Notice of Intent to Award
Lawn Care Services for Fayette County Public Schools (RFP 22-020-075)

March 9, 2022

The Fayette County Public Schools Purchasing Department would like to thank all respondents who participated in this solicitation.

The intent of this notice is to communicate the preliminary results of the selection process performed by the Purchasing Department and end-users. This is not an acceptance of your response, nor is it a confirmation of a contract or order. Based on the dollar value of this solicitation, final approval may be required from the Superintendent or the Board of Education as required by policy.

Selected Respondent:
Arbor Valley LLC
110 Terrentine Road
Sharpsburg, Georgia 30277

Award Term:
March 9, 2022 - December 31, 2026

The following staff may be contacted for more information:

For project coordination including ordering and delivery:
Beria Orr, Maintenance Supervisor
770-714-4070 and orr.robert@fcboe.org

For contract/solicitation questions:
Jamie Marrero, Purchasing Associate
770-460-3522 or marrero.jamie@fcboe.org

For accounts payable or billing information:
Finance Department, Accounts Payable
770-460-3535 or invoices.finance@fcboe.org

Attachments:
Tabulations ...

<table>
<thead>
<tr>
<th>Respondent Name</th>
<th>Score</th>
<th>Total Annual Contract Cost</th>
<th>Zone 1 Monthly Cost</th>
<th>Zone 2 Monthly Cost</th>
<th>Zone 3 Monthly Cost</th>
<th>Zone 4 Monthly Cost</th>
<th>Zone 5 Monthly Cost</th>
<th>Trimming/Pruning Monthly Cost</th>
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<tbody>
<tr>
<td>Yellowstone Landscape</td>
<td>89.1</td>
<td>$316,560.00</td>
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<td>$9,174.86</td>
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<td>$7,647.43</td>
<td>$877.71</td>
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<td>Arbor Valley LLC</td>
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## Yellowstone Landscape Reference Specification Points Possible Points Awarded

### General Specifications Scoring

- Respondent provided a Letter of Interest, as required. 3 3
- Respondent provided a Technical Proposal and Qualifications/Experience, as required. 4 4
- Respondent has provided completed Response Submission Form, as required. 2 2
- Respondent has provided completed Business Capability Form, as required. 7 7
- Respondent has provided three (3) Letters of Recommendation/References, as required. 3 3
- Respondent has provided completed solicitation Pricing Sheet(s), as required. 3 3
- Respondent has provided the MSDS/Product Data, as required. 3 3
- Respondent has provided completed and notarized E-Verify Form(s), as required. 5 5
- Respondent has provided a Certificate of Insurance, meeting the minimum requirements. 5 5

### SECTION TOTAL 35 35

### Pricing Analysis

<table>
<thead>
<tr>
<th>Reference</th>
<th>Specification</th>
<th>Points Possible</th>
<th>Points Awarded</th>
</tr>
</thead>
<tbody>
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</tr>
</tbody>
</table>

### Pricing Analysis

| Zone 1: FCHS, FLA, COI, FES, LEC, SHES | Per Month | $5,055.00 | $60,660.00 | $8,665.71 |
| Zone 2: SMHS, RSMS, PES, BES, HES, OGES | Per Month | $5,352.00 | $64,224.00 | $9,174.86 |
| Zone 3: MHS, JCBMS, BMMS, CES, CLES, JCBMS, PCES, KES | Per Month | $6,539.00 | $78,468.00 | $11,209.71 |
| Zone 4: SCHR, RJBES, FRMS, TES, NFES | Per Month | $4,461.00 | $53,532.00 | $7,647.43 |
| Zone 5: WHS, WMS, SHMES, IES | Per Month | $512.00 | $6,144.00 | $877.71 |

| Trimming/Pruning (Months of service: May, August) | Per Month | $512.00 | $6,144.00 | $877.71 |

### Total Annual Contract Cost (Including Trimming/Pruning May & August): $316,560.00

### SECTION TOTAL 65 54.1

### TOTAL TABULATED SCORE 100 89.1

**Notes:** This is a seven (7) month contract. Total annual cost has been split into 7 payments for each zone to compare contract cost equally between vendors.
## General Specifications Scoring

<table>
<thead>
<tr>
<th>Reference</th>
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<th>Points Awarded</th>
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</thead>
<tbody>
<tr>
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<td>Respondent provided a Letter of Interest, as required.</td>
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<tr>
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<td>Respondent provided a Technical Proposal and Qualifications/Experience, as required.</td>
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<td>Respondent has provided the MSDS/Product Data, as required.</td>
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</tr>
<tr>
<td></td>
<td>Respondent has provided completed and notarized E-Verify Form(s), as required.</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Respondent has provided a Certificate of Insurance, meeting the minimum requirements.</td>
<td>5</td>
<td>5</td>
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</tbody>
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### Section Total

<table>
<thead>
<tr>
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### Pricing Analysis

