



# **ALACHUA COUNTY**

## ***Budget and Fiscal Services***

---

### ***Procurement***

Theodore "TJ" White, Jr. CPPB  
Procurement Manager

Thomas J. Rouse  
Contracts Supervisor

July 19, 2024

### **MEMORANDUM**

**To:** Theodore "TJ" White, Jr. CPPB, Procurement Manager

**From:** Mandy Mullins, Procurement Agent I *Mandy Mullins*

**SUBJECT: INTENT TO AWARD**  
**RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement**

<u>Solicitation Deadline:</u>	2:00 PM, Wednesday, June 26, 2024
<u>Solicitation Notifications View Count:</u>	509 Vendors
<u>Solicitation Downloads:</u>	14 Vendors
<u>Solicitation Submissions:</u>	2 Vendors

#### **Vendors:**

Danny Holder  
Newberry, FL 32669

Gulf Forestry, LLC  
Chiefland, FL 32644

**RECOMMENDATION:**

The board approves the Evaluation Committee's award ranking below for RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement.

1. Danny Holder
2. Gulf Forestry, LLC

Approve the above ranking and authorize staff to negotiate an agreement with the top ranked rancher. Should the staff be unable to negotiate a satisfactory agreement with the top ranked rancher, negotiations with the unsuccessful rancher will be terminated. Negotiations with the second ranked rancher may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth.

The actual RFP award is subject to the appropriate signature authority identified in the Procurement Code.



\_\_\_\_\_  
Theodore "TJ" White, Jr., CPPB  
Procurement Manager

Jul 19, 2024

Date

TW/mm

**Vendor Complaints or Grievances; Right to Protest**

Unless otherwise governed by state or Federal law, this part shall govern the protest and appeal of Procurement decisions by the County. As used in Part A of Article 9 of the Procurement Code, the term "Bidder" includes anyone that submits a response to an invitation to bid or one who makes an offer in response to a solicitation (e.g., ITB, RFP, ITN), and is not limited solely to one that submits a bid in response to an Invitation to Bid (ITB).

- (1) *Notice of Solicitations and Awards.* The County shall provide notice of all solicitations and awards by electronic posting in accordance with the procedures and Florida law.
- (2) *Solicitation Protest.* Any prospective Bidder may file a solicitation protest concerning a solicitation.
  - (a) *Basis of the Solicitation Protest:* The alleged basis for a solicitation protest shall be limited to the following:
    - i. The terms, conditions or specifications of the solicitation are in violation of, or are inconsistent with this Code, Florida Statutes, County procedures and policies, or the terms of the solicitation at issue, including but not limited to the method of evaluating, ranking or awarding of the solicitation, reserving rights of further negotiations, or modifying or amending any resulting contract; or
    - ii. The solicitation instructions are unclear or contradictory.
  - (b) *Timing and Content of the Solicitation Protest:* The solicitation protest must be in writing and must be received by the Procurement Manager, [twhite@alachuacounty.us](mailto:twhite@alachuacounty.us) by no later than the solicitation's question submission deadline. Failure to timely file a solicitation protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal any solicitation defects, and shall bar the Bidder from subsequently raising such solicitation defects in any subsequent Award Protest, if any, or any other administrative or legal proceeding. In the event a solicitation protest is timely filed, the protesting party shall be deemed to have waived any and all solicitation defects that were not timely alleged in the protesting party's solicitation protest, and the protesting party shall be forever barred from subsequently raising or appealing said solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. The solicitation protest must include, at a minimum, the following information:
    - i. The name, address, e-mail and telephone number of the protesting party;
    - ii. The solicitation number and title;
    - iii. Information sufficient to establish that the protesting party has legal standing to file the solicitation Protest because:
      1. It has a substantial interest in and is aggrieved in connection with the solicitation; and
      2. That the protesting party is responsive, in accordance with the criteria set forth in the solicitation, unless the basis for the Solicitation Protest alleges that the criteria set forth in the solicitation is defective, in which case the protesting party must demonstrate that it is responsible in accordance with the criteria that the protesting party alleges should be used;
    - iv. A detailed statement of the basis for the protest;
    - v. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;
    - vi. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
    - vii. The form of the relief requested.
  - (c) *Review and Determination of Protest:* If the Solicitation Protest is not timely, the Procurement Manager shall notify the protesting party that the Solicitation Protest is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Solicitation Protests and may conduct any inquiry that the Procurement Manager deems necessary to make a determination regarding a protest. The Procurement Manager shall issue a written determination granting or denying the protest. The written determination shall contain a concise statement of the basis for the determination.

