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555 Lakeshore Blvd. Painesville Twp., OH 44077

## **RFP#2401 Grounds Maintenance Meeting Minutes 12/14/2023**

- Meeting attendance list is attached to this document.
- This is not a low price bid contract.
- This is a Request for Proposal. Contractors must submit a proposal that describes why they are the best for the job. Price is one factor of the evaluation.
- Laketrans is looking for high quality work and a landscaping partner to take ownership of the appearance of the sites.
- Laketrans knows that high quality work can be expensive and is willing to pay for it. Laketrans has invested a lot of money into our buildings and properties and wants the grounds and landscaping to reflect our commitment to quality.
- The scope of work is different than past scope. Please review the requirements carefully.
  - 2021 Pricing Tabulation is attached to this document for reference. But be aware that Laketrans has a new scope of work and has different expectations.
- All questions addressed to [aaaby@laketran.com](mailto:aaaby@laketran.com).
- Hardcopy paper proposals are due at Laketrans no later than 12pm on January 5, 2024.
  - Emailed proposals do not qualify for this deadline.
- Forms A-I pages 28-52 are mandatory and required for your proposal to be considered responsive.
- Laketrans has an annual 2% Disadvantaged Business Enterprise (DBE) goal.
  - If a contractor is using sub-contractors, identify them on page 44 of the required forms.
  - If using a sub-contractor, please demonstrate good faith efforts to obtain a DBE registered sub-contractor.
  - Registered DBE contractors can be found at <https://www.dot.state.oh.us/Divisions/ODI/SDBE/Pages/DBE-Directory.aspx>



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- If you, the contractor, would like to propose additions to the scope of work (for example additional lawn treatments) please describe in your proposal and provide a cost for the work. Laketrان is not the expert in lawn care and landscaping. We are looking to the contractors as the lawncare/landscape experts to provide services that will achieve Laketrان's goal of a beautiful and well maintained properties.
- The scope of work described in Section 3.0 is the minimum requirements. If a contractor believes that they can or should exceed the scope to deliver a premium or exemplary outcome, describe why and how in your proposal and include the price for such services.
- Weeds are defined as any plant that is not wanted or is not part of the designed landscape

Frank J Polivka Transit Center					
	Cleveland Yardscapes	Pirc	Johnson's	Northcoast Lawnscales	Parks Tree
Qualifications of the Contractor – capacity to perform the work	3.33	3.67	2.67	2.00	3.33
Past Performance and References	3.00	3.67	3.33	2.33	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.33	4.33	2.67	2.33	4.33
Completion of all forms	3.00	3.00	3.00	3.00	3.00
Price	1.00	2.67	3.33	3.00	4.00
Total Price 2021	\$5,545.00	\$4,543.86	\$3,300.00	\$3,500.00	\$2,449.00
Total Price 2022	\$10,226.48	\$6,275.19	\$5,475.00	\$5,750.00	\$4,717.00
Total Price 2023	\$9,728.98	\$6,275.19	\$5,475.00	\$5,750.00	\$4,837.00
Total Score	12.67	17.33	15.00	12.67	17.67

Great Lakes Mall						
	Cleveland Yardscapes	Pirc	Johnson's	Northcoast Lawnscales	Chuck Skavrek	Parks Tree
Qualifications of the Contractor – capacity to perform the work	3.33	4.00	2.67	2.00	3.00	3.33
Past Performance and References	3.00	3.67	3.33	2.33	3.33	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.33	4.33	2.33	2.33	2.33	4.67
Completion of all forms	3.00	3.00	3.00	3.00	3.00	2.67
Price	1.00	2.67	2.00	4.00	3.33	2
Total Price 2021	\$4,260.82	\$1,317.38	\$1,730.00	\$850.00	\$950.00	\$1,876.00
Total Price 2022	\$4,267.15	\$1,327.38	\$1,730.00	\$859.33	\$958.67	\$1,885.33
Total Price 2023	\$4,138.32	\$1,317.38	\$1,730.00	\$850.00	\$925.00	\$2,116.00
Total Score	12.67	17.67	13.33	13.67	15.00	15.67