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<th>Zone</th>
<th>Description</th>
<th>Per Month</th>
<th>Annual Cost</th>
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</thead>
<tbody>
<tr>
<td>Zone 1: FCHS, FLA, COI, FES, LEC, SHES</td>
<td>Per Month</td>
<td>$7,612.50</td>
<td>$53,287.50</td>
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<tr>
<td>Zone 2: SMHS, RSMS, PES, BES, HES, OGES</td>
<td>Per Month</td>
<td>$8,140.56</td>
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<tr>
<td>Zone 3: MHS, JCBMS, BMMS, CES, CLES, JCBMS, PCES, KES</td>
<td>Per Month</td>
<td>$9,849.63</td>
<td>$68,947.41</td>
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<tr>
<td>Zone 4: SCHS, RJBES, FRMS, TES, NFES</td>
<td>Per Month</td>
<td>$7,049.78</td>
<td>$49,348.46</td>
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<tr>
<td>Zone 5: WHS, WMS, SHMES, IES</td>
<td>Per Month</td>
<td>$9,033.01</td>
<td>$63,231.07</td>
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<tr>
<td>Trimming/Pruning (Months of service: May, August)</td>
<td>Per Month</td>
<td>$1,648.60</td>
<td>$11,540.20</td>
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<tr>
<td>Total Annual Contract Cost (Including Trimming/Pruning May &amp; August):</td>
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<td>$303,338.56</td>
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### Section Total

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<tr>
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### Total Tabulated Score

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<th>Specification</th>
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<th>Points Awarded</th>
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**Notes:**
### General Specifications Scoring

<table>
<thead>
<tr>
<th>Reference</th>
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<td>Respondent provided a Letter of Interest, as required.</td>
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<td>Respondent has provided completed Response Submission Form, as required.</td>
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<td>Respondent has provided completed Business Capability Form, as required.</td>
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<td></td>
<td>Respondent has provided three (3) Letters of Recommendation/References, as required.</td>
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<td>Respondent has provided completed solicitation Pricing Sheet(s), as required.</td>
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</tr>
</tbody>
</table>

**SECTION TOTAL**

| | 35 | 28 |

### Pricing Analysis

| Zone 1: FCHS, FLA, COI, FES, LEC, SHES | Per Month | $6,538.30 | $45,768.10 |
| Zone 2: SMHS, RSMS, PES, BES, HES, OGES | Per Month | $7,272.42 | $50,906.94 |
| Zone 3: MHS, JCBMS, BMMS, CES, CLES, JCBMS, PCES, KES | Per Month | $8,871.43 | $62,100.01 |
| Zone 4: SCHS, RJBES, FRMS, TES, NFES | Per Month | $5,921.28 | $41,448.96 |
| Zone 5: WHS, WMS, SHMES, IES | Per Month | $7,837.43 | $54,862.01 |
| Trimming/Pruning (Months of service: May, August) | Per Month | $1,136.42 | $7,954.94 |

**Total Annual Contract Cost (Including Trimming/Pruning May & August):**

| | $263,531.00 | $263,040.96 |

**SECTION TOTAL**

| | 65 | 65 |

**TOTAL TABULATED SCORE**

| | 100 | 93 |

**Notes:**
- Respondent provided a completed Reference Form but did not include the three (3) Letters of Recommendations, as required. -2 Points
- Respondent did not provide a Certificate of Insurance, as required. -5 Points
<table>
<thead>
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<td><strong>SECTION TOTAL</strong></td>
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<tr>
<th><strong>Pricing Analysis</strong></th>
<th><strong>Annual Cost</strong></th>
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</thead>
<tbody>
<tr>
<td>Zone 1: FCHS, FLA, COI, FES, LEC, SHES</td>
<td>Per Month $7,501.52</td>
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<td>Zone 2: SMHS, RSMS, PES, BES, HES, OGES</td>
<td>Per Month $7,501.50</td>
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<td>Zone 3: MHS, JCBMS, BBMS, CES, CLES, JCBMS, PCES, KES</td>
<td>Per Month $9,951.25</td>
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<td>Zone 4: SCHS, RJBES, FRMS, TES, NFES</td>
<td>Per Month $6,251.25</td>
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<td>Zone 5: WHS, WMS, SHMES, IES</td>
<td>Per Month $5,001.48</td>
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<td>Trimming/Pruning (Months of service: May, August)</td>
<td>Per Month $1,486.06</td>
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<tr>
<td><strong>Total Annual Contract Cost (Including Trimming/Pruning May &amp; August):</strong></td>
<td>Per Month $263,851.42</td>
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<td><strong>SECTION TOTAL</strong></td>
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**TOTAL TABULATED SCORE** 100 96.9

**Notes:** Respondent did not provide three (3) Letters of Recommendation, as required. -3 Points
<table>
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<th>Reference</th>
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<td><strong>Total Annual Contract Cost (Including Trimming/Pruning May &amp; August):</strong></td>
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| **SECTION TOTAL** | | 65 | 60.3 |

| **TOTAL TABULATED SCORE** | | 100 | 90.3 |

**Notes:**
- Respondent answer multiple questions on the Business Capability Form with N/A. Response is required to receive full credit. **-2 Points**
- Respondent did not provide MSDS/Product Data, as required. **-3 Points**