024 at 11:00 AM

Council Chambers – 340 Ocean Drive

PRESENT: TIMOTHY HANNON, ACTING DIRECTOR OF PUBLIC WORKS
ANDREA L. DOBBINS, PROJECT COORDINATOR/RISK MANAGER
FRANK DAVILA, DIRECTOR OF PLANNING & ZONING
CAITLIN E. COPELAND-RODRIGUEZ, TOWN CLERK

AUDIENCE: 2

CALL TO ORDER – 11:00AM

Acting Director of Public Works Hannon called the meeting to order at 11:00am. He announced that the public is allowed to attend the meeting, but participation is limited to the Evaluation Committee members only. He also stated that the purpose of the Committee meeting is to review, rank and vet out the companies which submitted proposals to the Town's RFP, Request for Proposal for Landscape & Maintenance Services for the Town of Juno Beach.

REVIEW OF PROPOSALS

Acting Director of Public Works Hannon stated that they received a total of five (5) responses to the RFP and he explained the process for ranking the firms and giving a recommendation to Council.

The Committee reviewed and discussed the following proposals:

ARAZOZA BROTHERS MAINTENANCE

Acting Director of Public Works Hannon stated that he gave this company a total of 78 out of 100.

Project Coordinator/Risk Manager Dobbins stated that she gave this company a total of 90 out of 100.

Director of Planning & Zoning Davila stated that he gave this company a total of 86 out of 100.

BRIGHTVIEW

Acting Director of Public Works Hannon stated that he gave this company a total of 78 out of 100.

Project Coordinator/Risk Manager Dobbins stated that she gave this company a total of 90 out of 100.

Director of Planning & Zoning Davila stated that he gave this company a total of 91 out of 100.

MAINGUY LANDSCAPE SERVICES

Acting Director of Public Works Hannon stated that he gave this company a total of 97 out of 100.

Project Coordinator/Risk Manager Dobbins stated that she gave this company a total of 100 out of 100.

Director of Planning & Zoning Davila stated that he gave this company a total of 99 out of 100.

TERRACON SERVICES, INC.

Acting Director of Public Works Hannon stated that he gave this company a total of 71 out of 100.

Project Coordinator/Risk Manager Dobbins stated that she gave this company a total of 85 out of 100.

Director of Planning & Zoning Davila stated that he gave this company a total of 71 out of 100.

THE GREENSHAPE

Acting Director of Public Works Hannon stated that he gave this company a total of 49 out of 100.

Project Coordinator/Risk Manager Dobbins stated that she gave this company a total of 68 out of 100.

Director of Planning & Zoning Davila stated that he gave this company a total of 55 out of 100.

(See attached evaluation sheets.)

COMMITTEE DISCUSSION AND FINAL RANKING FOR RECOMMENDATION TO TOWN COUNCIL


The Committee discussed and performed a final ranking on their evaluation sheets *(see attached)*.

The Committee gave unanimous consensus to recommend MainGuy Services to the Town Council.

ADJOURNMENT

The meeting was adjourned at 11:18 am.

ATTEST:



Caitlin E. Copeland-Rodriguez, MMC, Town Clerk



Town of Juno Beach
EVALUATION COMMITTEE SUMMARY TABULATION
August 8, 2024

Request for Proposal: Landscape & Maintenance Services

Arazoza Brothers Maintenance

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Timothy Hannon <i>Acting Director of Public Works</i>	8 /10	8 /10	10/20	52/60	78/100
Andrea Dobbins <i>Project Coordinator/Risk Manager</i>	10 /10	10/10	20/20	50/60	90/100
Frank Davila <i>Director of Planning & Zoning</i>	9 /10	9 /10	16/20	51/60	86/100
TOTAL					254 /300

BrightView

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Timothy Hannon <i>Acting Director of Public Works</i>	8 /10	2 /10	15/20	53/60	78/100
Andrea Dobbins <i>Project Coordinator/Risk Manager</i>	10 /10	5 /10	20/20	55/60	90/100
Frank Davila <i>Director of Planning & Zoning</i>	10 /10	8 /10	20/20	53/60	91 /100
TOTAL					259/300

MainGuy Landscape Services

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Timothy Hannon <i>Acting Director of Public Works</i>	8 /10	9 /10	20/20	60/60	97/100
Andrea Dobbins <i>Project Coordinator/Risk Manager</i>	10 /10	10/10	20/20	60/60	100/100
Frank Davila <i>Director of Planning & Zoning</i>	10/10	9 /10	20 /20	60/60	99 /100
TOTAL					296 /300

Terracon Services, Inc.

