

BID 18M10
GRASS MOWING SERVICES

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for grass mowing services for the 2018 and 2019 growing seasons. Bids were opened on February 21, 2018.

1. **Bid participation:**

37 bids downloaded
11 companies submitted a bid

2. **Bids were received from:**

Brian Thompson dba: Brian's Lawn Service (Middletown, MD)
Chase Landscaping, LLC (Frederick, MD)
Keyser Services, LLC (Frederick, MD)
M.C. Lawn Care, LLC (Adamstown, MD)
Marathon Resource Management Group (Ashland, VA)
Mountain View Lawn Service, Inc. (Walkersville, MD)
P2 Cleaning Services, LLC (Laurel, MD)
Pacen King Services, LLC (Greenbelt, MD)
Premier Landscape & Lawn Services, LLC (Walkersville, MD)
Ridgely's Services, LLC (Frederick, MD)
Winpigler RCS, LLC (Frederick, MD)

3. **Other facts:**

- The initial contract term will be effective from date of award through December 31, 2019, with one two-year renewal option available.
- The areas to be outsourced are primarily steep banks, open fields and storm water management ponds that are beyond the scope of the schools' custodial duties.
- Grass mowing is bid on a cost per mowing basis by site. All sites within a group are required to be bid in order to be eligible for award.
- Bid evaluation and award are based on a combination of factors, including: cost, proximity to sites, equipment and labor.
- Pacen King Services and P2 Cleaning Services have limited experience servicing schools. The clusters that are recommended for award to these companies are intended to maximize their success as new vendors.
- Approximately \$147,000 was spent in FY17 for these services.
- This contract will be administered by John Carnahan, MBA, FMP, Custodial Services Manager.

4. **Reason for rejection of apparent low bidders:**

- Pacen King Services, LLC is the apparent low bidder for Clusters 2, 3, 7, 8 and 9. They are a new vendor and have no experience with performing these services at school sites. After conducting an interview with the vendor and considering their proximity to the sites, FCPS staff recommends award of only Cluster 4 at this time.
- P2 Cleaning Services, LLC is the apparent second low bidder for Clusters 2 and 3. They are a new vendor and have limited experience with performing these services at school sites. After conducting an interview with the vendor and considering their proximity to the sites, FCPS staff recommends award of only Cluster 9 at this time.

5. **Source of funding:** FY18 Approved Operating Budget and contingent upon Board approval of FY19 and FY20 Operating Budgets.

B. **Recommendation:** Staff recommends the contract for Bid 18M10, Grass Mowing Services, be awarded to various vendors per the attached bid tabulation, at an estimated total cost per season of \$146,451.88.

