



**FORMAL BID –  
REQUEST FOR APPROVAL**

**Approved by Consent Agenda:**  
  
*TO BE COMPLETED BY COUNCIL STAFF ONLY*

Title of Bid: Professional Services for Lawn Care, Snow and Ice Mitigation, Tree Srvc Bid #: 23-046

Dept.: Facilities Management Contact Person: Nate Wade Ext.: 7392

Description (product/service, justification and use):

St. Charles County is seeking a vendor that can provide multiple services for lawn care, snow and ice mitigation, and tree services at select County-owned sites to augment County Staff performing these services. The scope of this work includes cutting and trimming of all grass areas of selected County sites. The agreement is for one (1) 12-month term, with the option of two (2) 12-month renewal terms. Annual Projected Base Bid Costs for Lawn Care, over a 3-year term is \$67,790.00.

Snow and ice mitigation services are for three remote sites that the County operates. Our annual budget includes an allocation of \$10,000.00 each year for snow and ice mitigation services, however the value spent each year will vary with the amount of snow that is cleared. These services have been contracted for the last three years and no new locations were added to this contract for either lawn care or snow and ice mitigation. Tree services and irrigation repair services per the County's discretion and are included in the landscaping maintenance budgeted value on an as needed basis.

The contract price below includes the base bid submitted for the lawn care services of \$67,790.00 and the anticipated snow removal cost for three years at \$30,000.00. All vendors who submitted a bid are shown as the base bid costs for lawn care only and do not include the \$30,000.00 for snow and ice mitigation. The total anticipated, and budgeted cost for lawn care and snow and ice mitigation is as follows:

2023 = \$22,930.00 + \$10,000.00 = \$32,930.00  
2024 = \$22,930.00 + \$10,000.00 = \$32,930.00  
2025 = \$22,930.00 + \$10,000.00 = \$32,930.00

Total three year anticipated cost: \$97,790.00

Award to: BLCS, LLC Location: P.O. Box 511, Troy, MO 63379

Price: \$ 97,790.00 Contract term (if applicable): One (1) 12 month term with option for two (2) 12 month renewals

Bid opening held on: 3/7/23 Opened by: Pam Luesse

Account number to be charged for purchase: 3019800-44370 & 47709

If bid was not awarded to lowest bidder, please explain:

If paying for with grant funds, please indicate (1) grant name, (2) total grant amount, (3) what portion of purchase is being paid for by a grant, and (4) when grant period ends as applicable:

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Bid #: 23-046

## Additional Bids Received

The following additional bids were received:

Vendor: <u>Contemporary Landscape</u>	Price: <u>\$ 95,650.50</u>
Location: <u>11744 Riverview Dr., Bldg 2, St. Louis, MO</u> Meets all specifications: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor: <u>Straughn Farms, Inc.</u>	Price: <u>\$ 76,650.00</u>
Location: <u>11571 N 400 E RD, Peotone, IL 60468</u> Meets all specifications: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor: <u>TJs Lawn Service (DID NOT BID)</u>	Price: <u>No Response</u>
Location: <u>St. Charles, MO</u> Meets all specifications: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor: <u>Spencer Lawn Care (DID NOT BID)</u>	Price: <u>No Response</u>
Location: <u>De Soto, MO</u> Meets all specifications: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor: <u>Hackmann Lawn &amp; Landscape (DID NOT BID)</u>	Price: <u>No Response</u>
Location: <u>St. Charles, MO</u> Meets all specifications: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor: <u>Green Thumb Lawn Care N' Landscape (DID NOT BID)</u>	Price: <u>No Response</u>
Location: <u>St. Charles, MO</u> Meets all specifications: <input type="checkbox"/> Yes <input type="checkbox"/> No	
Vendor: <u>Loyet Landscape Maintenance (DID NOT BID)</u>	Price: <u>No Response</u>
Location: <u>St. Charles, MO</u> Meets all specifications: <input type="checkbox"/> Yes <input type="checkbox"/> No	

For each vendor that doesn't meet specifications, please explain why:

Vendor: \_\_\_\_\_

Vendor: \_\_\_\_\_

Sole source justification memos from (1) dept. and (2) vendor attached.

Department Director/Elected Official must sign the request prior to routing to the Purchasing Manager.