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Timothy Hannon <i>Acting Director of Public Works</i>	10/10	9/10	19/20	33/60	71/100
Andrea Dobbins <i>Project Coordinator/Risk Manager</i>	10/10	10/10	20/20	45/60	85/100
Frank Davila <i>Director of Planning & Zoning</i>	10/10	8/10	20/20	33/60	71/100
TOTAL					227/300

The Greenshape

Evaluation Committee Member	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Timothy Hannon <i>Acting Director of Public Works</i>	4/10	4/10	8/20	33/60	49/100
Andrea Dobbins <i>Project Coordinator/Risk Manager</i>	8/10	10/10	10/20	40/60	68/100
Frank Davila <i>Director of Planning & Zoning</i>	7/10	6/10	10/20	32/60	55/100
TOTAL					172/300

Completed By *Town Clerk Copeland-Rodriguez:*



Date: 8/8/24

	Max. Points	Category
#1	10	Vendor Profile-Qualifications, Background and Experience of Firm <ul style="list-style-type: none"> Qualifications and experience with similar projects. Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#2	10	References <ul style="list-style-type: none"> Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#3	20	Personnel & Equipment <ul style="list-style-type: none"> Provide sample list of company equipment. Availability of qualified personnel.
#4	60	Price <ul style="list-style-type: none"> Completed itemized proposal form to include all products and services. Shall be awarded points based on a percentage to low bid.



Town of Juno Beach
EVALUATION COMMITTEE TABULATION
 August 8, 2024

Request for Proposal: Landscape & Maintenance Services

Firm (in alphabetical order)	Scoring Criteria Tabulation				
	#1	#2	#3	#4	Total
Arazoza Brothers	9 /10	9 /10	16 /20	52 /60	86 /100
Brightview	10 /10	8 /10	20 /20	53 /60	91 /100
Mainguy Landscape Services	10 /10	9 /10	20 /20	60 /60	99 /100
Terracon Services, Inc.	10 /10	8 /10	20 /20	33 /60	71 /100
The Greenshape	7 /10	6 /10	10 /20	32 /60	55 /100

	Max. Points	Category
#1	10	<i>Vendor Profile-Qualifications, Background and Experience of Firm</i> <ul style="list-style-type: none"> Qualifications and experience with similar projects. Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#2	10	<i>References</i> <ul style="list-style-type: none"> Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#3	20	<i>Personnel & Equipment</i> <ul style="list-style-type: none"> Provide sample list of company equipment. Availability of qualified personnel.
#4	60	<i>Price</i> <ul style="list-style-type: none"> Completed itemized proposal form to include all products and services. Shall be awarded points based on a percentage to low bid.

Completed By: [Signature]
 Signature

Date: 8/8/24

D-RANK DAVID
 Print Name

$$\frac{100}{162,300}$$

$$\frac{x}{181,000}$$

~~100~~

$$\frac{60}{100}$$

$$\frac{x}{111.52}$$

$$60 = 100 = 162,300. \quad 60$$

$$60 - 6.912 = 111.52 \quad 181,000 = 53.088$$

$$67.65 = 112.75 \quad 183,000 = 52.35$$

$$66.87 = 144.79 \quad 235,200 = 33.13$$

$$87.138 = 145.23 \quad 235,712 = 32.862$$

Current ~~spec.~~ shape.

Package was simple, did not expand on questions asked
or criteria

Two of referees started this F.Y. ~~Min.~~ this Oct.

Monthly \$ 19,642.67

Annual \$ 235,712.00

#25

tree/trimming \$27,450

* ~~Maroon~~ Oct. starts. for landscape Maintenance. Pesticides - 25/
Nov. tree removal. + root barriers.

* Saosha Hotel - Hold Ma
Boca LUM - 3/7/24 @ 9:20

* PBE Sheriff → FY 24 work, ALL LANDSCAPING
#3268 other location, CAPABLE. Hesitant on recommendation.

2 Gov
1 Private
cour letter.
#1

→ 3/3

Who's in
charge?
equipped?

#2

#3

#4

7

6

10
400+
personnel

32 = ~~31~~
SS

Terraco

Electric test Womers - Yes!

2: Nurse Picking L → 12-13 Years - Moving from Irrigation ditch. Very good.
3: 3-Prater Hills Kelly

#4

Price Problem?

Merch 9800 → 19600
Land 235,200
Tree farm 24,420

1 Gov
2 Private

3/5

#1

#2

#3

#4

10

8

20

33 = 71

Maiminguy. 10 years?

Very well written and proposed. dec.
Page # 3 Post award.
steps.

Arborist ✓

Chancy Mollis PBG → LMM →

William Neighborhood Sports field. Herbicide.
Rocks. 500K-600K.
plants
Attorney → Supervisor. U.S/S → Renew. Contract ✓

Pct. - Reliable 1 Year → Annuals, landscape.
training. 4.5/5.

Monthly 13,525

Annual 162,300

Tree 25,000.

* Bdd review for
* Bright view. bit more
* than cheer. 4 months
* then changed.

