



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

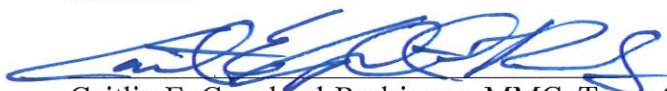
The Committee discussed and performed a final ranking on their evaluation sheets *(see attached)*.

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				Total
	#1	#2	#3	#4	
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				Total
	#1	#2	#3	#4	
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				Total
	#1	#2	#3	#4	
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 <i>(in alphabetical order)</i>	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

Date: 8/8/24

D-RANK DAVILA
 Print Name

$$\frac{100}{162,300} \quad \frac{x}{181,000}$$

~~100~~

$$\frac{60}{100} \quad \frac{x}{111.52}$$

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

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

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

$$66.87 = 144.79 \quad 239,200 = 33.13$$

$$87.138 = 149.23 \quad 239,712 = 32.862$$

Green spec. shape.

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

Two of returns started this F.Y. Mirror this Oct.

Monthly \$ 19,642.67

Annual \$ 235,712.00

#13

tree/trimming \$27,450

* Mirror: Oct. starts. for landscape maintenance. Pesticides - 25/ week. tree removal + root barriers.

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

* PBE Sheriff → FY 24 work, ALL LANDSCAPING other location, CAPABLE. Hospital on recreational.

2 Gov
1 Private
cour letter.
#1

→ 3/3

Who's in charge?
equipment?

#2

#3

#4

7

6

10
400+
Personnel.

32

= ~~31~~
SS

Terraco

Electric test Womers - Yes!

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

#4

Rice Probe?

Marshy 9000 → 19600
Dried 235,200
tree farm 24,420

1 Gov
2 Private

3/5

#1	#2	#3	#4
10	8	20	33 = 71

Mounguy. 10 years?

Very well written and proposed. dec. Page # 5 Post award steps.

Arborist ✓

Chancy Morris (PBG → LMM →)

William Neighbor hood sports field. Weedicide. 500K-600K. Attention → Supervisor. U.S/S → Renew. Contract ✓

Reliable 1 Year → Annual, landscape. training. 5-6 years. 4.5/5. Monthly 13,525 Annual 162,300 Tree 25,000.

- * Bidd review for
 - * Bright view. bid were
 - * then cheer. 4 months
 - * then changed.
- # |

Qual + Exp. License.	Reference (3) Contact. Description	List of equip. Qualified Pers.	Price.
#1	#2	#3	#4
10	9	20	60 = 99

Brightview

* Wallyta Beach is not in their Insurance Regs.

I like their Pk for results -

Pre - 30 - 60 - 90 day plan

No mention of Blow or Herbicide.

Monthly 15,150
 Annual 181,000
 Full framing 25,000

Not local.

Bridman
 #2 Price

Sunny Isles, Tobacco 5 years -
 Maintenance - ROW. Good follow up.
 Fertilizer? Installation
 Monthly Inspector, Pressure cleaning
 Garbage pick up. Weed - Hurricane.
 Paper - Recommended. Yes. Services. ✓

Weston - Marthe Roberts 20
 11 + years. → 954-385-4503.
 3 Areas Mowing - shrub trimming
 trash pick up. →
 Hurricane Services →

Cost + Exp.	Personnel	List of equip.	Price.
License 5	3 Man + 1 Driver Contract.	Qualified Pers.	
#1	#2	#3	#4
10		20	53 =

ARIZONA BROTHERS

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

- References 1 Public
2 Private.

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

No mention of Approved / Prohibited herbicide

PBG. Chris Harvey. → LMP.

Oct 2023, spot on. Attention.
Investigation, I stock, Record, Maintenance.
Slow pieces.

Parker National → LMM →

Sales Dept. 3 years - Admin. 400
200 units.
Install + Maintenance.
Monthly notice.

Ritz

→ Yasser Molina → LMM.

"Amazing follow up report every
take care of bills, 7 Months. 6 days."

