

City of Coral Gables City Commission Meeting
Agenda Item I-3
January 14, 2020
City Commission Chambers
405 Biltmore Way, Coral Gables, FL

City Commission

Mayor Raul Valdes-Fauli
Vice Mayor Vince Lago
Commissioner Pat Keon
Commissioner Michael Mena
Commissioner Jorge Fors

City Staff

City Manager, Peter Iglesias
City Attorney, Miriam Ramos
City Clerk, Billy Urquia
Assistant Finance Director, Celeste Walker
Public Services Division Director, Brook Dannemiller

Public Speaker(s)

Agenda Item I-3 [10:32 a.m.]

A Resolution accepting the recommendation of the Procurement Officer to award the Citywide Tree Trimming Services contract to Superior Landscaping & Lawn Service, Inc ., the lowest responsive and responsible bidder, in the estimated amount of \$ 1,169,294.00, annually, not to exceed the available budget, pursuant to Invitation for Bids (IFB) 2019-042 and Section 2-763 of the Procurement Code entitled "Contract Award."

Mayor Valdes-Fauli: I-3.

City Attorney Ramos: A resolution accepting the recommendation of the Procurement Officer to award the Citywide Tree Trimming Services contract to Superior Landscaping & Lawn Service, Inc., the lowest responsive and responsible bidder, in the estimated amount of \$ 1,169,294.00, annually, not to exceed the available budget, pursuant to Invitation to Bid 2019-042 and Section 2-763 of the Procurement Code.

Assistant Finance Director Walker: Again, good morning. We're asking for your approval to move forward with this award. This will be a three-year to -- one-year contract. We held a responsibility review meeting to make sure that the contractor understood the requirements of the contract, and we are confident that they're able to provide the services, and we're asking to move forward with the award.

Commissioner Fors: I actually have a question here, and I began speaking to the City Manager about it. There's no way we can pull up the bid tabulation. Mr. City Clerk, we can't pull up the bid tabulation?

City Clerk Urquia: The bid tabulation?

Commissioner Fors: The attachment.

Vice Mayor Lago: The attachment.

Commissioner Fors: It's not a big deal if we can't. Everybody else has it in front of them. But I did notice -- and obviously, tree trimming's a important function in this city as we just discussed. Specifically, with items six, seven, and eight, I noticed that the unit per hour for the winning bidder is much, much higher than any other bidder and the incumbent. For instance, the general foreperson is \$144 an hour. The second place is \$64, \$50, and the incumbent is at 65. I guess what really makes a difference here is how much we're really going to incur at that increased rate of 144, 74 and 52. And I then went and looked at the estimated annual hours. The general

foreperson, which bills at 144 is estimated to incur or to work 35 annual hours, which when you do the math is, I think, 45 minutes a week. And maybe that is what that person works. maybe it isn't. I was wondering how did we arrive at the estimated annual hours. Did we do it by looking at what hours the trees -- or Trees LLC, the incumbent, has worked generally over the past few years?

Assistant Finance Director Walker: That's correct. I'll ask Mr...

Public Services Division Director Dannemiller: So, the -- under that section, those are the anticipated after-hours work hours. So, that's why they're so low, and that's based off of last year's hours of the general foreperson and crews coming in after working hours. So, in the evening or on weekends when a limb falls on a street, police will call them directly and they'll come in. So, the general foreperson is actually captured under crew type D, which is 1,960 hours annually. And so, they're only anticipated to have about 35 hours annually after hours. So, that's why that...

Commissioner Fors: And that's based on...

Public Services Division Director Dannemiller: On the last...

Commissioner Fors: Past...

Public Services Division Director Dannemiller: Yes.

Commissioner Fors: Requirements.

Public Services Division Director Dannemiller: This very last year, yes.

Commissioner Fors: Alright. And is there any reason why the unit price for the successful bidder is so much higher than the other bidders on this particular line item or these three line items?

City Manager Iglesias: Commissioner, the bidding is an art. It's not just -- it's just not a number. And so, I believe that they're hoping for those hours to be larger. Even if they are substantially larger, the bid is still less. So, we have to look at what we think is going to be the actual use, and so that's not uncommon in construction.

Commissioner Fors: Right.

City Manager Iglesias: However, we are sure that even if those are increased by a magnitude of ten, then the bid is still a low bid.

Public Services Division Director Dannemiller: And those hours are calculated in the overall total too, so in that section...

Commissioner Fors: No, I get it, yeah.

Public Services Division Director Dannemiller: It was added, so it's...

Commissioner Fors: No, you'd have to multiply them significantly to...

Public Services Division Director Dannemiller: Yeah.

Commissioner Fors: To -- for it to make a difference in the bid. I get that. You know, one problem, one lack of clarity that I had was that, as you just said, these are after hours or extended hours and the bid tabulation doesn't necessarily say that. That's why I wasn't really sure. That's what really sparked my curiosity at first. I wasn't sure exactly what kind of hours these were, where they really were after hours or extended hours, which does make more sense when you look at the estimated hours.

Assistant Finance Director Walker: And that information is specified in the actual bid solicitation so it's not on the tally.

Public Services Division Director Dannemiller: It's a very long document.

