

# MANATEE COUNTY GOVERNMENT

## SOURCE SELECTION

<b>SUBJECT</b> Bahia Sod @ Duette Preserve Purchase	<b>DATE POSTED</b> Date Posted on mymanatee.org <u>10/20/2012</u>
<b>PURCHASING REPRESENTATIVE</b> Deborah Carey-Reed, 941/749-3074	<b>DATE CONTRACT SHALL BE AWARDED</b> October 24, 2012
<b>DEPARTMENT</b> Natural Resources Department	<b>CONSEQUENCES IF DEFERRED</b> N/A <i>Amini W. Wallace for</i>
<b>SOURCE RECOMMENDATION</b> Request For Proposals #12-2049DC	<b>AUTHORIZED BY</b> Melissa M. Wendel, Purchasing Official Date: <u>10/26/2012</u>

### ACTION DESIRED

**Authorization to execute an Agreement with Council Growers, Inc., Ruskin, Florida for the harvesting and sale of Bahia grass from the Duette Preserve at \$8.00 per 400 square feet of grass harvested and sold.**

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)

Manatee County Code of Law

### BACKGROUND/DISCUSSION

- To achieve its objective to restore degraded agricultural areas throughout the Preserve to a natural longleaf pine habitat, the Natural Resources Department requires the removal of grassing to provide access to the ground for tree planting. This contract will alleviate labor cost to the County to cut the grass and will provide revenue to the County from the marketable cuttings.
- Approximately 1,000 acres of Bahia pasture is to be harvested over a two year period for the forest restoration. It is not guaranteed the total 1,000 acres will be marketable and payment shall be for what is sold.
- 08/18/2012 to 09/11/2012 Appropriate procurement procedures were followed. The Request for Proposal was posted on DemandStar and the County website and directly solicited to 19 sod farms of which 5 are local firms; it was also provided to the Manatee County Chamber of Commerce for release to its members. Only one proposal was received.
- 09/24/2012 The Evaluation Committee convened and reviewed the sole response as acceptable based on their 20+ years experience and qualifications as a full service sod operation offering wholesale and retail sales at its sod farms.
- This will be a revenue generating contract managed by the Manatee County Natural Resources Department.

#### ATTACHMENTS: (List in order as attached)

#### INSTRUCTIONS:

1) County Administrator Approval to Negotiate

N/A

**COST** Revenue Agreement

**SOURCE (ACCT# & NAME)** N/A

**COMMENTS** N/A

**AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)** N/A



**Re: Fwd: Authorization to Negotiate / RFP #12-2049DC Harvesting and Sale of Bahia Sod**

Ed Hunzeker to: Melissa Wendel

10/11/2012 12:37 PM

Cc: "Deborah CareyReed", "Dennis Wallace"

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Melissa,

Please proceed.

Thanks

Ed Hunzeker  
County Administrator  
Manatee County Government  
(941) 745-3798

From: Melissa Wendel/MCG

To: "Ed Hunzeker" <ed.hunzeker@mymanatee.org>

Cc: "Deborah CareyReed" <deborah.carey-reed@mymanatee.org>, "Dennis Wallace" <dennis.wallace@mymanatee.org>

Date: 10/11/2012 10:17 AM

Subject: Fwd: Authorization to Negotiate / RFP #12-2049DC Harvesting and Sale of Bahia Sod

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Requesting approval to enter into negotiations with the sole proposer, Council Growers, Inc. of Ruskin, Florida for the Harvesting and sale of Bahia sod.

Begin forwarded message:

From: "Dennis Wallace" <dennis.wallace@mymanatee.org>

Date: October 8, 2012 9:46:02 AM EDT

To: "Melissa Wendel" <melissa.wendel@mymanatee.org>

Subject: Authorization to Negotiate / RFP #12-2049DC Harvesting and Sale of Bahia Sod

Melissa - attached for your review and approval, please. Thank you. DWW

----- Forwarded by Dennis Wallace/MCG on 10/08/2012 09:48 AM -----

From: Deborah CareyReed/MCG  
To: Dennis Wallace/MCG@MCG  
Date: 10/04/2012 05:16 PM  
Subject: RFP #12-2049DC Harvesting and Sale of Bahia Sod - Negotiation Request

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Approval is requested to enter into negotiations with Council Growers, Inc., Ruskin, Florida, for a two year contract for the harvesting and sale of approximately 1000 acres of Bahia sod material from the Duette Preserve. This will be a revenue generating contract.

**BACKGROUND:**

Duette Preserve is an 18,000 acre conservation land being restored to its native condition with regular applications of prescribed fire and other managed landscape treatments. The County has adopted the Duette Preserve Management Plan which provides for the restoration of certain degraded former agricultural areas throughout the Preserve to a natural longleaf pine habitat.

The standard past practice for clearing this land involved costs to the County for labor relating to Department staff cutting the grass or cost to pay for the services of a contractor. Allowing a contractor to harvest the land will completely alleviate any cost expenditure for the County and will possibly generate revenue.

The harvesting of the Bahia sod will reduce labor cost to clear the land, minimize fire risk, and will create a new revenue stream from the sale of this one-time harvest. The cleared land will provide ground cover for the restoration of a natural longleaf pine habitat on this conservation land. The contractor shall furnish all resources necessary to harvest approximately 1,000 acres of Bahia pasture at the Preserve over a two year period.

To assist the Natural Resources Department in achieving its objective to remove (harvest) as much Bahia pasture as possible from the Preserve to provide access to the ground for planting of longleaf pine trees, the Purchasing Division competitively solicited Request For Proposal (RFP) #12-2049DC for the harvesting and sale of Bahia sod material.

**BUDGET:** Revenue (proposed offer of \$8 per 400 square feet harvested and sold)

**SOLICITATION:**

The RFP was advertised on the Manatee County and Chamber of Commerce websites and broadcasted to over 146 companies via Demand Star. Purchasing emailed the RFP to 19 sod farms and installers of which 5 are local firms.

Proposal received from one firm, Council Growers, Inc., Ruskin, Florida.

**EVALUATION COMMITTEE (voting) MEMBERS:**

Max Dersch, Natural Resources

Bruce MacLeod, Utilities

Deborah Carey-Reed, Financial Management Department

Non-voting member:

Johnny W. McLeod, Natural Resources

The Evaluation Committee convened on 09/24/2012 and discussed the sole proposal from Council Growers, Inc. (CGI) to be acceptable as a result of the following:

- CGI has been farming and operating in the sod business since the early 1980s.
- Since 2009, CGI has been a full service sod operation offering wholesale and retail sales at its sod farms as well as delivery and installation throughout the Tampa Bay area.
- CGI is licensed by the Florida Department of Agriculture and Consumer Services, in accordance with the Florida License and Bond Law.
- Some of the major clients CGI has harvested and sold or laid sod for include:
  - Florida Power and Light (Parrish Florida) - 2009 to present
  - Sunbelt Sod and Grading (Ruskin Florida) 2008 to present
  - Four Star Tomato (Parrish Florida) - 2007 to present
- CGI proposes, if awarded the contract, the anticipated work would provide the County with economic benefits where CGI would employ three additional employees in the Manatee County operations, as well as offer buyers within close proximity to purchase the Bahia with the hope for a better holding sod.