#3

Cost: Monthly 19,250
Total \$183,000
+ treatment 25,000.

No description.

only on Municipal. - 2				
Qul + (KIP) 3	Ref. (3)	No list of 4		
licenses 5	Description.	equipment		
#1	in fact.	Assigned Per 10		
	#2	#3	#4	
9	8	16	52	

#5
82



Town of Juno Beach
EVALUATION COMMITTEE TABULATION
 August 8, 2024

Request for Proposal: Landscape & Maintenance Services

		Scoring Criteria Tabulation					
	Firm <i>(in alphabetical order)</i>	#1	#2	#3	#4	Total	Rank
1	Arazoza Brothers	10/10	10/10	20/20	50/60	90/100	3 2
2	Brightview	10/10	5+10/10	20/20	55/60	90/100	2 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
		6		10		68	

	Max. Points	Category
#1	10	<p>Vendor Profile-Qualifications, Background and Experience of Firm</p> <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	<p>References</p> <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	<p>Personnel & Equipment</p> <ul style="list-style-type: none"> • Provide sample list of company equipment. • Availability of qualified personnel.
#4	60	<p>Price</p> <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

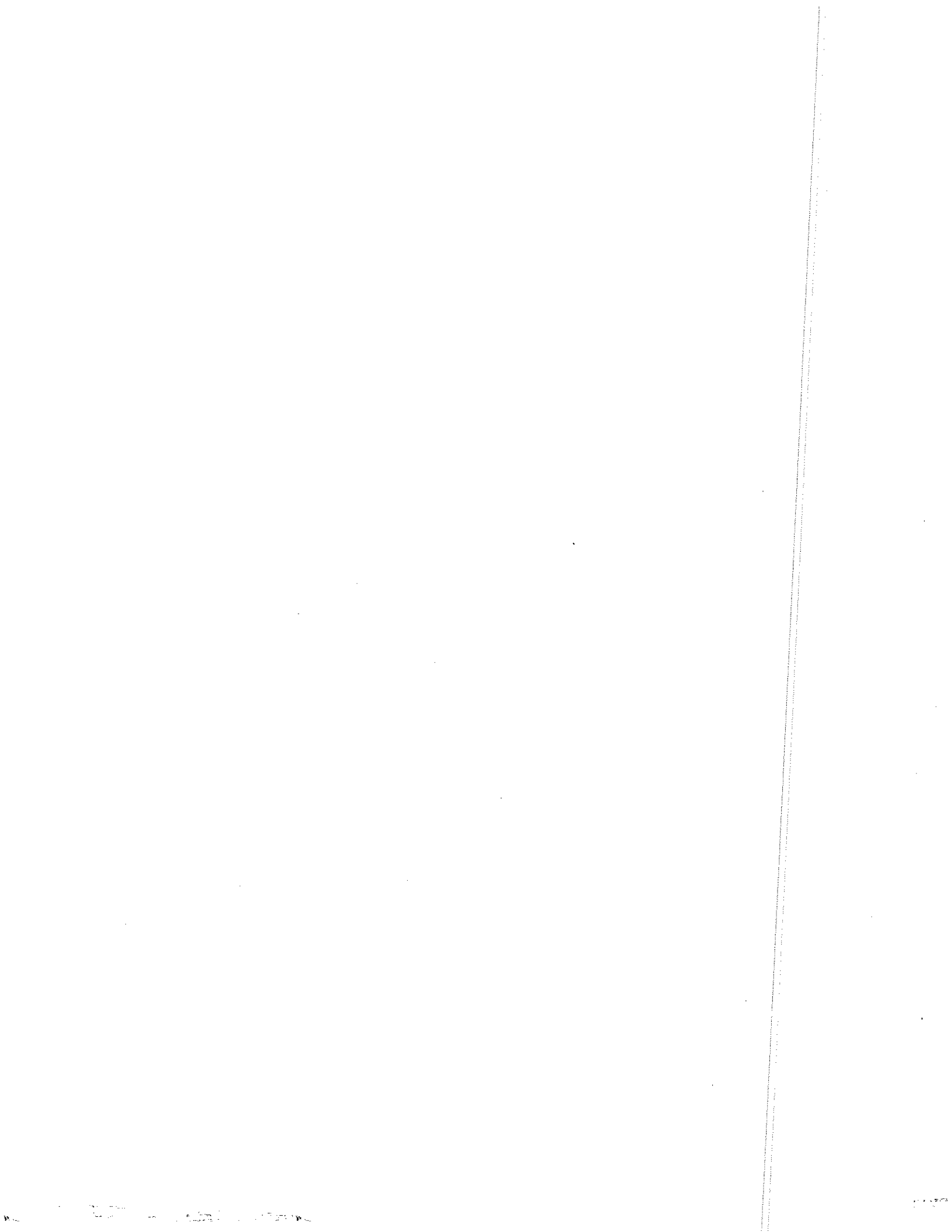
Andrea Dobbins
 Print Name

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	
235,800	24,470 (4)
Greenshape 19,642	27k (5)
235k	



