



Lawn Care Services

Franklin County Board of Education Meeting April 11, 2022 Dr. Larry Webb, Chief of Auxiliary Services



Our facilities are the face of our school system. Families sometimes make decisions on school attendance based on appearance alone. In the past we have contracted for mowing and added landscaping as needed. We need year-round maintenance or lawn care that covers mowing, field surfaces and landscaping. As the current contracts are ending on June 30, 2022, it is time to revisit these services. Mowing and landscaping are now one package entitled "Lawn Care" and field packages are included as well.

Currently, we pay \$271,389.00 for the combined services, but from multiple vendors.

Bid Process

FCS retained Kilian Engineering to aid us in the bid process for our lawn care services.

With this endeavor, we combine mowing and landscaping and created field packages, all for a three year contract. We have defined the number of total cuts (27) and the frequency of those cuts by month. Vendors had the opportunity to visit school sites. Vendors could bid on as many or as zones and packages as they wished.

132 invitations were sent to all corporate licensed lawn care professionals within a 30 mile radius of Louisburg as well as advertising in new media.

19 bidders requested bid documents.

There were 7 responsive bidders.

Bid Notes

- 132 invitations were sent
- 19 bidders requested bid packets
- Bid advertisements were placed in the Henderson Dispatch, the Franklin Times, and Greater Diversity news. From there, they were picked nationally.
- The two lowest two bid on all of the work.
- All bidders have corporate references.
- All bidders were encouraged during the pre bid meeting to contact Bradley for site visits during the weekday and arrangements were made for site visits during the weekend.
- Only Averitt's met to do so.
- Prices are for a three year contract.

Bid documents (as sent to vendors)

Please click this link to download the document. Please save the document to your computer before trying to print. I'm using Adobe Acrobat.

You can view "Franklin County Lawn Care Bid 22-2 with addendum 1 and 2.pdf" at: https://acrobat.adobe.com/link/track?uri=urn:aaid:scds:US:e552de7c-c1c7-495a-8f05-199a3e082581

Greg Taylor

Construction Project Manager

KILIAN ENGINEERING, INC. - Henderson Office P.O. Box 3301, 115 Young Street - Suite C, Henderson, NC 27536 Office: (252) 438-8778 ext. 106 | <u>gtaylor@kilianengineering.com</u> Cell: 252-213-1435 | Fax: (252) 438-8741 | <u>www.kilianengineering.com</u>

Link to bid data

Bid Tabulations

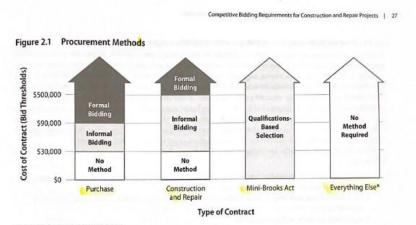
			Zone 1: 5 Schools: Bunn Ele. Middle & High, Edward Best, Laurel Mill	Zone Z - 4 schools: Cedar Creek, Early College, Royal Ele. Youngsville Ele	Ele, Middle, High, Long Mill		Stadium Group 1 - 2 Sites: LHS Old Stadium, LHS New Stadium	Stadium 2 - 2 Sites: FHS Stadium, FMS Stadium	Stadium 3 - Bunn HS Stadium
	Contractor Company	Contact/Location	Bid Price	Bid Price	Bid Price	Bid Price	Bid Price	Bid Price	Bid Price
1	Averitts Landscape and Lawncare	Chris Averitt: 4224 Fairport Rd. Kittrell, NC 27544	\$63,930.00	\$33,500.00	\$50,830.00	\$56,720.00	\$13,720.00	\$20,580.00	\$13,720.00
2	Progreen Landscape Solutions, Inc.	Thad Bridgers: 485 Egypt Church Road, Louisburg, NC 27549	\$51,790.00	\$45,500.00	\$46,917.50	\$43,475.00	\$9,360.00	\$23,040.00	\$10,260.00
3	Greenhill Nursery and Landscaping	Edward Mitchell: 650 John Sandling Road, Franklinton, NC		\$76,840.00	\$89,365.00			\$22,500.00	
4	Yancey Perry Ground Maintenance	Oliver Yancey: 716 Raymond Tharrington Rd. Louisburg 27549	\$128,250.00	\$102,600.00					
5	SMC Landscaping, Inc.	Mitchell Scott Bailey: 545 Carter Rd, Elm City NC 27822	\$140,840.00	\$112,672.00	\$112,672.00	\$112,672.00			
6	Louisburg Lawn LLC	Art Thompson: 289 Stone Southern Rd Louisburg NC 27549	\$115,325.00			\$95,000.00			
7	Land CRU, LLC	Rudy Crudup: 518 Babcock Rd, Henrico Va. 23075	\$168,750.00						
			Low bid: Progreen	Low Bid: Averitts	Low Bid: Progreen	Low Bid: Progreen	Low Bid: Progreen	Low Bid: Averitts	Low Bid: Progreen
	Year/Work								
	2021-22 (grass, fields, landscape)	\$271,389.00							
	2022-23 (grass, fields, landscape) Cost difference	\$215,882.50		Above bid total price fo	or all zones: \$215,882.50				
	Cost difference	\$55,506.50	savings						