  
 \_\_\_\_\_  
 Department Director/Elected Official Signature

3/21/2023  
 \_\_\_\_\_  
 Date

  
 \_\_\_\_\_  
 Approval or Concurrence of Director of Finance

3/27/2023  
 \_\_\_\_\_  
 Date

BELOW ONLY TO BE COMPLETED FOR BIDS AT LEAST \$15,000 AND LESS THAN \$50,000. See instructions at the top of pg. 1.

\_\_\_\_\_  
 Director of Administration Signature

\_\_\_\_\_  
 Date

## Professional Services for Lawn Care, Snow and Ice Mitigation, and Tree Services Bid 23-046

### Lawn Cutting Services

Contractor 2023 Pricing	Exec. & Admin Building	Criminal Justice Ctr	Community Health	Juvenile Justice Ctr	Family Arena	Courts Annex Building	Elections Building	Police	Emergency Operations	Police Training	Dispatch / Alarm Facility	Wentzville Tower	Recycle Works Central	Pet Adoption Center	Projected 2023 Contract Value
Projected Contracted Cuts / Yr	26	26	26	26	18	26	26	26	26	18	26	26	26	26	
Contemporary Landscaping	\$203.50	\$55.50	\$55.50	County to Self-Perform	\$305.25	County to Self-Perform		\$148.00	\$220.00	County to Self-Perform	\$55.50	\$46.00	\$46.25	\$148.00	\$39,928.00
Straughn Farm Inc.	\$190.00	\$45.00	\$45.00		\$150.00			\$100.00	\$170.00		\$45.00	\$45.00	\$45.00	\$90.00	\$22,858.00
BLCS LLC	\$150.00	\$40.00	\$40.00		\$140.00			\$85.00	\$245.00		\$47.00	\$43.00	\$40.00	\$95.00	\$22,930.00

Alternate Pricing for Additional Services 2023			
Fertilization/aeration/Overseed			Fall Leaf Cleanup
Executive/Admin	Police	Emergency	Executive/Admin
\$3,350.00	\$2,800.00	\$4,017.00	\$550.00
\$2,800.00	\$2,000.00	\$2,800.00	\$1,000.00
\$2,800.00	\$2,000.00	\$2,800.00	\$1,000.00

Contractor 2024 Pricing	Exec. & Admin Building	Criminal Justice Ctr	Community Health	Juvenile Justice Ctr	Family Arena	Courts Annex Building	Elections Building	Police Dept. Main	Emer. Op. Center	Police Training	Dispatch / Alarm Facility	Wentzville Tower	Recycle Works Central	Pet Adoption Center	Projected 2024 Contract Value
Projected Contracted Cuts / Yr	26	26	26	26	18	26	26	26	26	18	26	26	26	26	
Contemporary Landscaping	\$208.75	\$97.25	\$97.25	County to Self-Perform	\$314.50	County to Self-Perform		\$152.50	\$229.00	County to Self-Perform	\$57.25	\$46.25	\$47.75	\$152.50	\$31,882.00
Straughn Farm Inc.	\$210.00	\$50.00	\$50.00		\$170.00			\$115.00	\$185.00		\$50.00	\$50.00	\$50.00	\$100.00	\$25,420.00
BLCS LLC	\$150.00	\$40.00	\$40.00		\$140.00			\$85.00	\$245.00		\$47.00	\$43.00	\$40.00	\$95.00	\$22,930.00

Alternate Pricing for Additional Services 2024			
Fertilization/aeration/Overseed			Fall Leaf Cleanup
Executive/Admin	Police	Emergency	Executive/Admin
\$3,517.00	\$3,045.00	\$4,218.00	\$577.50
\$3,000.00	\$2,100.00	\$3,000.00	\$1,100.00
\$2,800.00	\$2,000.00	\$2,800.00	\$1,000.00

Contractor 2025 Pricing	Exec. & Admin Building	Criminal Justice Ctr	Community Health	Juvenile Justice Ctr	Family Arena	Courts Annex Building	Elections Building	Police Dept. Main	Emer. Op. Center	Police Training	Dispatch / Alarm Facility	Wentzville Tower	Recycle Works Central	Pet Adoption Center	Projected 2025 Contract Value
Projected Contracted Cuts / Yr	26	26	26	26	18	26	26	26	26	18	26	26	26	26	
Contemporary Landscaping	\$216.00	\$58.00	\$59.00	County to Self-Perform	\$324.00	County to Self-Perform		\$157.00	\$238.00	County to Self-Perform	\$59.00	\$47.50	\$49.25	\$157.00	\$32,839.50
Straughn Farm Inc.	\$240.00	\$55.00	\$55.00		\$190.00			\$130.00	\$200.00		\$55.00	\$55.00	\$55.00	\$115.00	\$28,380.00
BLCS LLC	\$150.00	\$40.00	\$40.00		\$140.00			\$85.00	\$245.00		\$47.00	\$43.00	\$40.00	\$95.00	\$22,930.00