Madison Park-n-Ride									
	Cleveland Yardscapes	TER Services	Lake Erie Shores	Pirc	Johnson's	Northcoast Lawnsapes	Chuck Skavrek	Parks Tree	A Team
Qualifications of the Contractor – capacity to perform the work	3.33	2.33	2.00	4.00	2.67	2.33	3.33	3.33	3.33
Past Performance and References	3.00	3.00	2.67	3.33	3.33	2.67	3.67	2.67	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.33	2.00	2.00	4.33	2.33	2.33	2.33	4.67	3.00
Completion of all forms	3.00	3.00	3.00	3.00	3.00	3.00	3.00	2.67	3.00
Price	2.00	1.00	1.67	3.67	2.00	3.00	4.00	2.67	2.67
Total Price 2021	\$18,076.60	\$19,200.00	\$12,687.00	\$7,099.27	\$16,600.00	\$8,500.00	\$6,550.00	\$8,187.00	\$7,550.00
Total Price 2022	\$16,271.60	\$16,050.00	\$12,687.00	\$7,099.27	\$16,600.00	\$7,000.00	\$6,150.00	\$8,187.00	\$7,990.00
Total Price 2023	\$16,271.00	\$17,200.00	\$12,687.00	\$7,099.27	\$16,600.00	\$7,000.00	\$5,750.00	\$8,427.00	\$8,100.00
Total Score	13.67	11.33	11.33	18.33	13.33	13.33	16.33	16.00	15.00

Mentor Park-n-Ride							
	Cleveland Yardscapes	Lake Erie Shores	Pirc	Johnson's	Northcoast Lawnsapes	Chuck Skavrek	Parks Tree
Qualifications of the Contractor – capacity to perform the work	3.33	2.33	4.00	2.67	2.33	3.00	3.33
Past Performance and References	3.00	3.00	3.67	3.33	2.67	3.33	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.33	2.00	4.33	2.33	2.33	2.33	4.67
Completion of all forms	3.00	3.00	3.00	3.00	3.00	3.00	2.67
Price	1.00	2.67	3.00	1.67	3.00	4.00	2.00
Total Price 2021	\$19,363.00	\$7,571.00	\$6,508.46	\$13,125.00	\$6,075.00	\$5,250.00	\$8,187.00
Total Price 2022	\$18,625.70	\$7,571.00	\$6,508.46	\$13,125.00	\$6,075.00	\$5,200.00	\$8,187.00
Total Price 2023	\$18,625.70	\$7,571.00	\$6,508.46	\$13,125.00	\$6,075.00	\$5,200.00	\$8,427.00
Total Score	12.67	13.00	18.00	13.00	13.33	15.67	15.67

Julie A Cunningham Painesville Transfer Center							
	Cleveland Yardscapes	Pirc	Johnson's	Northcoast Lawnsapes	Chuck Skavrek	Parks Tree	A Team
Qualifications of the Contractor – capacity to perform the work	3.33	4.00	2.67	2.33	3.00	3.33	3.33
Past Performance and References	3.00	3.67	3.33	2.67	3.33	3.00	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.67	4.33	2.33	2.67	2.33	4.33	3.00
Completion of all forms	3.00	3.00	3.00	3.00	3.00	2.67	3.00
Price	1.00	2.67	2.67	4.00	3.33	2.00	2.33
Total Price 2021	\$6,058.32	\$1,298.56	\$1,450.00	\$800.00	\$900.00	\$1,876.00	\$1,800.00
Total Price 2022	\$5,768.32	\$1,298.56	\$1,450.00	\$800.00	\$850.00	\$1,876.00	\$1,970.00
Total Price 2023	\$5,768.32	\$1,298.56	\$1,450.00	\$800.00	\$850.00	\$2,116.00	\$2,150.00
Total Score	13.00	17.67	14.00	14.67	15.00	15.33	14.67

