

**West Broadway Business and Area Coalition
West Broadway Business Improvement District**

**West Broadway Business Improvement District Streetscape Maintenance Services Contract Bid
Summary**

Purpose:

The West Broadway Business and Area Coalition (WBC) on behalf of the West Broadway Business Improvement District (WBID) has committed to providing streetscape maintenance services to the district as outlined in the 2015 WBID Operating Plan.

A bid specification was prepared and a request for bids was sent to fifteen potential contractors. Of the fifteen potential contractors who were invited to submit a bid, seven responded.

Bids:

	Spring Clean-Up	Fall Clean-Up	Trash Receptacle Servicing (Per Container)	Litter and Debris Removal	Graffiti, Snow Removal, Misc. Services (Hourly Rate)	Pressure Washing (Hourly Rate)
1. S&T Landscaping	\$1,000	\$720	\$4.00	\$31,200	\$40.00	\$60.00
2. Vanguard Cleaning Systems	\$2,054	\$2,054	\$1.70	\$46,800	\$18.50	\$18.50
3. Custom Products & Services	\$15,050	\$8,110	\$4.31	\$111,525.44	\$38.78	\$77.60
4. Big Jay's Cleaning Services LLC	\$1,500	\$1,500	\$3.75	\$32,146.08	\$19.37	\$21.52
5. Better Futures Enterprises	\$9,758	\$9,758	\$6.77	\$28,975	\$27.78	\$48.95
6. EmergeWorks	\$867.12	\$1,067.12	\$.80	\$30,973.10	\$48.89	\$89.01
7. Bogar Construction	\$2,500	\$2,500	\$12.00	\$49,920	\$40.00	NA

Selection Criteria:

The WBC reserves the right to reject any or all Bids or parts of Bids, to accept part or all of bids on the basis of considerations other than lowest cost, and to create a project of lesser or greater expense and reimbursement than described in the Call for Bid, or the respondent's reply based on the component prices submitted. The WBC has evaluated Bids on the following criteria:

- Overall cost and value
- Demonstrated understanding and experience providing a high level of service
- Contractor references
- Capacity to perform work

Due to the wide variety of bid response, costs per service, and work descriptions, WBC determined that it was necessary to conduct face to face interviews with each of the respondents in order to get a better understanding of each proposal. During those conversations, vendors were asked about equipment, experience, staffing plans, and to explain their proposals including work descriptions and pricing structure in greater detail.

It was decided by WBC staff to move forward with Litter and Debris Removal, as requested Graffiti and Misc. Hourly Services, and as requested Trash Receptacle Servicing. We will reevaluate the Spring and Fall Cleanup services at a later date.

Recommendation:

Better Futures Enterprises has demonstrated strong of understanding of the Scope of Services expected to be carried out in the district. The General Manager, Tim Hanson, has 14 years of similar landscape maintenance experience working for the City of Robbinsdale. The organization employs between 115-120 men throughout the year, and they have experience working in the public realm through contracts with the City of Minneapolis and Hennepin County. We were able to contact the three references provided and they were highly recommended by each reference. Better Futures is the lowest priced bidder for Litter and Debris Removal at \$28,975 which constitutes the largest portion of the streetscape contract. Better Futures has capacity to begin the work immediately and carry out all the tasks required with their current equipment and staffing. No additional hiring or equipment purchases are needed.

It is recommended that the WBC accept the responsible bid from Better Futures and commence with executing a service agreement, so that work may proceed immediately.

Included with this recommendation are the completed Bid forms.