Vice Mayor Lago: So, I have just three really quick questions that can be answered yes or no. Did you -- like always, did you review their litigation history and ensure that they're in...

Assistant Finance Director Walker: Correct.

Vice Mayor Lago: Good standing?

Assistant Finance Director Walker: That is correct. We reviewed...

Vice Mayor Lago: Okay.

Assistant Finance Director Walker: All that information so they are a responsive and responsible bidder.

Vice Mayor Lago: No issues with other municipalities...

Assistant Finance Director Walker: (INAUDIBLE) litigation. And they had good references. So, we did all of that due diligence prior to actually awarding them. So, we did have a meeting with them to discuss all of that information to make sure that we were comfortable...

Vice Mayor Lago: And I was going to ask...

Assistant Finance Director Walker: With moving forward.

Vice Mayor Lago: The same question as Commissioner Fors, and I also just wanted to have one more point to that. You know, a lot of other municipalities, what they do is that they elect a second entity just in case we get into a situation like we have in the past with a hurricane so that we're prepared and we don't have to go through the procurement process to get that second entity. Even though under an emergency, I know that you're capable and have the powers to move forward very quickly. Have you considered about basically designating a second entity or a third entity just in case our workload does increase and the first entity does not have the manpower in a day and age right now where you know manpower -- I know every day manpower is very critical, especially skilled manpower.

Assistant Finance Director Walker: Okay. That particular approach wasn't contemplated for this particular type of work. It's supposed to be conducted initially under the debris removal contract. And so we did make this particular contract FEMA compliant so they can be a second option to that particular contract. So, we made sure that they were FEMA compliant so that we can get reimbursement for the work that they could perform. So, for that particular instance, we're using them as a secondary to the primary contract for debris removal.

City Manager Iglesias: We...

Commissioner Mena: Does the debris removal include...

Assistant Finance Director Walker: Yes. It includes these services.

Commissioner Mena: Necessarily trimming?

Assistant Finance Director Walker: Exactly. It includes these services, and FEMA requires that you utilize that particular contract as a primary for these services. This would be a secondary service.

Vice Mayor Lago: Well, maybe we should just -- just in preparation, I mean, again, it's just more redundancy. Maybe we should just be prepared and take advantage of having already qualified, having done all this legwork already, that there's a second or a third agency -- entity, excuse me, you want to bring in that already is qualified here. We can have them just waiting in the wings if, you know, number one -- not saying that number one is not going to be able to cut the mustard. But if for some reason that, you know, we have an issue.

City Manager Iglesias: Vice Mayor, we are currently bidding our contracts with FEMA compliance so that any of -- this contract would be a second contract to our debris contract. So, all our current contracts can be secondary contracts to our debris contract.

Vice Mayor Lago: Anywhere we can get redundancy, if it's a second or a third, I'll take it.

Public Services Division Director Dannemiller: And I think to answer the first part of your question -- correct me if I'm wrong, Celeste -- is that if the first bidder is non -- doesn't perform, then the way the bid was written, I think we can then move to a...

Vice Mayor Lago: I just want to be...

Assistant Finance Director Walker: Within a certain...

Vice Mayor Lago: I just...

Assistant Finance Director Walker: Period of time, yes.

Vice Mayor Lago: I want to...

Assistant Finance Director Walker: Yes.

Vice Mayor Lago: I don't want -- I want them to be waiting in the wings if there is an issue, and we should do that on all contracts. It shouldn't just be this contract. It should be every single contract. I don't know if my colleagues agree with that.

Mayor Valdes-Fauli: Mr. City Manager, you heard the comments.

Commissioner Fors: You know, I agree.

Vice Mayor Lago: When you have service...

Commissioner Fors: And I think what would be important is, you know, yeah, number two will probably be waiting in the wings, but will they be obligated to do it for the price they bid on?

Vice Mayor Lago: Yeah.

Assistant Finance Director Walker: Correct, and that's what the solicitation states.

Vice Mayor Lago: Hey, because, by the way, that's what they hold us -- they hold us to task on that hwn e other -- in other contracts that we have.

City Manager Iglesias: But let me clarify...

Vice Mayor Lago: That's a good point by Commissioner Fors.

City Manager Iglesias: Let me clarify that because our -- because these contracts are FEMA compliant. They can be used as a secondary contract to our debris contract is what we're saying. So, we currently have redundancy there by having all these -- all the new contracts be FEMA compliant. They automatically meet FEMA requirements so they can be used as secondary

contracts. And this one may be -- then the second bidder could possibly, since it was bid out, those prices could possibly be a tertiary contract. So, since we meet FEMA requirements that -- we are currently providing that kind of redundancy.

Mayor Valdes-Fauli: Alright. Do I hear a motion?

Commissioner Keon: So moved.

Mayor Valdes-Fauli: Second?

Vice Mayor Lago: Second.

Mayor Valdes-Fauli: Will you call the roll, please?

Commissioner Keon: Yes.

Vice Mayor Lago: Yes.

Commissioner Mena: Yes.

Commissioner Fors: Yes.

Mayor Valdes-Fauli: Yes.

(Vote: 5-0)

Mayor Valdes-Fauli: Thank you.