



## Legislation Text

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File #: 22-2866, Version: 1

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**STRATEGIC PRIORITY:** Government Performance & Financial Management  
**AGENDA DATE:** December 14, 2022  
**COUNCIL DISTRICT(S):** All  
**DEPARTMENT:** Office of Procurement Services  
**EXECUTIVE:** Jack Ireland

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### SUBJECT

Authorize a three-year service price agreement for citywide grounds maintenance services - Good Earth Corporation in the estimated amount of \$32,454,407.89 and Incircle Management, Inc. in the estimated amount of ~~\$63,139.50~~ \$70,407.00, most advantageous proposers of seven - Total estimated amount of ~~\$32,517,547.39~~ \$32,524,814.89 - Financing: General Fund (~~\$22,587,460.59~~ \$22,594,728.09), Stormwater Drainage Management Operations Fund (\$6,184,060.00), Dallas Water Utilities Fund (\$3,269,022.80), Sanitation Operation Fund (\$339,060.00), and Equipment and Fleet Management Fund (\$137,944.00)

### BACKGROUND

This action does not encumber funds; the purpose of a service price agreement is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis according to annual budgetary appropriations. The estimated amount is intended as guidance rather than a cap on spending under the agreement, so that actual need combined with the amount budgeted will determine the amount spent under this agreement.

This service price agreement will provide for citywide grounds maintenance services. This service contract will be utilized for grounds maintenance of medians, rights-of-way, vacant lots, and residential properties for the City. Approximately 1,700 acres will be serviced daily under this agreement. Additionally, this agreement allows for trimming and pruning of overgrown shrubs and trees in these areas in the winter months to allow easier access during the mowing season.

This agreement provides for year-round maintenance for approximately 750 City owned properties on a consistent schedule until the properties are removed from City ownership. The agreement also allows for the mowing of vacant lots and residential properties where a seizure warrant or signed consent form has been obtained. If a residential property is serviced under this agreement, the property owner will be billed for the cost of the service. During peak growing season an estimated 1,500 to 2,000 private properties will be serviced. The Department of Code Compliance staff monitors work of the contractor on a daily basis.

The agreement will provide mowing, weed trimming, and litter removal services for 700 plus acres of flood control levees and gateways managed by the Water Utilities Department and will provide grounds maintenance services for parks and other City managed facilities.

A six-member committee from the following departments reviewed and evaluated the qualifications:

- Department of Code Compliance (1)
- Department of Equipment and Fleet Management (1)
- Department of Public Works (2)
- Park & Recreation Department (1)
- Office of Procurement Services (1)\*

\*The Office of Procurement Services evaluated cost and local preference, if applicable.

The committee selected the successful respondents on the basis of demonstrated competence and qualifications under the following criteria:

- Approach and Workplan 30 points
- Cost 30 points
- Experience 25 points
- Use of Non-Gas Powered Equipment 10 points
- Local Preference 5 points

As part of the solicitation process and in an effort to increase competition, the Office of Procurement Services used its procurement system to send out email notifications to vendors registered under relevant commodity codes. To further increase competition, the Office of Procurement Services uses historical solicitation information, the Internet, and vendor contact information obtained from user departments to contact additional vendors.

On November 10, 2015, the City Council authorized a living wage policy that requires contractors to pay their employees a “living wage” rate as established annually by the Massachusetts Institute of Technology Living Wage Calculator for Dallas County by Resolution No. 15-2141. The calculated living wage during the solicitation process of this contract is \$15.21; the selected vendor meets this requirement.

**PRIOR ACTION/REVIEW (COUNCIL, BOARDS, COMMISSIONS)**

On February 22, 2017, City Council authorized a three-year service contract for grounds maintenance services with Moir Watershed Services, LLC and Good Earth Corporation by Resolution No. 17-0345.

On August 8, 2018, City Council authorized a three-year service price agreement for grounds, creeks, and channel maintenance of floodway sumps for the Department of Trinity Watershed Management with Moir Watershed Services, LLC by Resolution No. 18-1050.

On January 23, 2019, City Council authorized a three-year service price agreement for grounds maintenance for medians, right-of-way, vacant lots, alleys, and residential properties with Good Earth Corporation, The Ashelyn Group, LLC, and Tremaine Hall, Individually dba Stellar Execucare Cleaning by Resolution No. 19-0187.