- (d) *Appeal*: If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based, including all supporting documentation. The scope of the appeal shall be limited to the basis alleged in the Solicitation Protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was sent to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said Solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. After considering the appeal, the County Manager must determine whether the solicitation should stand, be revised, or be cancelled, and issue a written determination and provide copies of the determination to the protesting party. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (3) *Award Protest*. Any Bidder who is not the intended awardee and who claims to be the rightful awardee may file an award protest. However, an award protest is not valid and shall be rejected for lack of standing if it does not demonstrate that the protesting party would be awarded the Solicitation if its protest is upheld.
- (a) *Basis of the Award Protest*: The alleged basis for an Award Protest shall be limited to the following:
- i. The protesting party was incorrectly deemed non-responsive due to an incorrect assessment of fact or law;
  - ii. The County failed to substantively follow the procedures or requirements specified in the solicitation documents, except for minor irregularities that were waived by the County in accordance with this Code, which resulted in a competitive disadvantage to the protesting party; and
  - iii. The County made a mathematical error in evaluating the responses to the solicitation, resulting in an incorrect score and not *protesting party not being selected for award*.
- (b) *Timing and Content of the Award Protest*: The Award Protest must be in writing and must be received by the Procurement Manager, [twhite@alachuacounty.us](mailto:twhite@alachuacounty.us) by no later than 3:00 PM on the third business day after the County's proposed Award decision was posted by the County. Failure to timely file an Award Protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal the County's proposed Award decision in any administrative or legal proceeding. In the event an Award Protest is timely filed, the protesting party shall be deemed to have waived any and all proposed Award defects that were not timely alleged in the protesting party's Award Protest, and the protesting party shall be forever barred from subsequently raising or appealing said Award defects in any administrative or legal proceeding. The Award Protest must include, at a minimum, the following information:
- i. The name, address, e-mail and telephone number of the protesting party;
  - ii. The Solicitation number and title;
  - iii. Information sufficient to establish that the protesting party's response was responsive to the Solicitation;
  - iv. Information sufficient to establish that the protesting party has legal standing to file the Solicitation Protest because:
    1. The protesting party submitted a response to the Solicitation or other basis for establishing legal standing;
    2. The protesting party has a substantial interest in and is aggrieved in connection with the proposed Award decision; and
    3. The protesting party, and not any other bidder, should be awarded the Solicitation if the protesting party's Award Protest is upheld.
  - v. A detailed statement of the basis for the protest;
  - vi. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;

- vii. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
  - viii. The form of the relief requested.
- (c) *Review and Determination of Protest:* If the Award Protest is not timely, the Procurement Manager shall notify the protesting party that the Award Protests is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Award Protests and may conduct any inquiry that the county Procurement Manager deems necessary to resolve the protest by mutual agreement or to make a determination regarding the protests. The Procurement Manager shall issue a written determination granting or denying each protest. The written determination shall contain a concise statement of the basis for the determination.
- (d) Appeal:
- i. If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based. The scope of the appeal shall be limited to the basis alleged in the award protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was mailed to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said award defects in any administrative or legal proceeding.
  - ii. After reviewing the appeal, the County Manager will issue a written final determination and provide copies of the determination to the protesting party. Prior to issuing a final determination, the County Manager, in his or her discretion, may direct a hearing officer, or magistrate, to conduct an administrative hearing in connection with the protest and issue findings and recommendations to the County Manager. Prior to a hearing, if held, the Procurement Manager must file with the hearing officer the protest, any background information, and his or her written determination. The protesting party and the County shall equally share the cost of conducting any hearing, including the services of the hearing officer. If applicable, the County Manager may wait to issue a written final determination until after receipt of the findings and recommendations of the hearing officer. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (4) *Burden of Proof:* Unless otherwise provide by Florida law, the burden of proof shall rest with the protesting party.
- (5) *Stay of Procurements during Protests.* In the event of a timely protest, the County shall not proceed further with the solicitation or with the award of the contract until the Procurement Manager, after consultation with the head of the using department, makes a written determination that the award of the solicitation without delay is:
- (a) Necessary to avoid an immediate and serious danger to the public health, safety, or welfare;
  - (b) Necessary to avoid or substantial reduce significant damage to County property;
  - (c) Necessary to *avoid or substantially reduce interruption of essential County Services; or;*
  - (d) Otherwise in the best interest of the public.

