



## The City of Coral Gables

### *Procurement Division*

2800 S.W. 72ND AVENUE  
MIAMI, FLORIDA 33155

September 11 , 2024

All Responding Bidders (See Distribution List)

SUBJECT: IFB 2024-015 Tree Maintenance Services Citywide

Dear Bidders,

The evaluation of the bids submitted in response to the above cited solicitation is complete. The City Manager has recommended an award as shown in the attached document.

This notice is provided in accordance with Section 2-910 (c) of the Code of the City of Coral Gables. Our provision of this notice also serves to confirm the lifting of the Cone of Silence from this procurement action as dictated by Section 2-1027 (4)(b) of the same City Code.

Thank you for your participation in this competition. If you have any questions please contact Neivy Garcia, Procurement Specialist at 305-460-5121 or [ngarcia2@coralgables.com](mailto:ngarcia2@coralgables.com) .

Sincerely,

Celeste S.  
Walker-Harmon

Digitally signed by Celeste  
S. Walker-Harmon  
Date: 2024.09.11 16:00:10  
-04'00'

Celeste Walker-Harmon  
Chief Procurement Officer

Attachment: Award Recommendation

Distribution List:      SFM Landscape Services, LLC.  
                                  Sherlock Tree Company, Inc.  
                                  Superior Landscaping & Lawn Service, Inc.  
                                  The Davey Tree Expert Company

CITY OF CORAL GABLES

-MEMORANDUM-

**TO:** Honorable Mayor, Vice-Mayor,  
and members of the City Commission

**DATE:** September 5, 2024

**FROM:** Amos Rojas, Jr. Amos Rojas Jr.  
City Manager

Digitally signed by Amos  
Rojas Jr.  
Date: 2024.09.11  
10:06:34 -04'00'

**SUBJECT:** Award Recommendation  
IFB 2024-015 Tree Maintenance  
Citywide

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At the next available City Commission Meeting, an award recommendation for IFB 2024-015 Tree Maintenance Services Citywide will be included on the agenda. This memorandum serves to notify you that in accordance with Section 2-763 of the City Code entitled "Contract Award", my recommendation for award of the subject IFB is as follows:

- 1) Accept the Chief Procurement Officer's recommendation to award: **Group 1 - Tree Maintenance Services** to SFM Landscape Services, Inc. (*Primary*) and Sherlock Tree Company (*Secondary*) and **Group 2: Prequalification for New Tree Planting** to SFM Landscape Services, Inc. and Sherlock Tree Company, the most responsive and responsible bidders.
- 2) Execute a contract for Group 1 with an estimated total amount of \$1,937,397.80.
- 3) Reaffirm the city's right to pursue alternative courses of action.

On May 7, 2024, the Procurement Division of Finance formally advertised, issued and distributed IFB 2024-015 Tree Maintenance Services Citywide. Ninety-one (91) prospective bidders were notified through INFOR, the City's web-based e-Procurement system.

Four (4) bids were received on June 14, 2024, in response to the IFB: SFM Landscape Services, Inc., Sherlock Tree Company, Superior Landscaping & Lawn Service, Inc., and The Davey Tree Expert Company.

The responses were reviewed by the Procurement Division to determine responsiveness to the requirements of the IFB. During the responsiveness review, it was determined by Procurement, after consulting with the City Attorney's Office, that Superior Landscaping & Lawn Service, Inc. was non-responsive based on failure to provide the required minimum experience through its Key Personnel, as required in Sections 3.B.1.(a) of the IFB; and The Davey Tree Expert Company was non-responsive based on failure to provide the required minimum experience through its Key Personnel, as required in Sections 3.B.1.(a), 3.B.1.(b), 3.B.1.(c), 3.B.2.(a), 3.B.2.(b) and 3B3(a) of the IFB. The Procurement Division finalized its due diligence process and confirmed that SFM Landscape Services, Inc., and Sherlock Tree Company, Inc., are both responsive to the requirements of the IFB and responsible bidders. Once this step was completed, the Public Works Department conducted an evaluation of the lowest responses and concurred with Procurement's finding. See attached Tabulation of Bids received.

A more detailed description of the IFB, response, and evaluation results will be provided to you as part of the Agenda package.

Please contact me should you have any questions.