Vetting by Kilian Engineering

GreaterDiversityNews		Invoid	
P.O. Drawer 1679	Run Date	2/17/2022	
Wilmington, NC 28402 Phone # 800-462-0738	Invoice #	23986-E	
www.GreaterDiversity.com	Terms	Net 30	
Bill To	Due Date	3/19/2022	
Kilian Engineering, Inc.	R O No		

For Landscaping, there is no formalized bid method required by North Carolina law.

However, KEI followed the more stringent procedure of the Formal Bid process to include HUB documentation (Historically Underutilized Businesses) and Good Faith Efforts.



All bidders were required to provide an equipment list for approval

		Botts #- Program					
	Mondanturer's Name	2+45	The Main Sectored	856	stade	Shpetilian (succed, bouny/suc to be particular, etc.)	
Mest .	ADER DEERE SOO M 12" 28KD TURB MOWIN	John Daars	1	100	10	23504	Owned
Hear	HUTUR TRACTAL OF MORES	Refer	1	3224	41	Terretar	Owned
https:/	PROTURE TRANSTER OF MONITE	Matter	1	2020		Tameter	Owned
Maren	PLOTUR TRANSING OF MORES	Mathr	1	2917	-	TONIA	Owned
Wever	HUSTLES DENISTER OF MONES	Rater	1	2017	34"	Director	Owned
Mene	POWN DEEME NAM A SH' 2010 FLAMM MEDINAN	index General	1	3917		19255	Durad
Vizve	Statler Trimpter 491	matter	1	280	45	Triestar	Overal
Mover	Hartler Trimuter 30" total	Hartler.	1	20/3	10	Timor	Deced
13/1977	marcher terrestar 24" sizar	theder	1	1921	10	timular	Owned
Mouth	Audior Trinsfor 48" Basin Reet	mater	1	2025	-18	transfer	Gered
Nower	96%d	1004		2022	11"	Mari 11713-00-081	Owned
About	8298	Not 1	1	100	61*	Turt Tiger 2	Fators Publican
netsine .	State during with ad-childw #11250	There a	1	2010	-		Finances
ration .	2018 DUTE WY LANDSCHER SCOT MILES	1000	1	2010	-	101	
(halia)	2010 ILLOU HIM LANDIGAMEN & CON MIN(1)	10.64	1	2010			finewed
Sumale .	2018 NEW LANCECOVER BOOK BILLING	3544	1	21.0		101	Instead
And I	2021 Nam 979-10	10.00	1	2011	-	39%	Financed
in the second se							Dearced
Maintenne Supprised	All'y Louis Minney PLintley 12nd" storain	THE Cast	1	5002	-	109	Patient Parahases
Inductories Codemont				3021		fe14140813311752	Outried
Maintaines Endermont	Citeren	Sed	1	3721	-	84830	Dened
traiterun fipi prest		124		2020	-	F2913	Gutted
		624		2200	-	8421	Gariaj
Buldeten Epiptett		5/9	4	3100	-	SIMUMO	Owned
Maintenan Carl Annual Maintenan Gaugmant		604	4	210.3		P8435	Totale Furthered
	Market VIC	504		2001	_	9482429	Forge Puthoos
Maintenace Equipment Text form		Bil dget	1	220.7	NA	Michael .	Ceted
	BURDED WHAT REVERSIVE RATION	Elect Brid	1	8957	_		Gaud
Terf Gene	EIMARK ROK ON ADDITOR	Externa	1	3167			Owned
Terf Gree	TURF GOAL SPEZINA	*81	1	2018	_		Owned
Yet Gen	ADDATES . THAN LANDSHIP VERSIONAL STREET, OF	Ages	1	1010	_		Ontad
Tut Care	24(1) 1656 Egrant	5049	1	2015	_	Made STORP 2887	FireAped
Inded Cavaners	DMS0	. tero	1	3415	_	A CONTRACTOR OF A	Transed
And Contract Contract	AUGUST PORCE HEAD ATTENDANDAT	1975	1	1999	_	Social emile losses	Owned
vetel soumest	TALLA ATTACANENT	Terr		29.92	-	5062/022003235	Owend
Initial Distance	COMPACTOR PLATE/INSP	fee	1	1030			Owend
moved trainword	1956 Willwoods ATTACHINGS FICK and sheet	fers	1	1930		145	Frances
inequal lipsipment	DOUD TANELICH FLYDIO-CE TRACK LONDER	Time	1	3930		110+1.01	Fireced
rentical house	Turo Found Box Eater	Tore	1	2012			Owned
And Andrews	Cings	Tate		8973		192804	Emerced
world Reducers	Proge standarments	747	1	2202			Hopped
install Engineers	Theodesi Bucket Alla Carana for Dega Tech Topics	388	1	1022		72203	Frenced
marcel Annuane	righ values many amount are to lings for 12080	744	1	8023		123000	Fearced
Includ Stationant	Dings Taulido Wide Truck	744		2023		112000	Testied
indat Enterent	10 40g Departur with 5 approximates	All a Decir	1	2002	-		Owned
burd Engineer	Auger Provident Attachment for Dispo	Are liney	1	1942	-		finesed
niral Rodement	A shad more - 12" on of Earliet, 72" Roct raw and 12" Londonse Take	all Dett	1		-		
failer	ANOSCAN WALS		1	2612			Rescand
taler		Ramport	-	2614			Dianeid
haler Inaler	BROOKS TIALER IN	Lotrey	1	1112	24		Dwiel
	KOLPHENT TROUGH	Rompary	1	2618	37		Owned
	RANPART TRACES	Remoters	1	2819	14		Owned
Inster	BASHANT BALCES	Remark.	1	1938	34		Owned
Dailer	2021 La mar Trailer	Lanet		1911	18		Owned-

