


COUNCIL COMMUNICATION

 CITY OF DES MOINES OFFICE OF THE CITY MANAGER	Number:	25-047	Meeting:	February 10, 2025
	Agenda Item:	33	Roll Call:	25-0199
	Submitted by:	Benjamin R. Page, Park and Recreation Director		

AGENDA HEADING:

Approving and authorizing the renewable agreement for mowing, trimming and litter removal services from various lawn care providers to be used by the Parks and Recreation Department for a total estimated annual amount of \$1,179,046.

SYNOPSIS:

Recommend approval of the procurement of mowing and trimming services of various lawn care providers and authorization for the Procurement Administrator to execute appropriate agreements. The following businesses have submitted the lowest bids to the City for provision of such services and collectively these bids cover the 12 distinct mowing areas across the City for parks, open spaces, cemeteries, and municipal buildings:

- Beautiful Lawns by Long's, LLC. (Brandon Long, Owner, 911 SE 14th Street, Des Moines, IA 50317) for mowing and trimming services for northwest and south region parks, open spaces, and municipal buildings at a cost of \$38.50 per acre per cycle, for an estimated annual cost of \$243,851.30.
- Egenberger Lawn Care (Brad Egenberger, Owner, 200 34th Court, West Des Moines, IA 50265) for mowing and trimming services for Elm Grove, Oak Grove, and Sims Cemetery's at a cost of \$95 per acre per cycle for an estimated annual cost of \$15,048. Egenberger Lawn Care will also provide mowing and trimming services at Laurel Hill Cemetery at a cost of \$86 per acre per cycle for an estimated annual cost of \$110,492.80.
- Stamper Lawn Care (Cody Stamper, Owner, 125 Hughes Avenue, Des Moines, IA 50315) for mowing and trimming services for Glendale Cemetery, Sections 1 through 5, at a cost of \$125 per acre per cycle for an estimated annual cost of \$440,550.
- ADA Mowing (Joel Huggins, Owner, 4432 Orchard Drive, Pleasant Hill, IA 50327) for mowing and trimming services for northeast region parks, open space, and municipal buildings at a cost of \$34.78 per acre per cycle, for an estimated annual cost of \$155,174.45. ADA will also provide mowing and trimming services at Woodland Cemetery at a cost of \$110 per acre per cycle for an estimated annual cost of \$115,676.

FISCAL IMPACT:

Amount: Not to exceed \$1,179,046

The estimated calendar year 2025 cost of \$1,080,793 is based on the bids received for cycles of mowing, trimming, and leaf mulching that would be necessary in an average year (22 cycles). However, rain and temperatures can affect the growth of grass requiring more mowing and trimming cycles. Staff is requesting the contract allow for the potential need for an additional two (2) cycles, but the cost shall not exceed the budgeted amount of \$1,179,046 in the first or second year of contract.

Funding Source: Fiscal Year (FY) 2024-2025 Operating Budget, Park and Recreation Department, Horticultural Maintenance, G001 PK200226, Page 170, and Cemeteries, G001 PK200220, Page 166

ADDITIONAL INFORMATION:

- The City's Procurement Administrator solicited bids for mowing and trimming services under Bid No. D25-234. This solicitation includes services for Parks, Open Spaces, Cemeteries, and Municipal Buildings. The contract will be awarded for two (2) years with up to two (2) two (2)-year renewal options upon mutual agreement of the Parks and Recreation Department and the contractor.
- Bids were sent out to 18 companies, with four (4) companies attending the mandatory Pre-Bid meeting. Four (4) bid packages were received from vendors ADA Mowing, Beautiful Lawns by Long's LLC., Egenberger Lawn Care, and Stamper Lawn Care.
- The bid specifications separated the mowing acres into 12 distinct areas listed as northeast region, northwest region, south region, and Elm Grove, Glendale 1-5, Laurel Hill, Oak Grove, Sims, Woodland Cemeteries. Contractors were given the option of bidding on one (1) region, all regions, or any combination thereof. Contractors were also given the option to bid on cemeteries as a whole or separately with Glendale Cemetery divided into five (5) sections.
- Performance measures include that the contractor shall meet all requirements described in the specifications and scope of services during the term of the contract and any subsequent renewals. The contract specifically states the Contractor shall respond to the City and resolve to the City's satisfaction issues of call-backs, verbal or written, from the City regarding mowing and trimming section(s) missed, performance, or other quality of work concerns within 24-hours of notification. The Contractor shall have 24 hours to begin and to proceed in a professional manner to complete such work. If the Contractor does not satisfactorily respond to said request(s), the City, at its discretion, will perform this work or hire another reasonably priced service provider and may, at its option, invoice the Contractor for repayment of the City's costs to hire a third party to perform such service or may deduct such amount from a future payment to Contractor under the contract. In addition, this failure to perform by Contract shall be grounds for the City to immediately terminate this Agreement.
- The contract also requires that the Contractor shall be responsible for any damage to any City property, including plant material (trees, shrubs, floral, turf, prairies, rain gardens, etc.), mulch areas, or structures (buildings, signs, monuments, headstones, transformers, manholes, site furniture, park equipment, etc.) because of Contractor's operations. Damage caused by the Contractor's employees and/or equipment shall be immediately reported to the City to determine the extent of the damage and replacement or repair costs to the Contractor. Any damage to a headstone or monument reasonably associated with current mowing activities will result in a withholding of \$500 per occurrence from payment until contractor meets with a City official to determine repair or replacement cost.

- Any damage to trees will be assessed using an Assessment of Damages and Liquidated Damages table located in the Request for Bid document. The Municipal Arborist/Forester (or designee) will inspect the damaged tree and assess damage costs up to and including the replacement value of the damaged tree. The Municipal Arborist/ Forester's decisions regarding damage to or the need for replacement of trees is determinative and final. The Contractor shall pay the City for replacement or repair costs as determined by the City within 30 days after receipt of an invoice from the City. Failure to remit full payment to the City within this time shall be grounds for the City to immediately terminate the contract.
- Additionally, the bid documents also requested the per acre rate submitted will include litter pick up prior to any service performed and that the mulching of leaves be included as a normal mow and trimming cycle rate, as the frequency and extent of this need varies according to the number of trees in various locations.

PREVIOUS COUNCIL ACTION(S):

Date: June 17, 2024

Roll Call Number: [24-0893](#)

Action: [\\$150,000](#) of additional funds for the annual agreement with Stamper Lawn Care, Beautiful Lawns by Long, and ADA Mowing to provide mowing and trimming services to be used by Parks and Recreation Department for a total estimated annual amount of \$914,136. ([Council Communication No. 24-260](#)) Moved by Gatto to adopt. Second by Voss. Motion Carried 7-0.

Date: July 17, 2023

Roll Call Number: [23-0982](#)

Action: [Accepting](#) transfer of ownership and control of Des Moines Masonic Cemetery from Cemetery Board of Directors and dedication of the property located at 1550 48th Street as Cemetery. ([Council Communication No. 23-335](#)) Moved by Gatto to adopt. Second by Boesen. Motion Carried 6-1. Absent: Sheumaker

Date: June 8, 2020

Roll Call Number: [20-0930](#)

Action: [Beautiful](#) Lawns by Longs (Brandon Long, Owner) as the replacement for a terminated contract with Devig Services, for the remaining term of the initial two (2)-year contract, plus three (3) additional one (1)-year renewal options with price increases complying with agreement terms to furnish citywide mowing, trimming and litter removal for the Northwest Region for use by the Parks and Recreation Department, additional amount \$11,804. ([Council Communication No. 20-238](#)) Moved by Gatto to adopt. Motion Carried 7-0.

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS:

Future service contracts for mowing and trimming services.

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