C. **Action taken by the Board (Purchasing use only):**

____ Approved	____ Denied	____ Deferred	____ Other	BL/kl
____ Date	____ Date	____ Date	____ Date	BOE Mtg.: 03.14.18

BID 18M10, GRASS MOWING SERVICES BID TABULATION - SITE COSTS															
					BRIAN'S LAWN SERVICE	CHASE LANDSCAPING	KEYSER SERVICES	M.C. LAWN CARE	MARATHON RESOURCE MANAGEMENT GROUP	MOUNTAIN VIEW LAWN SERVICE	P2 CLEANING SERVICES	PACEN KING SERVICES	PREMIER LANDSCAPE & LAWN SERVICES	RIDGELY'S SERVICES	WINPIGLER RCS
#	AREA	SCHOOL	ACERAGE	EST. # OF MOWINGS	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST
1	BRUNSWICK	BRUNSWICK MIDDLE I	0.65	4	\$ 320.00		\$ 260.00		\$ 140.00		\$ 480.00	\$ 200.00			\$ 494.00
1	BRUNSWICK	BRUNSWICK MIDDLE II	2.24	18	\$ 1,890.00		\$ 1,800.00		\$ 2,430.00		\$ 2,016.00	\$ 1,260.00			\$ 2,419.20
1	BRUNSWICK	VALLEY ELEMENTARY	17.7	18	\$ 6,372.00		\$ 5,400.00		\$ 19,116.00		\$ 6,372.00	\$ 7,650.00			\$ 5,097.60
		CLUSTER 1 TOTAL			\$ 8,582.00		\$ 7,460.00		\$ 21,686.00		\$ 8,868.00	\$ 9,110.00			\$ 8,010.80
2	CATOCTIN	LEWISTOWN ELEMENTARY	8.25	18		\$ 2,970.00			\$ 8,910.00	\$ 3,510.00	\$ 2,970.00	\$ 3,600.00			
2	CATOCTIN	THURMONT ELEMENTARY I	0.25	4		\$ 550.00			\$ 140.00	\$ 480.00	\$ 480.00	\$ 60.00			
2	CATOCTIN	THURMONT ELEMENTARY II	5.03	18		\$ 1,991.88			\$ 5,400.00	\$ 2,178.00	\$ 1,810.80	\$ 2,250.00			
2	CATOCTIN	THURMONT MIDDLE I	0.66	4		\$ 792.00			\$ -	\$ 720.00	\$ 480.00	\$ 300.00			
2	CATOCTIN	THURMONT MIDDLE II	4.47	18		\$ 1,770.12			\$ 4,824.00	\$ 1,854.00	\$ 2,401.38	\$ 1,440.00			
2	CATOCTIN	THURMONT PRIMARY I	0.25	4		\$ 700.00			\$ 140.00	\$ 480.00	\$ 480.00	\$ 200.00			
2	CATOCTIN	THURMONT PRIMARY II	5.26	18		\$ 3,124.44			\$ 5,688.00	\$ 2,520.00	\$ 1,893.60	\$ 2,250.00			
		CLUSTER 2 TOTAL				\$ 11,898.44			\$ 25,102.00	\$ 11,742.00	\$ 10,515.78	\$ 10,100.00			
3	CENTER CITY	BALLENGER CREEK ELEMENTARY	8.75	18				\$ 3,622.50	\$ 9,450.00		\$ 3,150.00	\$ 2,880.00			\$ 2,835.00
3	CENTER CITY	BALLENGER CREEK MIDDLE	11.78	18				\$ 4,876.92	\$ 8,328.00		\$ 4,248.00	\$ 3,960.00			\$ 3,816.72
3	CENTER CITY	CARROLL MANOR ELEMENTARY I	5.5	18				\$ 2,277.00	\$ 5,940.00		\$ 2,970.00	\$ 1,800.00			\$ 1,782.00
3	CENTER CITY	CARROLL MANOR ELEMENTARY II	0.3	4				\$ 2,400.00	\$ 140.00		\$ 480.00	\$ 60.00			\$ 300.00
3	CENTER CITY	LINCOLN "A" BLDG.	2.22	18				\$ 3,396.60	\$ 2,394.00		\$ 2,160.00	\$ 1,080.00			\$ 4,395.60
3	CENTER CITY	LINCOLN ELEMENTARY	4.2	18				\$ 1,738.80	\$ 4,536.00		\$ 2,268.00	\$ 1,440.00			\$ 1,890.00