Shoregate							
	Cleveland Yardscapes	Pirc	Johnson's	Northcoast Lawnsapes	Chuck Skavrek	Parks Tree	A Team
Qualifications of the Contractor – capacity to perform the work	3.33	4.00	2.67	2.33	3.00	3.33	3.33
Past Performance and References	3.00	3.67	3.33	2.67	3.33	3.00	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.33	4.33	2.33	2.33	2.33	4.67	3.00
Completion of all forms	3.00	3.00	3.00	3.00	3.00	2.67	3.00
Price	1.00	2.67	2.67	3.33	4.33	1.67	2.00
Total Price 2021	\$3,040.00	\$1,297.56	\$1,450.00	\$850.00	\$650.00	\$1,856.00	\$2,625.00
Total Price 2022	\$2,957.50	\$1,297.56	\$1,450.00	\$850.00	\$625.00	\$1,856.00	\$2,855.00
Total Price 2023	\$2,957.50	\$1,297.56	\$1,450.00	\$850.00	\$625.00	\$2,096.00	\$3,060.00
Total Score	12.67	17.67	14.00	13.67	16.00	15.33	14.33

Wickliffe Park-n-Ride					
	Cleveland Yardscapes	Pirc	Johnson's	Northcoast Lawnscales	Parks Tree
Qualifications of the Contractor – capacity to perform the work	3.33	4.00	2.67	2.33	3.33
Past Performance and References	3.00	3.67	3.33	2.67	3.00
Demonstration of understanding of the project objectives includes written schedule or plan of work.	2.33	4.33	2.33	2.33	4.67
Completion of all forms	3.00	3.00	3.00	3.00	2.67
Price	1.00	3.00	2.00	4.00	2.00
Total Price 2021	\$10,126.60	\$2,781.10	\$6,800.00	\$2,700.00	\$6,869.00
Total Price 2022	\$13,986.60	\$4,556.20	\$7,775.00	\$4,225.00	\$8,187.00
Total Price 2023	\$13,831.60	\$4,556.20	\$7,775.00	\$4,225.00	\$8,427.00
Total Score	12.67	18.00	13.33	14.33	15.67

Damon Deandrade

Owner

p: 216 659 8081

c: 216 659 8081

damon.deandrade@uslawns.net

P.O. Box 672

Chesterland, OH 44026

www.uslawns.com/team394

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**ITB # 2401 Grounds Maintenance**

**12/14/2023**

**Print Information or Attach Business Card**

Company	US Lawns
Attendee's Name/Title	Damon DeAndrade
Address	524 Liberty ST
City, State, Zip	Painesville OH. 44077
Phone	216 659-8081
E-mail	Damon.DeAndrade@USLAWNS.NET
Company	LES Contracting
Attendee's Name/Title	Sean Mawhorr 2 owners Jim Edsall
Address	3332 Blackhawk Rd
City, State, Zip	Perry OH 44081
Phone	440-579-5388
E-mail	lescontracting@yahoo.com

**Sean Mawhorr**

440-579-5388 (office)

440-579-5387 (fax)

216-244-0828 (cell)

lescontracting@yahoo.com

P.O. Box 2065

Painesville, Ohio 44077



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**Carolyn Divilbiss**

Business Development Manager

(216) 894-9611

1447 N Ridge Road  
Painesville, Ohio 44077  
cdivilbiss@yardmaster.com



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**01 Grounds Maintenance**

**12/14/2023**

**Print Information or Attach Business Card**

Company	YARDMASTER
Attendee's Name/Title	Carolyn Divilbiss BDM
Address	1447 N. Ridge Rd.
City, State, Zip	PAINESVILLE OH 44077
Phone	216-894-9611
E-mail	CDivilbiss@YARDMASTER.COM
Company	NorthCoast Lawnscape
Attendee's Name/Title	Mike Carolile President
Address	7855 Enterprise Dr.
City, State, Zip	Mentor OH 44060
Phone	440-209-8164
E-mail	info@ncslsinc.com





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01 Grounds Maintenance

12/14/2023

ation or Attach Business Card

Company	Lassiter & Son
Attendee's Name/Title	Jon Lassiter owner
Address	P.O. Box 1456
City, State, Zip	Painesville Oh 44077
Phone	440-669-5999
E-mail	lassiterandson@yahoo.com
Company	
Attendee's Name/Title	
Address	
City, State, Zip	
Phone	
E-mail	



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ITB # 2401 Grounds Maintenance

12/14/2023

Print Information or Attach Business Card



**Ward's**

LAWN CARE & LANDSCAPE CO.

