

MEMORANDUM

TO: Angela Thomas, Procurement and Contracts Division

THRU: Janeiro R. Coulter, Division Manager 

FROM: Kay Hall, Contract Compliance Investigator

DATE: June 25, 2020

SUBJECT: M/WBE Award Approval Memo

The Minority Business Enterprise Division concurs with the Procurement and Contracts Division recommendation for the award of **RFP20-0053, Ground Maintenance for City Easements, Rights of Ways, and Brick Streets, to Ameriscape Landscape Management Services, LLC.**

The MBE Division Manager waives the City MWBE requirements based on the facts and exigent conditions detailed in the memorandum from the Streets and Stormwater Division Manager that is attached.

Attachment: Waiver Request
cc: Lisa Henry, Streets and Stormwater Division Manager
David Billingsley, Chief Procurement Officer
LouEmma Cromity, Assistant Chief Procurement Officer

From: Janeiro R Coulter <Janeiro.Coulter@cityoforlando.net>
Sent: Thursday, June 25, 2020 2:59 PM
To: Kay Hall <kay.hall@cityoforlando.net>
Subject: Fwd: RFP 20-0053 Ground Maintenance for City Easements, Rights of Ways, and Brick Streets

Here is the attachment for this. Thanks!

Regards,

Begin forwarded message:

From: Lisa J Henry <Lisa.Henry@cityoforlando.net>
Date: June 25, 2020 at 2:06:12 PM EDT
To: Janeiro R Coulter <Janeiro.Coulter@cityoforlando.net>
Subject: RFP 20-0053 Ground Maintenance for City Easements, Rights of Ways, and Brick Streets

Good Afternoon Janeiro,

The firm recommended by the selection committee does not meet the goals of the City's MWBE requirement. However, awarding the contract to the second-ranked firm with some MWBE participation is not a viable option. The second-ranked firm's cost proposal is more than three times the committee recommended firm, or roughly \$940,000 more. The price difference is greater than that allowed by the Financial Reasonableness Policy to facilitate MWBE participation. More importantly, this contract is vital for STW. Without it, we will not be able to maintain the ROW's in the next several weeks. This urgency also means the division cannot withstand a time delay associated with a decision to re-advertise and solicit new proposals. For these reasons, I am requesting you waive the City's MWBE requirements on this RFP and concur with Procurement and Contracts' recommendation to award the contract to Ameriscape, Inc.

Thank you!

Lisa

--

Lisa Henry, P.E., CFM
Division Manager
Streets and Stormwater Division
City of Orlando
1010 Woods Avenue
Orlando, Florida 32805
Telephone: (407) 246-3646
Office Fax: 407-246-2241