3	CENTER CITY	ORCHARD GROVE ELEMENTARY	8.32	18				\$ 3,444.48	\$ 8,982.00		\$ 2,995.20	\$ 2,880.00			\$ 2,695.68
3	CENTER CITY	TUSCARORA ELEMENTARY	7.44	18				\$ 3,080.16	\$ 8,028.00		\$ 2,678.40	\$ 2,880.00			\$ 3,348.00
3	CENTER CITY	TUSCARORA HIGH	1.5	4				\$ 1,400.00	\$ 360.00		\$ 480.00	\$ 240.00			\$ 900.00
3	CENTER CITY	BALLENGER RUN SITE	13.1	4				\$ 5,200.00	\$ 3,144.00		\$ 1,048.00	\$ 1,040.00			\$ 2,096.00
3	CENTER CITY	LINTON PROPERTY	4.6	4				\$ 2,400.00	\$ 1,104.00		\$ 552.00	\$ 340.00			\$ 736.00
		CLUSTER 3 TOTAL						\$ 33,836.46	\$ 52,406.00		\$ 23,029.60	\$ 18,600.00			\$ 24,795.00
4	FREDERICK	CRESTWOOD MIDDLE	6	18	\$ 2,484.00	\$ 4,320.00			\$ 6,480.00		\$ 2,160.00	\$ 2,160.00		\$ 5,013.00	
4	FREDERICK	FREDERICK HIGH	1.06	18	\$ 1,440.00	\$ 1,526.40			\$ 1,152.00		\$ 2,160.00	\$ 1,800.00		\$ 1,431.00	
4	FREDERICK	HILLCREST ELEMENTARY I	7.16	18	\$ 2,577.60	\$ 2,835.36			\$ 7,740.00		\$ 2,577.60	\$ 2,880.00		\$ 3,123.00	
4	FREDERICK	HILLCREST ELEMENTARY II	0.23	4	\$ 300.00	\$ 312.80			\$ 140.00		\$ 480.00	\$ 140.00		\$ 300.00	
4	FREDERICK	PARKWAY ELEMENTARY	1	18	\$ 1,440.00	\$ 2,430.00			\$ 1,080.00		\$ 2,160.00	\$ 540.00		\$ 1,899.00	
4	FREDERICK	WAVERLEY ELEMENTARY	5.65	18	\$ 2,034.00	\$ 2,237.40			\$ 6,102.00		\$ 2,034.00	\$ 2,250.00		\$ 1,989.00	
		CLUSTER 4 TOTAL			\$ 10,275.60	\$ 13,661.96			\$ 22,694.00		\$ 11,571.60	\$ 9,770.00		\$ 13,755.00	
5	TJ	GOV. THOMAS JOHNSON MIDDLE I	1.5	4		\$ 840.00	\$ 560.00		\$ 360.00		\$ 480.00	\$ 240.00		\$ 500.00	
5	TJ	GOV. THOMAS JOHNSON MIDDLE II	5.9	4		\$ 590.00	\$ 640.00		\$ 1,416.00		\$ 708.00	\$ 480.00		\$ 400.00	
5	TJ	HEATHER RIDGE	5.25	18		\$ 1,701.00	\$ 1,710.00		\$ 5,670.00		\$ 1,890.00	\$ 1,980.00		\$ 1,503.00	
5	TJ	NORTH FREDERICK ELEMENTARY	7.28	18		\$ 2,620.80	\$ 2,610.00		\$ 7,866.00		\$ 2,620.80	\$ 3,006.00		\$ 2,925.00	
		CLUSTER 5 TOTAL				\$ 5,751.80	\$ 5,520.00		\$ 15,312.00		\$ 5,698.80	\$ 5,706.00		\$ 5,328.00	
6	HAYWARD	MONOCACY ELEMENTARY	8.5	18		\$ 2,754.00	\$ 2,520.00		\$ -	\$ 3,519.00	\$ 3,060.00	\$ 2,880.00			
6	HAYWARD	MONOCACY MIDDLE	16	18		\$ 4,896.00	\$ 4,464.00		\$ 17,280.00	\$ 6,624.00	\$ 5,760.00	\$ 5,760.00			
6	HAYWARD	WHITTIER ELEMENTARY	1	18		\$ 1,530.00	\$ 900.00		\$ 1,080.00	\$ 1,620.00	\$ 2,160.00	\$ 1,800.00			
6	HAYWARD	YELLOW SPRINGS ELEMENTARY	10	18		\$ 3,240.00	\$ 2,610.00		\$ 10,800.00	\$ 4,140.00	\$ 3,600.00	\$ 3,600.00			
6	HAYWARD	TUSCARORA CREEK SITE	11.22	4		\$ 1,795.20	\$ 1,200.00		\$ 2,692.00	\$ -	\$ 897.60	\$ 500.00			
		CLUSTER 6 TOTAL				\$ 14,215.20	\$ 11,694.00		\$ 31,852.00	\$ 15,903.00	\$ 15,477.60	\$ 14,540.00			