#

Qual + Exp. Reference (3) 5 List of equip.
License. Contact. Description Qualified Pers. Price.

#1

#2

#3

#4

10

9

20

60 = 99

Brightview

* Wellyta Beach is not in their Information Pkg.

I like their Pk for results.

Pk - 30-60-90 day plan

No extra of Blow or Herbicide.

Handy 15,150
Landed 181,000
Tree framing 25,000

1st local.

Sunny Isles. Tobacco 5 years -
Maintenance ROW. Good follow up.
Fertilizer? Installation
Monthly Inspection. Pressure cleaning
Garbage pick up. Weed - Hurricane.
Papo 20 - Recommended. Yes. Services.

Bridman
1st Price

Weston - Martha Press garden
11 + years. → 954-385-4503.
3 Areas Mowing - shrub trimming
trash pick up. →
Humane Services →

Cost + Exp.
License 5

References 4
3 Man + Assoc.
Contract.

List of equip. Price.
Qualified Pers.

#1

#2

#3

#4

10

20

53 =

ARIZONA BROTHERS.

- #2 Statement or Evidence of 5 years of experience?
Good.

- Potencies 1 Public
2 Private.

- Equipment. Bold, underline, highlighted as request.
Provided Section for Equipment, no mention of holding
operator lock blower.

No mention of Approved / prohibited herbicide

PBG. Chris Harvey. → LMP. Oct 2023, spot on. Attention.
Investigation, I stock, Record, Mailbox.
Slow pieces.

Parker Natural → LMM → Sales Dept. 3 years - Admin. 400
200 units.
Install + Maintenance.
Monthly notice.

Ritz → Yasser Molina → LMM. "Learning calling up report every
take care of bills, 7 Months. report every day."
#3

COST. Monthly 19,250
Total \$183,000
+ technician 25,000.

No description.

only one Municipal. - 2
Qul + Exp. 3
Licenses 5
#1
#9
Ref. (3)
Description.
- tech.
#2
#8
No list of 4
equipment
Consolidated Per 10
#3
#4
#16
52

#5
82



Town of Juno Beach
EVALUATION COMMITTEE TABULATION
 August 8, 2024

Request for Proposal: Landscape & Maintenance Services

Scoring Criteria Tabulation						Rank
Firm (in alphabetical order)	#1	#2	#3	#4	Total	
1 Arazoza Brothers	10/10	10/10	20/20	50/60	90/100	3
2 Brightview	10/10	5/10	20/20	55/60	90/100	2
3 Mainguy Landscape Services	10/10	10/10	20/20	60/60	100/100	1
4 Terracon Services, Inc.	10/10	10/10	20/20	45/60	85/100	4
5 The Greenshape	10/10	10/10	20/20	40/60	80/100	5
	8	10	10	68		

	Max. Points	Category
#1	10	Vendor Profile-Qualifications, Background and Experience of Firm <ul style="list-style-type: none"> Qualifications and experience with similar projects. Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
#2	10	References <ul style="list-style-type: none"> Provide a minimum of three (3) customers with a brief description of similar work performed (Government Preferred). Provide the designated contact person's name, phone number, email address, location and dates of service (within the last 2 years).
#3	20	Personnel & Equipment <ul style="list-style-type: none"> Provide sample list of company equipment. Availability of qualified personnel.
#4	60	Price <ul style="list-style-type: none"> Completed itemized proposal form to include all products and services. Shall be awarded points based on a percentage to low bid.

Completed By: Andrea Dobbins
 Signature

Date: Aug. 8, 2024

Andrea Dobbins
 Print Name

All Submittals met basic Requirements of RFP. Some were more thorough but they all met criteria. All references that I was able to speak w/ gave good evaluations of the company I called about. It all came down to

price + that was how each company was rated by their \$ proposal

296

25k (3)
25k (2)
25k tree (1)
19,600
235,200
24,470 (4)
Greenshape
19,642
235k
27k (5)

ARAZOZA

msg Scott Hedge

(PBG City) Chris Harvey - installation + maint. of landscape
Not yet 1 yr. (oct. will be 1 yr); Good job so far

(Ritz Residence) Yafet Molina - good comp. / good work
7-8 months maint. of all the grounds

Work for PBG (govt.) have worked less than 1 yr
for both references that I spoke to.

Alluded to the equipment but did not have a list as
asked for + provided staff flow chart but only listed
a few names. Did not deduct pts. for this since there was
some response to the inquiry.

