



## Office of the Town Manager

Rafael G. Casals, ICMA-CM, CFM  
Town Manager

# MEMORANDUM

**To:** Honorable Mayor and Town Council

**From:** Rafael G. Casals, ICMA-CM, CFM, Town Manager

**Date:** July 29, 2019

**Re:** Comprehensive Parks Landscape/Grounds Maintenance Services (RFP 13-01)  
Contract Amendment No. 3

## REQUEST

**A RESOLUTION OF THE MAYOR AND TOWN COUNCIL OF THE TOWN OF CUTLER BAY, FLORIDA, APPROVING AMENDMENT NO. 3 TO THE COMPREHENSIVE PARKS LANDSCAPE/ GROUNDS MAINTENANCE SERVICES AGREEMENT BETWEEN THE TOWN AND BRIGHTVIEW LANDSCAPING SERVICES, INC.; PROVIDING FOR AUTHORIZATION; PROVIDING FOR AN EFFECTIVE DATE.**

## BACKGROUND AND ANALYSIS

On March 20, 2013, the Town of Cutler Bay (the "Town") adopted Resolution No. 13-25, which approved an Agreement between the Town and BrightView Landscaping Services, Inc. (formerly known as ValleyCrest Landscape Maintenance, Inc.) as a result of the Town's issuance of Request for Proposal (RFP) No. 13-01 entitled *Comprehensive Parks Landscape/ Grounds Maintenance Services* for a total annual cost of \$404,500.00.

In 2014, the Town successfully acquired Lakes by the Bay Linear Park, which was renamed to Blue Heron Park via Resolution No. 15-24. As a result, on February 19, 2014 the Town adopted Resolution No. 14-19 approving ValleyCrest Landscape Maintenance, Inc.'s Amendment No. 1 in the amount of \$25,920 per year, to perform landscape/ grounds maintenance services. The new annual Comprehensive Parks Landscape/ Grounds Maintenance Services costs were \$430,420.00 to maintain all of the Town owned parks and facilities.

On October 19, 2016, the Town adopted Resolution No. 16-61, which approved Amendment No. 2 authorizing the name change from ValleyCrest Landscape Maintenance, Inc. to BrightView Landscaping Services, Inc ("BrightView").





Since 2013, the Town's Parks & Recreation Department has been very satisfied with the level of service provided by BrightView. Additionally, BrightView has been very responsive to the Town's needs after natural disasters (i.e., Hurricane Irma).

BrightView's existing Agreement is scheduled to expire on October 1, 2019 with no further optional year extensions. The Parks & Recreation Director (Etienne Bejarano) and myself recently met with BrightView's Branch Manager to discuss and negotiate a possible amendment to their existing Agreement.

The Town was able to negotiate a favorable contract execution of an additional three (3) years with a 2 (two) year optional extension, extending the Agreement until October 2, 2024. The key factor in our negotiations was that BrightView would have the same pricing from 2013 and terms defined in RFP No. 13-01.

BrightView's Branch Manager, on behalf of his company, has agreed to execute the 2013 pricing and terms as defined in RFP No. 13-01 (*Attachment "A"*)

### **RECOMMENDATION**

It is recommended that the Town Council approves the attached Resolution amending the 2013 Comprehensive Parks Landscape/ Maintenance Services Agreement pursuant to the same terms and conditions as defined in RFP No. 13-01.

### **ATTACHMENT(S)**

- Attachment "A" – BrightView Agreement Letter Amendment No. 3  
(dated July 22, 2019)