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					BRIAN'S LAWN SERVICE	CHASE LANDSCAPING	KEYSER SERVICES	M.C. LAWN CARE	MARATHON RESOURCE MANAGEMENT GROUP	MOUNTAIN VIEW LAWN SERVICE	P2 CLEANING SERVICES	PACEN KING SERVICES	PREMIER LANDSCAPE & LAWN SERVICES	RIDGELY'S SERVICES	WINPIGLER RCS
#	AREA	SCHOOL	ACERAGE	EST. # OF MOWINGS	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST	TOTAL COST
7	LINGANORE	DEER CROSSING ELEMENTARY I	2.87	4					\$ 688.00		\$ 480.00	\$ 300.00	\$ 688.80	\$ 1,100.00	\$ 1,722.00
7	LINGANORE	DEER CROSSING ELEMENTARY II	11.91	18					\$ 12,870.00		\$ 4,287.60	\$ 4,320.00	\$ 4,287.60	\$ 4,050.00	\$ 5,145.12
7	LINGANORE	LINGANORE HIGH I	3.55	4					\$ 960.00		\$ 480.00	\$ 400.00	\$ 852.00	\$ 1,000.00	\$ 2,130.00
7	LINGANORE	LINGANORE HIGH II	3.6	18					\$ 3,888.00		\$ 2,160.00	\$ 1,260.00	\$ 2,851.20	\$ 1,350.00	\$ 2,268.00
7	LINGANORE	NEW MARKET ELEMENTARY	1.98	18					\$ 2,142.00		\$ 2,160.00	\$ 1,080.00	\$ 712.80	\$ 819.00	\$ 1,247.40
7	LINGANORE	NEW MARKET MIDDLE	8.41	18					\$ 9,090.00		\$ 3,027.60	\$ 2,970.00	\$ 3,027.60	\$ 2,601.00	\$ 3,784.50
7	LINGANORE	OAKDALE ELEMENTARY I	1.31	4					\$ 316.00		\$ 480.00	\$ 240.00	\$ 314.40	\$ 510.00	\$ 2,096.00
7	LINGANORE	OAKDALE ELEMENTARY II	2.86	18					\$ 3,096.00		\$ 2,160.00	\$ 1,620.00	\$ 2,316.00	\$ 2,781.00	\$ 4,500.38
7	LINGANORE	OAKDALE HIGH	3.94	4					\$ 948.00		\$ 472.80	\$ 800.00	\$ 980.00	\$ 1,000.00	\$ 1,576.00
7	LINGANORE	OAKDALE MIDDLE I	0.73	4					\$ 176.00		\$ 480.00	\$ 200.00	\$ 410.00	\$ 400.00	\$ 1,460.00
7	LINGANORE	OAKDALE MIDDLE II	0.54	18					\$ 630.00		\$ 2,160.00	\$ 900.00	\$ 801.00	\$ 459.00	\$ 1,458.00
7	LINGANORE	PROPERTY AT MUSSETTER ROAD AND WHITE ROSE DRIVE ON THE WEST SIDE OF 144	12.25	4					\$ 2,940.00		\$ 980.00	\$ 1,040.00	\$ 2,940.00	\$ 1,700.00	\$ 1,960.00
7	LINGANORE	SPRING RIDGE ELEMENTARY	8.1	18					\$ 8,748.00		\$ 2,916.00	\$ 2,880.00	\$ 2,916.00	\$ 3,789.00	\$ 4,374.00
7	LINGANORE	TWIN RIDGE ELEMENTARY	10.5	18					\$ 6,615.00		\$ 3,780.00	\$ 4,140.00	\$ 3,780.00	\$ 4,041.00	\$ 4,725.00
		CLUSTER 7 TOTAL							\$ 53,107.00		\$ 26,024.00	\$ 22,150.00	\$ 26,877.40	\$ 25,600.00	\$ 38,446.40
8	MIDDLETOWN	MIDDLETOWN HIGH	2.88	18	\$ 2,073.60				\$ 3,222.00		\$ 2,160.00	\$ 1,080.00		\$ 3,159.00	\$ 4,406.40
8	MIDDLETOWN	MIDDLETOWN MIDDLE	10.82	18	\$ 4,230.00				\$ 11,700.00		\$ 3,895.20	\$ 3,960.00		\$ 3,699.00	\$ 4,869.00