Brightview

msg (CityWeston) Thaddens

msg (Sunny Isles) Fabricio

msg (Aventura) Angel

All ref. listed are govt as Requested;
provided a list + detail info on equip / personnel

maininguy

msg (PBG) Chauncey

(Wellington) William - ^{done} Parks for 5 yrs ; \$600k contract ; mostly maintenance some new install ; attentive + good work

(Highland beach) Pat - 1 yr. 4.5/5 pts ; very responsive 4.5 out of 5 pts
\$36k/yr contract

Listed equip. + Staff. All ref. were about agencies

Terracon

(Tequesta) Doug msg

Norma msg

Kelly msg

Did not tabulate the pricing correctly ; they show 9,800/mth but line items add up to \$19,600 mth for an annual cost of \$235,200.

The GreenShape

PBCSD Nathan msg

City Miramar Billy msg

Hector msg

Not long in business^{-8YRS}; not much of
company profile. ~~Shad~~ Narrative says they
have 100 employees + show their fleet list
but not equip.

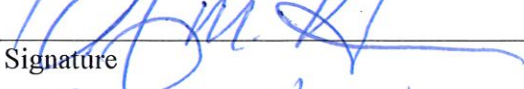


Town of Juno Beach
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Mainguy Landscape Services	8 /10	9 /10	20 /20	60 /60	97 /100
Terracon Services, Inc.	10 /10	9 /10	19 /20	33 /60	71 /100
The Greenshape	4 /10	4 /10	8 /20	33 /60	49 /100

	Max. Points	Category
#1	10	<i>Vendor Profile-Qualifications, Background and Experience of Firm</i> <ul style="list-style-type: none">• Qualifications and experience with similar projects.• Evidence of valid state, county, and local licenses and receipts proving authority to conduct business in the jurisdiction of the work.
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#3	20	<i>Personnel & Equipment</i> <ul style="list-style-type: none">• Provide sample list of company equipment.• Availability of qualified personnel.
#4	60	<i>Price</i> <ul style="list-style-type: none">• Completed itemized proposal form to include all products and services.• Shall be awarded points based on a percentage to low bid.

Completed By: 
Signature
Timothy M. Hannor
Print Name

Date: 8/8/24

	Base Annual Bid	Low Bid	Diff	% of Low Bid	Pts Awarded
Arazoza	183000	162300	20700	87.25%	52
Terracon	235200	162300	72900	55.08%	33
Main Guy	162300	162300	0	100.00%	60
Brightview	181000	162300	18700	88.48%	53
Green Shape	235712	162300	73412	54.77%	33

ARAZOZA Brothers Corp

#1-10 (8) PBG + other non government
supplied licensing info

#2-10 (8) 3 references no dates

Pauther National - emailed

PBG - ^{since} Oct 23 -
response - impeccable

gross new irrigation, Park,

Ritz Carlton

#3-20 (10) List of personnel provided SERIAL TBD
NO Equipment list provided

#4-60 (52) 3rd lowest

(78)

Brightview

- #1 - 10 (8) Other municipal jobs, most, all but one not PBC (WPRB) ^{duplicate}
LOCAL business TAX receipt, Ins. cert.
- #2 - 200 (2) ~~City of Aventura~~ Snow Removal - no dates of service
no description of work
- emitted/Blocked - called
- City of Bal Harbour - # supplied disconnected / emitted
- ~~City of Sunny Isles Beach~~
- ~~City of Weston~~
Wellington - in calling about Matinguy - they brought up Brightview
List of Equipment Supplied
Qualification of Staff - NO NAMES - but Certs & degrees
1 person mentioned Branch Mgr. Jose Zepeda
Various titles listed NO names
- #3 - 20 (15)
- #4 - 60 (53) 2nd lowest ANNUAL rate vs. monthly rate small inaccuracy

668
78

MAIN GUY

multiple past & current municipal contracts

#1 - 10 ⑧ included copies of Cert of Ins., Tax receipt, state Pest Control Licensing

#2 - 10 ⑧ no dates of service listed for references
City PBG

Village Wellington - 5⁺ yrs Parks - 1st yr 3yrs \$100,000
Responsive - Nelson on schedule, Adjust

Brightview - didn't staff properly

Team of Highland Beach

#3 - 20 ⑧ Personnel & Equipment
Listed staff including Exec Mgr & Acct Mgr
Detailed equipment list

#4 - 60 ⑧ low bid @ \$162,300

97

TERRACON

#1-10 (10) work exp
Certs/licenses

#2-10 (9) Village of Tequesta - Called

Three Palms Center

Jupiter Hills HOA - 12 yrs - Bid 6 companies - Really happy w/ them
Current work w/ Jun 10

#3-20 (19) Sup & crew foreman listed
Equipment listed

#4-60 (33) 2nd highest Annual rate U.S. Monthly rate inaccurate

(71)

Green Shape

#1-10 (4)

NO ins, certs, license info

#2-10 (4) 3 ref., NO descrip work, NO dates

PBCSO-email / Left VM

City Miramar-email

Sonesta Hotels-email

#3-20 (8)

NO Equip

NO specific personnel

#4-60 (33)

Highest bid

UP