Alternate Pricing for Additional Services 2025			
Fertilization/aeration/Overseed			Fall Leaf Cleanup
Executive/Admin	Police	Emergency	Executive/Admin
\$3,693.00	\$3,197.25	\$4,428.25	\$605.00
\$3,200.00	\$2,200.00	\$3,200.00	\$1,200.00
\$2,800.00	\$2,000.00	\$2,800.00	\$1,000.00

### Irrigation Systems Services

	Laborer			Foreman			Material Markup %		
	2023	2024	2025	2023	2024	2025	2023	2024	2025
Contemporary Landscaping	\$ 85.00	\$ 87.50	\$ 90.25	\$ 92.00	\$ 94.75	\$ 97.50	10	10	10
Straughn Farm Inc.	\$ 75.00	\$ 85.00	\$ 95.00	\$ 95.00	\$ 100.00	\$ 105.00	15	15	15
BLCS LLC	\$ 40.00	\$ 42.00	\$ 45.00	\$ 62.00	\$ 62.00	\$ 65.00	30	35	37

### Snow and Ice Mitigation Services

Contemporary Landscaping	Deice Walks	Plow 0-2'	Plow 2.1-4'	Plow 4.1-6'	Plow 6.1-8'	Plow 8.1-plus*	Snow & Ice Mgmt w/ Salting Parking Lot	Clear Sidewalk w/ Shovel
<b>Pet Adoption</b>								
2023	\$ 174.00	\$ 105.00	\$ 157.50	\$ 238.25	\$ 351.00	\$ 531.75	\$ 172.50	\$ 139.00
2024	\$ 179.25	\$ 108.25	\$ 162.50	\$ 243.75	\$ 365.00	\$ 548.75	\$ 181.25	\$ 141.00
2025	\$ 184.75	\$ 111.50	\$ 167.25	\$ 251.00	\$ 378.50	\$ 564.75	\$ 190.25	\$ 144.25
<b>Recycle Central</b>								
2023	\$ 87.00	\$ 105.00	\$ 157.50	\$ 236.25	\$ 354.50	\$ 531.75	\$ 172.50	\$ 72.50
2024	\$ 89.75	\$ 108.25	\$ 162.50	\$ 243.75	\$ 365.75	\$ 548.75	\$ 181.25	\$ 74.75
2025	\$ 92.50	\$ 111.50	\$ 167.25	\$ 251.00	\$ 378.50	\$ 564.75	\$ 190.25	\$ 77.00
<b>Dispatch Wentzville</b>								
2023	\$ 60.00	\$ 105.00	\$ 157.50	\$ 236.25	\$ 354.50	\$ 531.75	\$ 172.50	\$ 72.00
2024	\$ 61.00	\$ 108.25	\$ 162.50	\$ 243.75	\$ 365.75	\$ 548.75	\$ 181.25	\$ 74.75
2025	\$ 63.00	\$ 111.50	\$ 167.25	\$ 251.00	\$ 378.50	\$ 564.75	\$ 190.25	\$ 77.00