8	MIDDLETOWN	MIDDLETOWN PRIMARY I	1.72	18	\$ 1,980.00				\$ 1,872.00		\$ 2,160.00	\$ 1,260.00		\$ 2,529.00	\$ 2,476.80
8	MIDDLETOWN	MIDDLETOWN PRIMARY II	0.5	4	\$ 340.00				\$ 140.00		\$ 480.00	\$ 200.00		\$ 600.00	\$ 800.00
8	MIDDLETOWN	MYERSVILLE ELEMENTARY	4.5	18	\$ 2,025.00				\$ 4,860.00		\$ 2,430.00	\$ 1,800.00		\$ 1,899.00	\$ 2,025.00
8	MIDDLETOWN	WOLFVILLE ELEMENTARY	5.11	18	\$ 1,931.58				\$ 5,526.00		\$ 2,759.40	\$ 1,800.00		\$ 1,899.00	\$ 2,299.50
		CLUSTER 8 TOTAL			\$ 12,580.18				\$ 27,320.00		\$ 13,884.60	\$ 10,100.00		\$ 13,785.00	\$ 16,876.70
9	URBANA	CENTERVILLE ELEMENTARY	8.85	18					\$ 9,558.00		\$ 3,186.00	\$ 3,240.00			\$ 5,416.20
9	URBANA	KEMPTOWN ELEMENTARY	27.5	18					\$ 29,700.00		\$ 7,920.00	\$ 10,080.00			\$ 6,435.00
9	URBANA	URBANA ELEMENTARY	13.28	18					\$ 14,346.00		\$ 4,780.80	\$ 4,320.00			\$ 4,063.68
9	URBANA	URBANA HIGH I	5.5	10					\$ 3,300.00		\$ 1,650.00	\$ 1,200.00			\$ 1,870.00
9	URBANA	URBANA HIGH II	2	4					\$ 480.00		\$ 480.00	\$ 400.00			\$ 2,160.00
9	URBANA	URBANA MIDDLE I	7.24	18					\$ 7,830.00		\$ 2,606.40	\$ 2,880.00			\$ 4,430.88
9	URBANA	URBANA MIDDLE II	0.75	18					\$ 846.00		\$ 2,160.00	\$ 900.00			\$ 877.50
9	URBANA	WINDSOR KNOLLS MIDDLE I	0.89	4					\$ 216.00		\$ 480.00	\$ 200.00			\$ 1,068.00
9	URBANA	WINDSOR KNOLLS MIDDLE II	11.5	18					\$ 12,420.00		\$ 4,140.00	\$ 3,960.00			\$ 4,968.00
		CLUSTER 9 TOTAL							\$ 78,696.00		\$ 27,403.20	\$ 27,180.00			\$ 31,289.26
10	WALKERSVILLE	DEARBOUTH PROPERTY	8.25	4	\$ 1,815.00	\$ 1,320.00	\$ 1,200.00		\$ 1,980.00	\$ 3,200.00	\$ 660.00	\$ 680.00			
10	WALKERSVILLE	GLADE ELEMENTARY	5.5	18	\$ 1,980.00	\$ 1,633.50	\$ 1,890.00		\$ 5,940.00	\$ 2,326.50	\$ 2,970.00	\$ 2,250.00			
10	WALKERSVILLE	LIBERTY ELEMENTARY	1.25	18	\$ 1,125.00	\$ 1,395.00	\$ 1,350.00		\$ 1,350.00	\$ 1,890.00	\$ 2,160.00	\$ 1,080.00			
10	WALKERSVILLE	STAFF DEVELOPMENT CTR. I	0.5	18	\$ 720.00	\$ 504.00	\$ 450.00		\$ 630.00	\$ 1,800.00	\$ 2,160.00	\$ 630.00			
10	WALKERSVILLE	STAFF DEVELOPMENT CTR. II	0.29	4	\$ 300.00	\$ 232.00	\$ 140.00		\$ 140.00	\$ 600.00	\$ 2,160.00	\$ 200.00			
10	WALKERSVILLE	WALKERSVILLE MIDDLE	18.5	18	\$ 6,327.00	\$ 4,995.00	\$ 5,220.00		\$ 19,980.00	\$ 7,659.00	\$ 5,328.00	\$ 6,840.00			
		CLUSTER 10 TOTAL			\$ 12,267.00	\$ 10,079.50	\$ 10,250.00		\$ 30,020.00	\$ 17,475.50	\$ 15,438.00	\$ 11,680.00			