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) Thaddaus

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

(Request) Doug msg

Norma msg

Kelly msg

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



The GreenShape

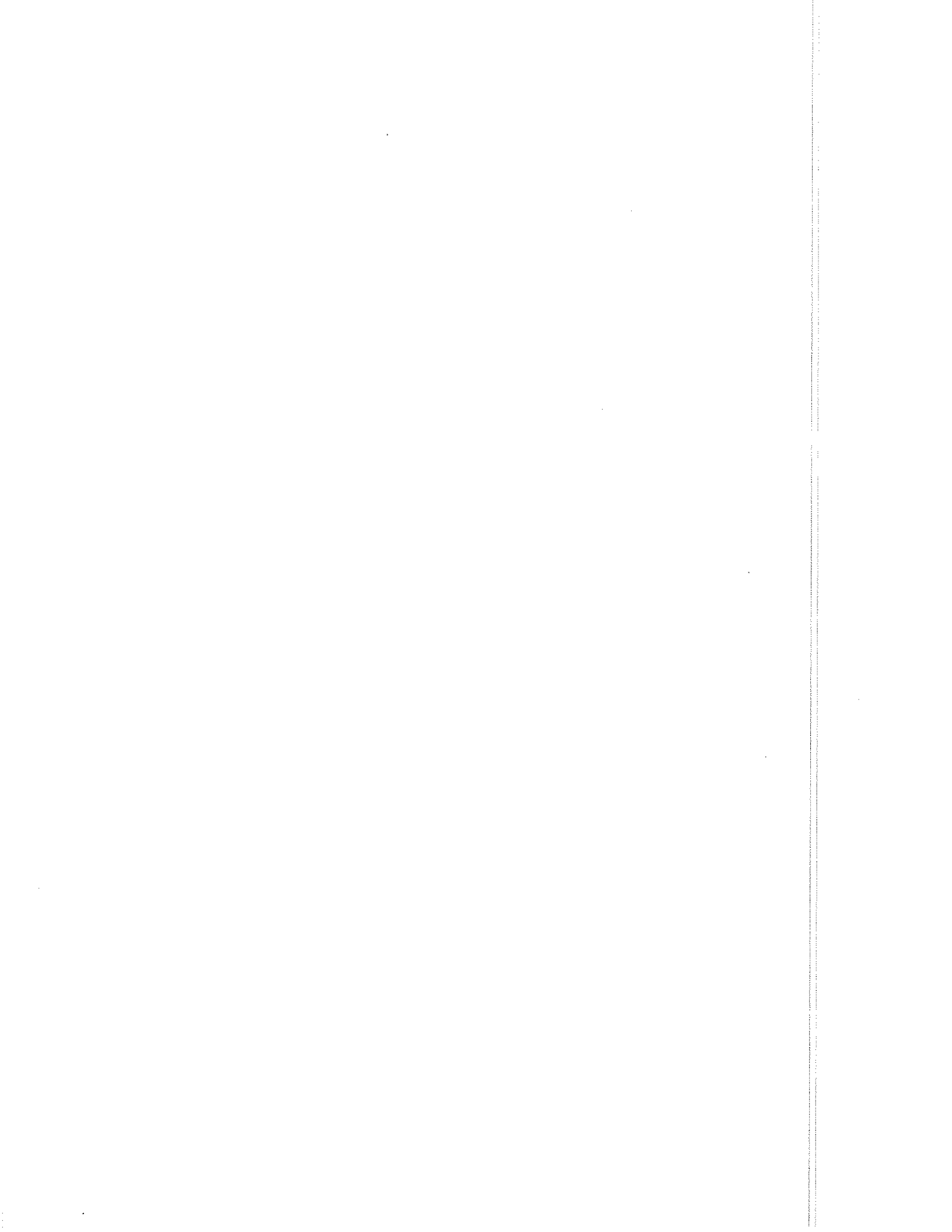
PBCSD Nathan msg

City Miramar Billy msg

Hector msg

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





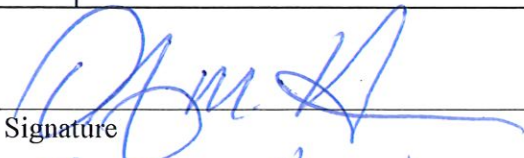


Town of Juno Beach
EVALUATION COMMITTEE TABULATION
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Terracon Services, Inc.	10 /10	9 /10	19 /20	33 /60	71 /100
The Greenshape	4 /10	4 /10	8 /20	33 /60	49 /100

	Max. Points	Category
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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. Hannod
 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

Partner National - emailed

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

grass, new, irrigation, Park,

Ritz Carlton

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

#4-60 (52) 3rd lowest

(78)

Process Product Line

1. 100 units of product
2. 200 units of product

10-10

3. 300 units of product

10-10

4. 400 units of product

5. 500 units of product

100 - 200

1000 units of product

1000 units

6. 600 units of product

1000 units of product

10-10

7. 700 units of product

10-10

10-10

Brightview

duplicate

#1 - 10
⑧

Other municipal jobs, most, all but one not PBC (WPRB)
LOCAL business tax receipt, Ins. cert.

#2 - 200
10 - ②

City of Aventura

~~Snow Removal~~

no dates of service
NO description of work

emailed/Blocked - called

- City of Bal Harbour - # supplied disconnected / emailed

City of Sunny Isles Beach

City of Weston

#3 - 20 (15)

