


COUNCIL COMMUNICATION

	Number:	20-238	Meeting:	June 8, 2020
	Agenda Item:	49A	Roll Call:	20-0930
	Submitted by:	Benjamin R. Page, Park and Recreation Director		

AGENDA HEADING:

Approving and authorizing the procurement of mowing and trimming services from Beautiful Lawns by Long and authorizing the Procurement Administrator to execute appropriate agreement and negotiate and execute the renewals.

SYNOPSIS:

Recommend approval of the procurement of mowing and trimming services from Beautiful Lawns by Long (Brandon Long, Owner, 911 SE 14th Street, Des Moines, IA 50317) for the northwest region – Woodland Cemetery, and authorization for the Procurement Administrator to execute appropriate agreement.

- Devig Services, Taylor Devig, Owner, PO Box 266, Gilman, IA 50106 (Devig) was the low bidder for Mowing and Trimming Services for northwest region – Woodland Cemetery at a cost of \$91 per acre for an estimated annual cost of \$86,996 and an additional \$4,000 for mulching leaves. The contract was awarded on January 13, 2020.
- The service contract with Devig Services was terminated by the Parks and Recreation Department for repeated failure to perform under the terms of the contract on May 6, 2020.
- Beautiful Lawns by Long was the next lowest bidder and has agreed to take on the northwest region – Woodlawn Cemetery for \$100 per acre for an annual cost of \$95,600 and an additional \$7,200 for mulching leaves. This will be for the remainder of the initial 2-year contract term with three (3) 1-year renewals.

FISCAL IMPACT:

Amount: Not to exceed \$102,800

\$102,800 is the estimated cost based on the bid received for 20 cycles of mowing and trimming that would be necessary to finish an average year and provide leaf mulching. This represents an approximate \$11,800 increase over the previous awarded contact amount.

Funding Source: FY2021 Operating Budget, Park and Recreation Department, Cemetery, G001 PK200220, page 157

ADDITIONAL INFORMATION:

- On October 17, 2019, the City's Procurement Administrator solicited bids for mowing and trimming services under Bid No. N20-10. This solicitation included services for parks, open space, cemeteries, municipal buildings, and right-of-way. Contracts were awarded for two (2) years with three (3) 1-year renewal options.
- Bids were sent out to 51 companies, with 11 companies attending the mandatory pre-bid meeting. On November 15, 2019 seven (7) bid packages were received from vendors including; Beautiful Lawns by Long's LLC., A Cut Above Lawn Care & Landscaping, ADA Mowing, Stamper Lawn Care, Iowa Lawn Pro, Siegel Lawncare, and Devig Services.
- The bid specifications separated the mowing acres into five (5) distinct areas listed as northeast region, northwest region, south region, rights-of-way, and cemeteries. Contractors were given the option of bidding on one (1) region, all regions, or any combination thereof. Contractors were also given the option to bid on cemeteries as a whole or separately with Glendale Cemetery divided into four (4) sections.
- The bid specifications included performance measures that the contractor shall meet all requirements described in the specifications and scope of services during the term of the contract and any subsequent renewals. The contract specifically states the Contractor shall respond to the City and resolve to the City's satisfaction issues of call-backs, verbal or written, from the City regarding mowing and trimming section(s) missed, performance, or other quality of work concerns within 24 hours of notification. Contractor shall have 24 hours to begin and to proceed in a workmanlike manner to complete such work. If the Contractor does not satisfactorily respond to said request(s), the City, at its discretion, will perform this work or hire another reasonably priced service provider and may, at its option, invoice the Contractor for repayment of the City's costs to hire a third party to perform such service or may deduct such amount from a future payment to Contractor under the contract. In addition, this failure to perform by Contract shall be grounds for the City to immediately terminate this Agreement.
- On January 13, 2020 Devig was awarded contract for mowing and trimming services for the northwest region – Woodland Cemetery.
- Mowing for the 2020 season began on April 7th. On April 24th, staff was informed the first cycle was completed. Staff observed enough performance deficiencies by Devig to rate the cycle as "Poor" and communicate with Devig they needed to start the next cycle on April 27th, and it needed to be done completely by May 1st. Devig contacted staff on May 2nd that the cycle was finished. Staff checked the Cemetery on May 4th and found areas un-mowed, very little trimming completed, and grass clippings on headstones and on the roads.
- Devig's contract was terminated effective May 6, 2020.
- Beautiful Lawns by Long have agreed to honor their bid amount for the northwest region – Woodland Cemetery and can begin services effective on May 18, 2020.
- Staff recommends this contractual change, with a cost increase annually of about \$11,800.

PREVIOUS COUNCIL ACTION(S):

Date: January 13, 2020

Roll Call Number: [20-0096](#)

Action: Approving purchases from the following

- (C) [Beautiful](#) Lawns by Long's LLC (Brandon Long, Owner), A Cut Above Lawncare & Landscape, LLC (Brian Steinfeldt, Owner), Stamper Lawn Care (Cody Stamper, Owner), ADA Mowing (Joel Huggins, Owner) and Devig Services (Taylor Devig, Owner) for a two (2) year contract with three (3) additional one-year renewal options to furnish citywide mowing, trimming and litter removal services for use by the Parks and Recreation Department, estimated annual cost \$752,336. (Fifty-one (51) potential bidders, seven received). ([Council Communication No. 20-001](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

For more information on this and other agenda items, please call the City Clerk's Office at 515-283-4209 or visit the Clerk's Office on the first floor of City Hall, 400 Robert D Ray Drive. Council agendas are available to the public at the City Clerk's Office on Thursday afternoon preceding Monday's Council meeting. Citizens can also request to receive meeting notices and agendas by email by calling the Clerk's Office or sending their request via email to cityclerk@dmgov.org.