



## DEPARTMENT OF PURCHASING AND CONTRACTS

15470 FLIGHT PATH DRIVE \* BROOKSVILLE, FLORIDA 34604  
P 352.754.4020 \* F 352.754.4199 \* W www.HernandoCounty.us

**DATE:** 4/28/26

**TO:** Andrew Johns

**FROM:** Joseph Goulart, Contracting Agent II

**SUBJECT:** Recommendation for Award Bid No. 26-T01302  
Project Name: Mowing Services for Brooksville - Tampa Bay Regional Airport

The attached bid received from American Standard Landscaping for the above referenced project/solicitation is submitted for your review, evaluation, and award recommendation. In accordance with the Hernando County Ordinance No. 93.16, Section 2-105 (6) and Purchasing and Contracts Department Policies and Procedures Manual, Procedure No. 130F, Paragraph 3. (D), Policy 140I, Paragraph 2(H), please complete items 2 through 6 and return this award recommendation form with your technical evaluation attached, approved by your department director/manager.

1. Total Contract Bid Price is: \$ 44,940.00
2. Reference checks are satisfactory: X YES  NO  
If no, provide an explanation using the space provided below and/or attached to this form.
3. Recommend award as responsive and responsible bidder X YES  NO  
If no, provide a detailed explanation using the space provided below and/or attached to this form.
4. Request Next Bidder?  YES X NO
5. Provide a statement that addresses the reason(s) for your recommendation or rejection. Include your basis for determining that pricing is fair and reasonable and that the Bidder has the ability and resources to perform in accordance with the bid terms, conditions and scope.

Contractor provided all the necessary prerequisites to fulfil this role.

6. Provide the funding information: Fund 13100 Dept B402 Account 534600

Recommendation Approved By: \_\_\_\_\_

  
Department Director/Manager

Date: 4/28/26

Enclosure

**REFERENCE**

Reference For (Firm/Company): American Standard Landscaping, LLC

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: Terra Management Services, LLC

First Name, Last Name: John Curtis, Association Manager

PHONE #: 813-374-2363 Email : jcurtis@terramanagers.com

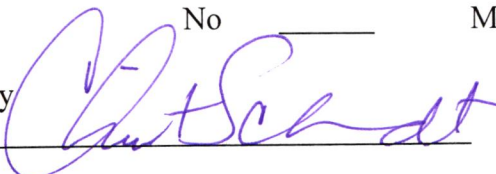
1. Describe the work contracted to firm/company. American Standard performs the landscaping duties for River Run Condominium Association
  
2. Was the work completed on time? - Yes
  
3. Were you satisfied with the final results? - Yes
  
4. Did you implement their recommendations? – Yes
  
5. Did you encounter any problems? - No
  
6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism	<u>5</u>
Qualifications	<u>5</u>
Final Product	<u>5</u>
Cooperation	<u>5</u>
Reliability	<u>5</u>

7. Would you contract with this company again?

Yes  No  Maybe

Hernando County Use Only  
Reference checked by:



Date: 4/24/26

## REFERENCE

Reference For (Firm/Company): American Standard Landscaping LLC

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: Palmwood Commercial

First Name, Last Name: Al Isnetto

PHONE #: (352) 597-2100

Email: Al@Palmwoodcommercial.com

1. Describe the work contracted to firm/company.

Grounds maintenance for commercial properties managed. Predominantly mowing, flower bed detail, parking lot debris removal, landscaping update projects and yearly mulching. +

2. Was the work completed on time?

Yes.

3. Were you satisfied with the final results?

Yes.

4. Did you implement their recommendations?

Yes, when we requested ideas for landscaping.

5. Did you encounter any problems?

Only during Florida's rainy season, but it is a common problem, due to excessive weed growth, and fewer dry scheduled working hours for the crews to accomplish the work. +

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism 5

Qualifications 5

Final Product 5

Cooperation 5

Reliability 5

7. Would you contract with this company again?

Yes X No \_\_\_\_\_ Maybe \_\_\_\_\_

Hernando County Use Only  
Reference checked by:

Chris Schadt

Date:

4/22/26

**From:** [Al Isnetto](#)  
**To:** [Christine Schmidt](#)  
**Subject:** FW: Reference for American Standard Landscaping  
**Date:** Wednesday, April 8, 2026 4:16:57 PM  
**Attachments:** [Reference 1- American Standard.pdf](#)

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**CAUTION:** This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Christine,

We are still extremely happy with the Crew at American Landscaping. I have been referring this company out to some of my newer clients, and they are very satisfied with their work.