Copy:

Cristina M. Suarez, City Attorney

Billy Y. Urquia, City Clerk

José Gómez, Assistant City Manager

Hermes Diaz, Public Works Director

Deena Bell-Llewellyn, Assistant Public Works Director for Landscape Services

Diana M. Gomez, Finance Director

Celeste S. Walker-Harmon, Assistant Finance Director for Procurement

**City of Coral Gables, Florida  
Bid Tabulation**

IFB No.: 2024-015  
 Bid Title: Tree Maintenance Services Citywide (Group 1)  
 Bid Opening Date: June 14, 2024 @ 2:00PM  
 Prepared by: Nelvy Garcia

Lowest Responsive and Responsible Bidder

Second Lowest Responsive and Responsible Bidder

VENDOR NAME		SFM Landscape Services, LLC				Superior Landscaping & Lawn Service, Inc.		The Davey Tree Expert Company		Sherlock Tree Company		KNL, Inc.	
Vendor FEIN		20-4908937				65-0838100		34-0176110		46-3741711		20-4782499	
Corporation Address/ Locations (County & State):		7500 NW 74 Ave., Miami, FL 33166 Miami-Dade County				2200 NW 23 Ave., Miami, FL 33142 Miami Dade County		1500 North Mantua Street, Kent, Ohio 44240 Portage County		697 SW 9th Street, Pompano Beach, FL 33069 Broward County		8755 NW 168 Street, Hialeah, FL 33018 Miami Dade County	
Local Preference? Coral Gables/ Miami-Dade County		YES				YES		NO		NO		NO	
Local 5% Preference Applicable? Coral Gables/ Miami-Dade County		N/A				N/A		N/A		N/A		N/A	
Vendor Contact (for this bid)		Christian Infante				Jesenia Otero		Rachel Palmer		Jonathan Wolfson		N/A	
Vendor Contact Phone Number		305-818-2424 x1117				800-759-4156		330-548-1931		954-788-4000		N/A	
Vendor Contact Email		<a href="mailto:cinfante@sflmservices.com">cinfante@sflmservices.com</a>				<a href="mailto:iotero@superiorlandscaping.com">iotero@superiorlandscaping.com</a>		<a href="mailto:subids@davey.com">subids@davey.com</a>		<a href="mailto:jonathan@sherlocktree.com">jonathan@sherlocktree.com</a>		N/A	
ITEM No.	DESCRIPTION	QUANTITY	UNIT OF MEASURE	UNIT PRICE	LINE TOTAL	UNIT PRICE	LINE TOTAL	UNIT PRICE	LINE TOTAL	UNIT PRICE	LINE TOTAL	UNIT PRICE	LINE TOTAL
1	Crew Type A	7840	HR	\$113.88	\$892,819.20	\$83.00	\$650,720.00	\$120.03	\$941,035.20	\$157.00	\$1,230,880.00		No bid
2	Crew Type B	3920	HR	\$114.53	\$448,957.60	\$80.00	\$313,600.00	\$111.96	\$438,883.20	\$157.00	\$615,440.00		No bid
3	Crew Type C	1960	HR	\$101.40	\$198,744.00	\$76.00	\$148,960.00	\$105.96	\$207,681.60	\$157.00	\$307,720.00		No bid
4	Crew Type D	1960	HR	\$100.20	\$196,392.00	\$106.00	\$207,760.00	\$62.86	\$123,205.60	\$180.00	\$352,800.00		No bid
5	GENERAL FOREPERSON	100	HR	\$70.70	\$7,070.00	\$96.00	\$9,600.00	\$68.39	\$6,839.00	\$117.75	\$11,775.00		No bid
6	CREW FOREPERSON	100	HR	\$60.60	\$6,060.00	\$62.00	\$6,200.00	\$57.64	\$5,764.00	\$117.75	\$11,775.00		No bid
7	GROUNDPERSON	100	HR	\$40.40	\$4,040.00	\$46.00	\$4,600.00	\$48.59	\$4,859.00	\$97.50	\$9,750.00		No bid
8	TREE REMOVAL AND STUMP GRINDING	150	EA	\$959.50	\$143,925.00	\$488.00	\$73,200.00	\$1,026.00	\$153,900.00	\$2,250.00	\$337,500.00		No bid
9	TREE REMOVAL AND STUMP GRINDING	30	EA	\$1,313.00	\$39,390.00	\$1,966.00	\$58,980.00	\$2,901.00	\$87,030.00	\$2,850.00	\$85,500.00		No bid
<b>TOTAL BID AMOUNT</b>							\$1,937,397.80		\$1,473,620.00		\$1,969,197.60		\$2,963,140.00

NOTE: This bid tabulation is an indication of prices only and not a determination of the responsive, responsible bidders.  
 Local Preference did not apply because the first and second low bidders are Miami Dade County BUSINESS and no one is a City of Coral Gables business.

Assigned Procurement Specialist: Nelvy Garcia  
 Procurement Specialist Signature: *Nelvy Garcia*  
 Witness: *Andy Attella*

Date: 9/4/2024  
 Date: 9/4/2024