539 E. 367th Street • Eastlake, Ohio 44095-5321

Phone: 440-942-1912 • Fax: 440-951-0355

Email: [george.ward@wardslawncare.com](mailto:george.ward@wardslawncare.com)

Web: [www.wardslawncare.com](http://www.wardslawncare.com)

George D. Ward, Jr., President

LAWN CARE

WARD JR, PRES

67 #1

, OH 44095

1912

E-mail

george.ward@WARDSLAWNCARE.COM

Company

Attendee's  
Name/Title

Address

City, State,  
Zip

Phone

E-mail



Commercial and  
Residential Property  
Maintenance

Elias Lignos: 440-596-9716  
Kosta Lignos: 440-915-9888  
Esklandscaping@gmail.com

Elias M. Lignos  
President



ITB # 2401 Grounds Maintenance  
12/14/2023

Print Information or Attach Business Card

Company	ESK Landscaping
Attendee's Name/Title	Elias Lignos , President
Address	9000 Banks St
City, State, Zip	Valley View OH 44125
Phone	440-596-9716
E-mail	Elias@ESKLandscaping.com
Company	Atlas Tree & Landscaping Inc
Attendee's Name/Title	Mark Hakli / President
Address	7495 Case Ave
City, State, Zip	Mentor , On 44060
Phone	440 - 728 - 4879
E-mail	AtlaslandscapingFLC@gmail.com



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**ITB # 2401 Grounds Maintenance**

**12/14/2023**

**Print Information or Attach Business Card**

Company	TER SERVICES
Attendee's Name/Title	Tim Roberts owner
Address	8014 King Memorial
City, State, Zip	Mentor OH 44060
Phone	440 479-9340
E-mail	TRoberts 9340@YAHOO
Company	tiny landscaping LLC
Attendee's Name/Title	Salvador Mendoza OWNER
Address	84 palm blvd
City, State, Zip	Madison OH 44052
Phone	440-231-8644
E-mail	tinylandscaping@yahoo.com

## Andrea Aaby

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**From:** Anthony Pirc Jr. <anthonyjr@pirccompany.com>  
**Sent:** Thursday, December 14, 2023 10:05 AM  
**To:** Andrea Aaby  
**Cc:** crm@golmn.com  
**Subject:** Pirc Company Attendance

Andrea,

I am attending the Landscaping pre-bid meeting. Let me know if you have any questions.

**Anthony Pirc Jr.**

*Account Manager*

Pirc Company Landscaping & Snowplowing LLC

30202 Lakeland Blvd. | Wickliffe, OH 44092

m. 216-409-1479 | o. 440-943-0300 | f. 440-943-6705 | [PircCompany.com](https://www.pirccompany.com)

[www.facebook.com/PircLandscaping](https://www.facebook.com/PircLandscaping)

[www.flickr.com/photos/PircLandscaping/sets](https://www.flickr.com/photos/PircLandscaping/sets)

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Landscaping & Snowplow Industry. 1980-2020

**Andrea Aaby**

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**From:** Martha Ramirez <martha@rajlandscapingllc.com>  
**Sent:** Thursday, December 14, 2023 10:05 AM  
**To:** Andrea Aaby  
**Cc:** Alex Mendez  
**Subject:** Mandatory Meeting

We were in attendance via Zoom.

Martha Agosto Ramirez  
R-A & J Landscaping LLC  
Sent from my iPhone

## Andrea Aaby

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**From:** nate johnsonsinc.com <nate@johnsonsinc.com>  
**Sent:** Thursday, December 14, 2023 10:38 AM  
**To:** Andrea Aaby  
**Subject:** Re: Grounds Maintenance RFP

Hello Abby, We attended zoom meeting

Thank you,

Nate Johnson  
Johnson's Inc.  
PH [440 209 8587](tel:4402098587)  
Fax [440 357 9375](tel:4403579375)  
[www.johnsonsinc.com](http://www.johnsonsinc.com)

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**From:** Andrea Aaby <aaaby@laketran.com>  
**Sent:** Thursday, December 14, 2023 9:47:47 AM  
**To:** nate johnsonsinc.com <nate@johnsonsinc.com>  
**Subject:** Grounds Maintenance RFP

Please see attached.

**Andrea Aaby** | Director of Compliance & Development  
Direct [\(440\) 350-1022](tel:4403501022)



555 Lakeshore Blvd. Painesville Twp., OH 44077

