CITY OF FORT LAUDERDALE
City Commission Agenda Memo **#26-0200**
REGULAR MEETING

TO: Honorable Mayor & Members of the Fort Lauderdale City Commission

FROM: Rickelle Williams, City Manager

DATE: March 3, 2026

TITLE: Motion Approving Agreements for Invitation to Bid (ITB) Nos. 383-6 and 385-6 for Turf Grass Maintenance NE and SE, respectively, to the next Lowest Responsive and Responsible Bidder - VisualScape, Inc. - $1,543,856.44 - (**Commission Districts 1, 2 and 4**)

Recommendation

Staff recommends the City Commission approve agreements, in substantially the form attached, for ITB No. 383-6, Turf Grass Maintenance - Northeast (NE), and ITB No. 385-6,Turf Grass Maintenance - Southeast (SE) with VisualScape, Inc., in the annual amount of $981,207.55 and $562,648.89, respectively, for a combined annual contract amount of $1,543,856.44, effective through February 3, 2027; and authorize the City Manager to execute the Agreements and approve the two (2) remaining additional one (1)-year renewal options at an estimated combined annual contract renewal amount of $1,543,856.44, for a potential combined total contract amount of $4,631,569.32.

Background

On October 21, 2024, the Procurement Services Division issued Invitation to Bid (ITB) Event Nos. 383-6 and 385-6 for Turf Grass Maintenance services within the northeast (NE) and southeast (SE) quadrants of the City respectively. These two (2) solicitations are intended to secure qualified contractors to perform routine and preventative landscape maintenance services within City medians, including mowing, edging, weed control, trash removal, fertilization, and mulching. The scope of work was designed to ensure the continued upkeep, safety, and aesthetic quality of these highly visible public spaces, which contribute to roadway appearance, environmental function, and overall community perception.

On February 4, 2025, the City Commission approved the award of the NE and SE agreements to Juniper Landscaping of Florida, LLC (CAM #25-0022 and CAM #25-0024). The agreements established an initial one (1)-year fixed and firm term, with options to renew for three (3) additional one (1)-year periods. Pursuant to Section 2.40 of the ITB, *Contractor Performance Reviews and Ratings*, it states that contractor performance reviews and subsequent reports will be used in determining the suitability of contract renewals.

Parks and Recreation staff have identified that Juniper Landscaping of Florida, LLC has not consistently met the required performance standards outlined in Section 3.3, Scope of Work. Documented deficiencies include unacceptable, inconsistent, and incomplete performance of mowing, edging, trimming, shearing, weed control, trash removal, mulching, and fertilization services. Additionally, reporting and billing submissions were frequently untimely and contained inaccuracies, creating administrative inefficiencies and concerns regarding contract compliance. Parks and Recreation staff conducted multiple coordination and performance review meetings with the Contractor throughout the initial contract term in an effort to address these issues and provide opportunities for corrective action (Exhibit 5). Despite these efforts, no meaningful or sustained improvement in service quality or contract compliance was observed.

In light of these ongoing performance concerns, the City has elected not to exercise the first renewal option with Juniper Landscaping of Florida, LLC (Exhibit 6), as permitted under Section 2.36, *Contract Period,* of the ITB. Instead, staff recommends awarding the Turf Grass Maintenance contract services in the NE and SE quadrants to the next lowest responsive and responsible bidder, VisualScape, Inc., for the remaining three (3) additional renewal terms at the same terms, conditions, and bid prices from the original competitive bids, as confirmed in writing by VisualScape, Inc. (Exhibit 7 and 8). The technical specifications/scope of services remains materially the same as originally solicited. Awarding to the next lowest bidder preserves the integrity of the competitive process and avoids operational disruption.

Under ITB Event Nos. 386-6 and 384-6, VisualScape, Inc. was awarded a contract to provide services in the NW and SW quadrants of the city. During its initial contract term, VisualScape, Inc. has demonstrated consistent compliance with contract requirements for the Turf Grass Maintenance services. Its performance has met service expectations with minimal issues, providing confidence in their ability to successfully assume the additional service areas.

As a result, VisualScape, Inc. will now be responsible for median turf grass maintenance within the northeast (NE), northwest (NW), southeast (SE) and southwest (SW) quadrants of the city.

Resource Impact

There is a fiscal impact to the City in the amount of $1,029,238 for the Agreement award. Funds for this agreement are available in the Fiscal Year (FY) 2026 Budget in the account listed below.

Funds available as of February 10, 2026					
ACCOUNT NUMBER	**COST CENTER NAME (Program)**	**CHARACTER/ ACCOUNT NAME**	**AMENDED BUDGET (Character)**	**AVAILABLE BALANCE (Character)**	**AMOUNT**
10-001-6034-572-30-3237	General Parks Maintenance	Services/Materials / Lawn & Tree Service	$11,841,995	$8,525,280	$1,029,238
				TOTAL AMOUNT ►	$1,029,238

Strategic Connections

This is a FY 2026 Commission Priority, advancing the Public Spaces and Cultural Initiatives.

This item supports the *Press Play Fort Lauderdale 2029* Strategic Plan, specifically advancing:

> The Public Places Focus Area, Goal 5: Build a build a beautiful and welcoming community.

This item advances the *Fast Forward Fort Lauderdale 2035* Vision Plan*:* We Are Here.

This item supports the Advance Fort Lauderdale 2040 Comprehensive Plan, specifically advancing:

- The Public Places Focus Area
- The Parks, Recreation & Open Space Element
- Goal 2: Be a community with high quality parks and recreational facilities that highlight the character of our City.

Attachments

Exhibit 1 - Solicitation - Event No. 383-6
Exhibit 2 - Solicitation - Event No. 385-6
Exhibit 3 - CAM #25-0022
Exhibit 4 - CAM #25-0024
Exhibit 5 - Supporting Documentation of Juniper's Non-Performance
Exhibit 6 - Parks and Recreation Notice of Non-Renewal
Exhibit 7 - Event No. 383-6 Bid Tabulation and VisualScape, Inc. Price Confirmation
Exhibit 8 - Event No. 385-6 Bid Tabulation and VisualScape, Inc. Price Confirmation
Exhibit 9 - VisualScape, Inc. Agreement for Event No. 383-6
Exhibit 10 - VisualScape, Inc. Agreement for Event No. 385-6

Prepared by:	Kimberly Pearson, Parks Manager, Parks and Recreation Heather Rose, Sr. Procurement Specialist, Procurement Services Matthew Eaton, Sr. Administrative Assistant, Procurement Services
Department Directors:	Carl Williams, Parks and Recreation Glenn Marcos, Procurement Services