



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: 1/27/26

TO: Andrew Johns

FROM: Joseph Goulart, Contracting Agent II

SUBJECT: Recommendation for Award Bid No. 25-T01176/JG

Project Name: Mowing Services for Brooksville - Tampa Bay Regional Airport

The attached bid received from Flow Motion 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), Policy140I, 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: \$21,650.00 annually
2. Reference checks are satisfactory: 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 YES NO
If no, provide a detailed explanation using the space provided below and/or attached to this form.
4. Request Next Bidder? YES 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.
Through research and reference checks, we have determined Flow Motion to be the appropriate selection for our landscaping needs.
6. Provide the funding information: Fund 4311 Dept 07411 Account: 5304610

Recommendation Approved By: Andrew Johns Date: 1/27/26

Department Director/Manager

Enclosure

REFERENCE

Reference For (Firm/Company): Flow Motion

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

Company Name: PMI Adventure Coast - Fairway Property

First Name, Last Name: Samantha Stevens, Property Mgr.

PHONE #: 352-403-2220

Email: samantha@pmiadventurecoast.com

1. Describe the work contracted to firm/company.
They complete all of the landscaping, tree trimming and irrigation at the Fairway. Very responsive and reliable.

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 5

Qualifications 5

Final Product 5

Cooperation 5

Reliability 5

7. Would you contract with this company again?

Yes No Maybe

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Reference checked by: Samantha Stevens

Date: 12/10/25

Chris Smith 12/10/25

REFERENCE

Reference For (Firm/Company): Flow Motion

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

Company Name: Kat Mahoney, Owner Vault127.com

First Name, Last Name: Residential Property Owner

PHONE #: 813-444-7788 Email: Katbrat7@gmail.com

1. Describe the work contracted to firm/company.

Weekly mowing, patio weed removal, power washing, and landscaping cleanup

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?

None

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

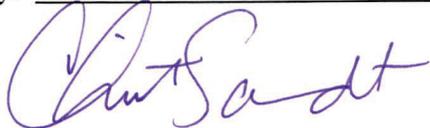
7. Would you contract with this company again?

Yes No Maybe

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Reference checked by: Christine Schmidt

Date: 12/11/25

 12/11/25

REFERENCE

Reference For (Firm/Company): 25-T01176/JG Mowing Services

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

Company Name: Danielle Staubitz

First Name, Last Name: 9047 Beach Rd, Spring Hill 34606

PHONE #: 352-585-7676 Email: n/a

1. Describe the work contracted to firm/company.
Personal lawn care and irrigation, cut and trimmed lawn

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 problems at all.

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 X No _____ Maybe _____

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Reference checked by: Madison Brannon

Date: 1/9/25

TECHNICAL EVALUATION FOR BID AWARD

ITB# 25-T01176/JG ITB Name Mowing Services for Brooksville - Tampa Bay
Regional Airport

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?

Yes.

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

Compared to other quotes

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

N/A.

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

No.

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.

N/A.

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

Yes.

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. N/A.

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

Yes.

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.

We are pleased to select this contractor as we believe that they are a proper fit for this contract. +

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.