Straughn Farm Inc.	Deice Walks	Plow 0-2'	Plow 2.1-4'	Plow 4.1-6'	Plow 6.1-8'	Plow 8.1-plus*	Snow & Ice Mgmt w/ Salting Parking Lot	Clear Sidewalk w/ Shovel
<b>Pet Adoption</b>								
2023	\$ 100.00	\$ 200.00	\$ 275.00	\$ 350.00	\$ 500.00	\$ 750.00	\$ 200.00	\$ 100.00
2024	\$ 105.00	\$ 220.00	\$ 300.00	\$ 400.00	\$ 550.00	\$ 825.00	\$ 220.00	\$ 105.00
2025	\$ 110.00	\$ 250.00	\$ 330.00	\$ 450.00	\$ 600.00	\$ 900.00	\$ 250.00	\$ 110.00
<b>Recycle Central</b>								
2023	\$ 100.00	\$ 200.00	\$ 275.00	\$ 350.00	\$ 500.00	\$ 750.00	\$ 200.00	\$ 100.00
2024	\$ 105.00	\$ 220.00	\$ 300.00	\$ 400.00	\$ 550.00	\$ 825.00	\$ 220.00	\$ 105.00
2025	\$ 110.00	\$ 250.00	\$ 330.00	\$ 450.00	\$ 600.00	\$ 900.00	\$ 250.00	\$ 110.00
<b>Dispatch Wentzville</b>								
2023	\$ 100.00	\$ 200.00	\$ 275.00	\$ 350.00	\$ 500.00	\$ 750.00	\$ 200.00	\$ 100.00
2024	\$ 105.00	\$ 220.00	\$ 300.00	\$ 400.00	\$ 550.00	\$ 825.00	\$ 220.00	\$ 105.00
2025	\$ 110.00	\$ 250.00	\$ 330.00	\$ 450.00	\$ 600.00	\$ 900.00	\$ 250.00	\$ 110.00

**Professional Services for Lawn Care, Snow and Ice Mitigation, and Tree Services  
Bid 23-046**

BLCS LLC	Deice Walks	Plow 0-2'	Plow 2.1-4'	Plow 4.1-6'	Plow 6.1-8'	Plow 8.1-8'	Plow 8.1- plus'	Snow & Ice Mgmt w/ Salting Parking Lot	Clear Sidewalk w/ Shovel
<b>Pet Adoption</b>									
2023	\$ 65.00	\$ 175.00	\$ 225.00	\$ 260.00	\$ 285.00	\$ 325.00	\$ 215.00	\$ 85.00	
2024	\$ 65.00	\$ 175.00	\$ 225.00	\$ 260.00	\$ 285.00	\$ 325.00	\$ 215.00	\$ 85.00	
2025	\$ 70.00	\$ 175.00	\$ 225.00	\$ 260.00	\$ 285.00	\$ 325.00	\$ 215.00	\$ 85.00	
<b>Recycle Central</b>									
2023	\$ 65.00	\$ 175.00	\$ 200.00	\$ 245.00	\$ 270.00	\$ 310.00	\$ 250.00	\$ 85.00	
2024	\$ 65.00	\$ 175.00	\$ 200.00	\$ 245.00	\$ 270.00	\$ 310.00	\$ 250.00	\$ 85.00	
2025	\$ 70.00	\$ 175.00	\$ 200.00	\$ 245.00	\$ 270.00	\$ 310.00	\$ 250.00	\$ 85.00	
<b>Dispatch Wentzville</b>									
2023	\$ 75.00	\$ 225.00	\$ 250.00	\$ 280.00	\$ 310.00	\$ 350.00	\$ 265.00	\$ 85.00	
2024	\$ 75.00	\$ 225.00	\$ 250.00	\$ 280.00	\$ 310.00	\$ 350.00	\$ 265.00	\$ 85.00	
2025	\$ 80.00	\$ 225.00	\$ 250.00	\$ 280.00	\$ 310.00	\$ 350.00	\$ 265.00	\$ 85.00	

<b>Contemporary Landscape</b>			
Snow Equipment	Year	Hourly Rate Trk	Hourly Rate Bob
Trucks and bobcat	2023	\$ 105.00	\$ 160.00
	2024	\$ 108.25	\$ 165.00
	2025	\$ 111.50	\$ 170.00
	2023	\$ 10.00	\$ 160.00
	2024	\$ 108.25	\$ 165.00
	2025	\$ 111.50	\$ 170.00
Clear Sidewalks with Shovel	2023	\$ 60.00	
	2024	\$ 62.00	
	2025	\$ 64.00	

<b>Straughn Farm</b>		
Snow Equipment	Year	Hourly Rate
Pickup Truck, 8' plow	2023	\$ 105.00
	2024	\$ 110.00
	2025	\$ 115.00
Skid Steer, 10' pusher	2023	\$ 125.00
	2024	\$ 130.00
	2025	\$ 135.00
Clear Sidewalks with Shovel	2023	\$ 60.00
	2024	\$ 65.00
	2025	\$ 70.00