On June 26, 2019, City Council authorized a three-year service price agreement for grounds maintenance for parks and other City owned properties with Good Earth Corporation and V.L. & I, Inc. dba Urban Landscaping & Irrigation by Resolution No. 19-1019.

On August 14, 2019, City Council authorized (1) rescinding the three-year service price agreement with The Ashelyn Group, LLC and Tremaine Hall, Individually dba Stellar Execucare Cleaning, previously approved on January 23, 2019, by Resolution No. 19-0187, for grounds maintenance for medians, rights-of-way, vacant lots, alleys, and residential properties; and (2) a three-year service price agreement for grounds maintenance for medians, rights -of-way, vacant lots, alleys, and residential properties for the Sanitation Services Department with Cross Plus Construction, LLC by Resolution No. 19-1122.

**FISCAL INFORMATION**

Fund	FY 2023	FY 2024	Future Years
General Fund	<del>\$5,656,611.66</del> \$5,660,245.41	<del>\$6,651,611.67</del> \$6,655,245.42	\$10,279,237.26
Stormwater Drainage Management Operations Fund	\$1,113,000.00	\$1,200,000.00	\$ 3,871,060.00
Dallas Water Utilities Fund	\$ 656,000.00	\$1,030,000.00	\$ 1,583,022.80
Sanitation Operation Fund	\$ 113,020.00	\$ 113,020.00	\$ 113,020.00
Equipment and Fleet Management Fund	\$ 45,981.32	\$ 45,981.32	\$ 45,981.36
Total	<del>\$7,584,612.98</del> \$7,588,246.73	<del>\$9,040,612.99</del> \$9,044,246.74	\$15,892,321.42

**M/WBE INFORMATION**

In accordance with the City’s Business Inclusion and Development Policy adopted on September 23, 2020, by Resolution No. 20-1430, as amended, the M/WBE participation on this contract is as follows:

Contract Amount	Procurement Category	M/WBE Goal
<del>\$32,517,547.39</del> \$32,524,814.89	Other Services	N/A
M/WBE Subcontracting %	M/WBE Overall %	M/WBE Overall Participation \$
9.99%	9.99%	\$3,251,044.00
<ul style="list-style-type: none"> <li>• The Business inclusion and Development Policy does not apply to Other Service contracts, however the prime contractor is subcontracting with certified M/WBEs.</li> <li>• Good Earth Corporation - Local; Workforce - 75.47% Local • Incircle Management, Inc. - Non-local; Workforce - 0.00% Local</li> </ul>		

**PROCUREMENT INFORMATION**

Method of Evaluation for Award Type:

Request for Competitive Sealed Proposal	<ul style="list-style-type: none"><li>• Utilized for high technology procurements, insurance procurements, and other goods and services</li><li>• Recommended offeror whose proposal is most advantageous to the City, considering the relative importance of price, and other evaluation factors stated in the specifications</li><li>• Always involves a team evaluation</li><li>• Allows for negotiation on contract terms, including price</li></ul>
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The Office of Procurement Services received the following proposals from solicitation number BBZ22-00017575. We opened them on February 24, 2022. We recommend the City Council award this service price agreement to the most advantageous proposers by group.

\*Denotes successful proposers

<b><u>Proposers</u></b>	<b><u>Address</u></b>	<b><u>Score</u></b>
*Good Earth Corporation	7922 Forney Rd. Dallas, TX 75227	Multiple groups
*Incircle Management, Inc.	3305 Pembroke Pkwy. South Colleyville, TX 76034	Multiple groups
Carruthers Landscape Management, Inc.,	11593 Goodnight Ln. Dallas, TX 75229	Multiple groups
Moir Watershed Services, LLC	4134 FM 66 Waxahachie, TX 75167	Multiple groups
T. Smith Lawn Service LLC	3315 Danieldale Rd. Lancaster, TX 75134	Multiple groups
Urban Landscaping and Irrigation	700 South Dallas Ave. Lancaster TX 75146	Multiple groups
E Dee's and Associates LLC dba E Dee's Lawn and Landscaping	3212 East Ledbetter Dr. Dallas, TX 75216	Multiple groups

**OWNERS**

**Good Earth Corporation**

Kevin Points, Chief Executive Officer  
Emily Points, Chief Financial Officer

**Incircle Management, Inc.**

Heebok Jung, President