

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

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**DATE:** December 10, 2024

**TO:** Board of County Commissioners

**THROUGH:** John A. Titkanich, Jr., County Administrator  
Kristin Daniels, Director, Office of Management & Budget  
Jennifer Hyde, Purchasing Manager

**FROM:** Shelby Ball, Purchasing Specialist

**SUBJECT:** Award of Annual Bid 2025014 for Natural Areas & Exotic Vegetation Management/Mowing

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**BACKGROUND:**

The Parks, Recreation and Conservation Department requested the solicitation of annual bids for heavy equipment with operators to provide mowing, selective clearing, fence line clearing and mulching of exotics in natural areas on an as needed basis. The current bid was awarded to John Brown & Sons, Inc. on February 1, 2022, with the current term expiring on January 31, 2025. The term of the new annual bid is February 1, 2025, through January 31, 2026, with the option for two additional one-year renewals.

**BID RESULTS:**

Advertising Date: November 8, 2024  
 Bid Opening Date: December 6, 2024  
 Broadcast to: 695 Subscribers  
 Bid Documents Obtained by: 39 Vendors  
 Replies: 4 Vendors

<b>Firm</b>	<b>Location</b>	<b>Average Hourly Rate</b>
<b>John Brown &amp; Sons, Inc.</b>	<b>Weare, NH</b>	<b>\$156.94</b>
Coco Tree Service Corp	Miami, FL	\$186.67
Salgado Tree Trimming LLC	West Palm Beach, FL	\$328.33
Sandhill Environmental Services, LLC	Arcadia, FL	\$424.22

**ANALYSIS:**

The low bid represents a 4.7% average increase in the hourly rates compared to the previous bid. The Department has reviewed the bids and recommended award to John Brown & Sons, LLC, as

the lowest, responsive and responsible bidder. A detailed bid tabulation is available for review in the Purchasing Office.

**FUNDING:**

The estimated annual cost for exotic vegetation mowing for conservation lands management is \$100,000. Funding is available in various Parks, Recreation and Conservation Other Contractual Services accounts, including but not limited to, General Fund/Conservation Lands/Other Contractual Services Account 00121572-033490. Other departments will also be able to utilize the contract, with funding to be determined at time of order.

**RECOMMENDATION:**

Staff recommends the Board award Bid 2025014 to John Brown & Sons, LLC, and authorize the Purchasing Division to issue blanket purchase orders with the recommended bidder. Staff also recommends the Board authorize the Purchasing Manager to renew this bid at the same rates for two (2) additional one (1) year periods subject to satisfactory performance, vendor acceptance, and the determination that renewal of this annual bid is in the best interest of the County.