<b>BLCS INC</b>		
Snow Equipment	Year	Hourly Rate
Skid Loader	2023	\$ 140.00
	2024	\$ 145.00
	2025	\$ 150.00
Ford F-350, 8' blade	2023	\$ 90.00
	2024	\$ 92.00
	2025	\$ 95.00
Ford F-450, 10' blade	2023	\$ 115.00
	2024	\$ 115.00
	2025	\$ 120.00
Clear Sidewalks with Shovel	2023	\$ 50.00
	2024	\$ 50.00
	2025	\$ 50.00

**Tree Services**

<b>Contemporary Landscape</b>			
Hourly Base Rate	2023	2024	2025
Tree Removal	\$ 134.50	\$ 141.25	\$ 148.50
Tree Pruning	\$ 134.50	\$ 141.25	\$ 148.50
Stump Grinding	\$ 134.50	\$ 141.25	\$ 148.50
Emergency Service	\$ 157.00	\$ 165.00	\$ 173.25

<b>Straughn Farm</b>			
Hourly Base Rate	2023	2024	2025
Tree Removal	\$ 100.00	\$ 110.00	\$ 120.00
Tree Pruning	\$ 100.00	\$ 110.00	\$ 120.00
Stump Grinding	\$ 150.00	\$ 160.00	\$ 170.00
Emergency Service	\$ 225.00	\$ 235.00	\$ 245.00

<b>BLCS, INC.</b>			
Hourly Base Rate	2023	2024	2025

**Professional Services for Lawn Care, Snow and Ice Mitigation, and Tree Services  
Bid 23-046**

# FINAL BID TABULATION

Tree Removal	\$ 65.00	\$ 65.00	\$ 65.00
Tree Pruning	\$ 50.00	\$ 50.00	\$ 50.00
Stump Grinding	\$ 65.00	\$ 65.00	\$ 65.00
Emergency Service	\$ 200.00	\$ 200.00	\$ 200.00

Annual Projected Lawn Services Base Bid Cost	2023	2024	2025	Total Three Year Cost
Contemporary Landscape	\$30,929.00	\$31,882.00	\$32,839.50	\$95,650.50
Straughn Farm Inc.	\$22,850.00	\$23,420.00	\$23,380.00	\$70,650.00
B LCS LLC	\$22,930.00	\$22,930.00	\$22,930.00	\$68,790.00

Clarifications or Exceptions Claimed by the vendor
None
None
None

Snow Removal Cost Examples - 2023		3.5 Inches of Snow				
Location: Pet Adoption	Deice Walks	Plow Lot	Soft Lot	Clear Walks	Total Cost	
Contemporary Landscape	\$ 174.00	\$ 157.50	\$ 172.50	\$ 136.00	\$ 640.00	
Straughn Farm	\$ 100.00	\$ 275.00	\$ 200.00	\$ 100.00	\$ 675.00	
B LCS	\$ 65.00	\$ 225.00	\$ 215.00	\$ 85.00	\$ 590.00	

  

Snow Removal Cost Examples - 2023		7 Inches of Snow				
Location: Pet Adoption	Deice Walks	Plow Lot	Soft Lot	Clear Walks	Total Cost	
Contemporary Landscape	\$ 174.00	\$ 351.00	\$ 172.50	\$ 136.00	\$ 833.50	
Straughn Farm	\$ 100.00	\$ 500.00	\$ 200.00	\$ 100.00	\$ 900.00	
B LCS	\$ 65.00	\$ 270.00	\$ 285.00	\$ 85.00	\$ 705.00	

Tree Removal Cost Example	Hours Required	Hourly Cost	Total Cost
Contemporary Landscape	5	\$ 134.50	\$ 672.50
Straughn Farm	5	\$ 100.00	\$ 500.00
B LCS	5	\$ 65.00	\$ 325.00

Irrigation Systems Services Example	Hours	Laborer	Foreman	Materials	Markup %	Materials w/ Markup	Total Cost
Contemporary Landscape	4	\$ 85.00	\$ 92.00	\$ 250.00	10	\$ 275.00	\$ 983.00
Straughn Farm	4	\$ 75.00	\$ 95.00	\$ 250.00	15	\$ 287.50	\$ 967.50
B LCS	4	\$ 40.00	\$ 62.00	\$ 250.00	30	\$ 325.00	\$ 733.00