**Alfred A. Isnetto, PA**  
**Broker Associate**



*Palmwood Realty, Inc.*  
*Commercial Investment Division*

8245 River Country Drive  
Weeki Wachee, Florida 34607  
tel: 352.597.2500 ext. 202  
fax: 352.597.4487  
[www.palmwoodcommercial.com](http://www.palmwoodcommercial.com)

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**From:** Christine Schmidt <CSchmidt@co.hernando.fl.us>  
**Sent:** Tuesday, April 7, 2026 9:07 AM  
**To:** Al Isnetto <Al@palmwoodcommercial.com>  
**Cc:** Andrew Johns <AJohns@co.hernando.fl.us>  
**Subject:** Reference for American Standard Landscaping

Good Morning Mr. Isnetto,

Please see the attached reference that you provided for American Standard Landscaping, LLC. At your convenience, please review the reference and make any changes, if needed. Once the changes are made, please send the revised reference form back to me. If no changes are needed simply respond to this email stating as such.

Thank you, in advance, for your time.

Best Regards,

**Christine Schmidt**

# REFERENCE

Reference For (Firm/Company): American Standard Landscaping, LLC

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: Auro Property Management

First Name, Last Name: Nelia Kirby

PHONE #: 352-593-5920 Email: Nelia@auropm.com

1. Describe the work contracted to firm/company. American Standard has been one of our preferred Vendors since 2017 completing commercial lawn services.
2. Was the work completed on time? Yes, all scheduled work is completed on time.
3. Were you satisfied with the final results? Yes, this company provides quality work.
4. Did you implement their recommendations? Yes for some properties if budget permitted.
5. Did you encounter any problems? No, if they broke anything, they fixed it right away and provided proper notification to us.
6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism	<u>5</u>
Qualifications	<u>5</u>
Final Product	<u>5</u>
Cooperation	<u>5</u>
Reliability	<u>5</u>

7. Would you contract with this company again?

Yes  No  Maybe

Hernando County Use Only  
Reference checked by:



Date: 4/22/20

**Administration Assistant III  
Brooksville-Tampa Bay Regional Airport  
15800 Flightpath Drive  
Brooksville, FL 34604  
352-754-4061**

## TECHNICAL EVALUATION FOR BID AWARD

ITB#

ITB Name

This document has been developed to facilitate your evaluation. Your evaluation should be limited to the attached. **Purchasing will ensure that all documents required by the solicitation are contained for evaluation. This documentation will be included with the bid submitted for evaluation. Bids that are determined non-responsive by the Purchasing Division will not be submitted to you for evaluation.** Please note that you should focus your attention on the areas contained within this document. Your evaluation will be a major consideration as to the responsiveness and/or responsibility of a bidder.

- A. Is the amount of the bid reasonable and realistic for the services to be performed or the item or equipment to be purchased?

If the bid is considered reasonable/realistic, provide justification for your conclusion.

If you consider the bid to be unreasonable and/or unrealistic, please explain in detail.

- B. Was an independent County estimate developed prior to soliciting for the procurement?

If affirmative, submit this estimate with your evaluation in the same format as the bid schedule and describe the extent the estimate was used in the analysis of the bid.

- C. Do the resources (manpower, equipment, supplies, etc.) proposed by the bidder meet the minimum requirements, if any, established by the solicitation?

If minimums were not identified in the solicitation, you may request information on proposed resources from the bidder **through Purchasing.**

## TECHNICAL EVALUATION FOR BID AWARD

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When specific types and quantities of equipment are required to meet minimum standards, the bidder may address this requirement by providing purchasing with a pro-forma invoice with confirmation from a bank or lending institution to the effect that they are prepared to finance the lease or purchase of equipment necessary to perform the services if the bidder is awarded the contract.

D. Does the bidder have a satisfactory record of performance?

At a minimum, the bidder's record on previous county contracts must be considered and an attempt must be made to contact all references. The reference form attached is to be used for your documentation of your reference check. If references cannot be contacted, the Department shall contact Purchasing for additional references. Purchasing shall request from the bidder in writing of this fact and inform that the reference must contact the project person within two business days or it will negatively impact the evaluation the bid.

E. Provide your overall recommendation on the Recommendation for Award Form.

**Note: At no time will the user/project person/bid evaluator discuss responsiveness, responsibility or withdrawal from the bidding process with any bidder. Moreover, it is strictly prohibited for any County representative involved in the bidding process to attempt to negotiate bids, influence or otherwise impact the business decisions of a bidder.**