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

#4 - 60 (53)

2nd lowest

ANNUAL rate vs. monthly rate small inaccuracy

668
78

10/10/20

The main purpose of this report is to provide a detailed description of the project and its objectives.

1.1 Introduction

Project Objectives

The primary objective of this project is to develop a comprehensive system that meets the requirements of the client.

1.2 Scope of the Project

1.3 Methodology

1.4 Results

The results of the project are as follows:

1.5 Conclusion

In conclusion, the project has been completed successfully and all objectives have been met.

1.6 References

1.7 Appendix

10/10/20
10/10/20
10/10/20

10/10/20
10/10/20
10/10/20

MAin Guy

multiple part & 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+ Parks - 1st yr 3yr \$600,000
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

Handwritten notes at the top of the page, including the word "Definition" and some illegible text.

10 - 14

Handwritten notes in the middle section, including a large curved line and some illegible text.

10 - 14

Handwritten notes in the lower middle section, including some illegible text.

10 - 14

Handwritten notes at the bottom of the page, including some illegible text.

10 - 14

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/ Juno

#3-20 (19)

Sup & crew foreman listed
Equipment listed

#4-60 (33)

2nd highest

Annual rate U.S. Monthly rate inaccurate

(71)

2020/21

2020/21
2020/21

(1) 21-10

2020/21

(2) 21-10

2020/21

2020/21

2020/21

2020/21

(3) 21-10

2020/21

2020/21

(4) 21-10

2020/21

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

(49)

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20

10/10/20