* Use of RFP optional, but not required

Vetting by Kilian Engineering

Progreen: Thad Bridgers

"Progreen has been providing work for Professional Properties Management of Raleigh for 8 years. They are always on time. They have been great; prompt follow-through and pro-active – Highly Recommend." Kristin Schmidt-Community Manager

"Progreen has been good with improvement (of our properties) and proactive." Roger Melvin: President Toney Lumber

"Progreen does landscape services for 6 of our Sheetz stores and this is year 2 of their 4 year service contract. So far so good with no complaints. Their pricing is in line with other contractors we use in North Carolina." Adam Ryan - Sheetz Store Support

"As stated on the phone, I highly recommend Progreen Landscaping for the Franklin County project. Progreen is very responsive, professional and timely with any and all requests. I have been working with them for a few years and have had excellent service!" Melissa Jenkins-Charleston Management Corporation

Vetting by Kilian Engineering

Averitt's: Chris Averitt

03 April 2022

To Whom It May Concern

c/o Greg Taylor, Killan Engineering

Re: Reference for Averitt's Lawn Care

I am writing this as a letter of reference for Crint's Averitt of Averitt's Lawn Care. Crins and his crew have been providing mowing services to the Stone Knoll Homeowners' Association in Chapel Hill, NC since 2002. The HOA owns a tract of landscaped common land which Averit's has been instrumental in maintaining. I have been the Treasurer of this HOA since 2008. As Treasurer, I have been the point of contact between the HOA and Averit's.

Chris and his crew have always provided outstanding service and value to the HOA. They are professional in their mowing and trimming, and they always clean up when done. They are reliable, conscientious, and provide their services with a minimum of effort on my part. On the rare occasions when we have needed to make adjustments, Chris has been responsive and easy to deal with.

In addition to my direct interactions with Chris, it is also part of my responsibility, at the time of the annual renewal of our mowing contract, to poli the HOA membership as to their level of astisfaction with the service provided by Averit's. I do not recall hearing any negative feedback. To the contrary, the community has always voted overwheimingly in favor of renewing the contrary (with Averitt's.

I am happy to recommend the mowing services of Averitt's Lawn Care Please contact me if you require any further information.



Paul B. Johnson Treasurer, Stone Knoll Homeowners' Association 211 Johns Woods Road Chapel HII, NC 27516 919-260-6392 object/biohason.net "Chris has provided lawn care for Wake County Schools for 15 years. He manages 22 sites. We would hire him again." C.J Dykes – Wake County Schools

"Chris and his crew have always provided outstanding service and value to the HOA. They are professional in their mowing and trimming, and they always clean up when done. They are reliable, conscientious, and provide their services with a minimum of effort on my part. On the rare occasions when we have needed to make adjustments, Chris has been responsive and easy to deal with." - Paul Johnson - Treasurer Stone Knoll Homeowners' Association. Chapel Hill



Motion # 1 Contract with Averitt's Landscape and Lawn Care to maintain Zone # 2 and Stadium Group # 2.

Motion #2

Contract with Progreen Landscape Solutions Inc. to maintain

Zones # 1,3, and 4 and Stadium Group # 1 and # 3.

Questions?

Thank you!