

**INDIAN RIVER COUNTY
OFFICE OF MANAGEMENT AND
BUDGET PURCHASING DIVISION**

DATE: November 17, 2020

TO: BOARD OF COUNTY COMMISSIONERS

THROUGH: Jason E. Brown, County
Administrator Kristin Daniels,
Budget Director

FROM: Jennifer Hyde, Purchasing Manager

SUBJECT: Award of Bid 2020043 – Fencing Contractor Services

BACKGROUND:

The Parks Division requested the solicitation of bids to provide fencing services for conservation areas and other public lands. The County currently manages and maintains more than 2,500 acres and 26 conservation areas and more than 42 parks. Multiple parks and conservation areas have or require new and replacement fencing. The conservation lands program currently has four separate fence projects that include repairs and new fencing for large parcels that would individually require a separate bid, if an annual contract is not in place.

Additionally, storm events frequently leave damage to fencing, which need to be replaced. The Parks Division coordinated with the Public Works and Utilities Departments to incorporate fencing elements that would be relevant to their facilities/sites into the bid.

There is no existing contract for the work. The term of award is three years, with two one-year renewals available, subject to vendor acceptance, satisfactory performance and determination that renewal will be in the best interest of the County.

BID RESULTS:

Advertising Date:	August 9, 2020
Bid Opening Date:	September 1, 2020
Demandstar Broadcast to:	330 Subscribers
Bid Documents Downloaded by:	8 Vendors
Replies:	2 Vendors

Firm	Location
A Great Fence, LLC	Port St. Lucie
A & B Fence Company, LLC	Palm Bay

ANALYSIS:

The bid included 566 items to be priced per unit to enable a wide variety of scenarios, including different fence materials and heights. Although A&B Fence Company, LLC (“A&B”) provided pricing on 407 items, with an average price of \$1,613 per item and A Great Fence, LLC (“A Great Fence”) submitted pricing on 558 items, with an average price of \$2,281 per item, A&B’s pricing on posts and other items that will be necessary on each project was substantially higher. For clarification, both vendors were asked to price out a sample project (square parcel, 1,000 feet on all sides with two 10-foot single swing gates), with the quotes below.

Firm	Price for 6-foot chainlink fence	Price for 4-foot field fence
A Great Fence, LLC	\$20,782.50	\$16,343.50
A & B Fence Company, LLC	\$29,638.58	\$63,538.39

The department determined it would be unlikely to utilize A&B Fence Company at their submitted pricing. The bid submitted by A Great Fence, LLC was found to be comparable and more competitive to recent quotes obtained for other fence projects. The Parks Department has identified A Great Fence as the lowest, responsive and responsible bidder for the fencing work and has recommended award to them.

SOURCE OF FUNDS:

The estimated current fiscal year projects are outlined in the Parks-Conservation Lands operating and capital budgets in the General Fund. Other divisions and departments may utilize the awarded bid for fencing purposes related to their facilities and sites, thus various accounts may be utilized throughout the duration of the agreement term.

RECOMMENDATION:

Staff recommends the Board award bid 2020043 to A Great Fence. Staff also recommends the Board approve the sample agreement and authorize the Chairman to execute it after review and approval by the County Attorney as to form and legal sufficiency, and after approval of the required insurance by the Risk Manager.

Attachment

Sample Agreement