# Public Meeting Minutes (Record)

## Ranking for RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement

Date: Friday, July 19, 2024

Start Time: 9:00 am

Location: 12 SE 1<sup>st</sup> Street, 3<sup>rd</sup> Floor Conference Room

### 1. **Call Meeting to Order**

### 2. **RFP Process Overview for Today's Meeting**

- 2.1. Good morning, I am Leira Cruz Cáliz along with Mandy Mullins from Procurement, and I will be administrating this meeting as the Committee Chair (non-voting member), introduce committee, Michael Nelson (Leader), Cory Gillis, Milo Neelands.
- 2.2. Thank you, committee, for taking the time out of your busy schedule to evaluate these proposals. Welcome to the citizens attending this Public Meeting; this meeting is open to the public, and you will have an announced time (3 minutes; no response required) for public comments. Please review the agenda that is on the screen.
- 2.3. The RFP committee will be evaluating vendors' proposals, discussing their scores, and approving the Committee's Ranking. This Committee's final ranking will be submitted to the BoCC for their approval and authorization to negotiate a contract.

### 3. **RFP Committee Members Process Instructions**

- 3.1. **First**, I have collected all signed Disclosure Forms (Conflict of Interest), and I will show them on screen, discuss if necessary.
- 3.2. **Second**, provide procurement points to members for Location.
- 3.3. Due to the cone-of-silence imposed on the committee members, this is the first occasion members have been able to talk and work together as a committee.
- 3.4. *As committee members you have broad latitude in your discussions, deliberations and ranking provided you are not arbitrary and capricious.*
- 3.5. **Second**, Record and Discuss the preliminary scores on the screen. Call for validation of scores to ensure they have been recorded correctly and that they match the scores on your individual score sheets.

Vendor	Cory Cory Gillis	Milo Neelands	Michael Nelson	Total Score (Max Score 180)
Danny Holder	179	152	153	161.33
GULF FORESTRY LLC	167	130	129	142

- 3.6. The committee will discuss, evaluate, and rank all vendor submittals. You have your proposal evaluation forms so now we can start discussions with the first vendor. (**Encourage dialog**)
  - 3.6.1. Discuss scores and make Changes if pertinent.
  - 3.6.2. Discussion record and Update: **Proposal Score Evaluation**
    - 3.6.2.1. Encourage discussion on the proposals, scoring and until all members are satisfied.
    - 3.6.2.2. NOTE: Agents will monitor the discussion, keep it on track; keep it on topic.
  - 3.6.3. Call for validation of RFP committee **Proposal Scores** for the committee's Final Ranking.
  - 3.6.4. Discussion choose to not have Oral Presentations.

4. Motion: Michael Nelson to not have Oral Presentations, seconded by Cory Gillis.  
Vote 3-0 in favor.

5. Motion to Approve Ranking: Michael Nelson motioned to approve the above ranking and authorize staff to negotiate an agreement with the top ranked rancher. Should the staff be unable to negotiate a satisfactory agreement with the top ranked rancher, negotiations with the unsuccessful rancher will be terminated.

Negotiations with the second ranked rancher may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth; Cory Gillis seconded the motion.

Vote 3-0 in favor.

6. Public Comments (3 minutes): No comments

7. Motion to Approve the Meeting Minutes: Michael Nelson moved to approve the Minutes; Cory Gillis seconded the motion.

Vote 3-0 in favor.

8. Meeting Adjourn at 9:13 am



Alachua County, Florida

# Procurement

Theodore "TJ" White, Jr. CPPB, Procurement Manager  
 County Administration Building, Gainesville, FL 32601  
 (352) 374-5202

## EVALUATION TABULATION

RFP No. RFP 25-248-MM

### Watermelon Pond - Metzger Tract Cattle Grazing Agreement

RESPONSE DEADLINE: June 26, 2024 at 2:00 pm

Friday, July 19, 2024

#### VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	Danny Holder	GULF FORESTRY LLC
Mandatory Pre-Bid Attendance	Pass	Pass
State Compliance	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response
Alachua County Location Preference	Pass	Pass
Drug Free Workplace	Pass	Pass
Vendor Eligibility	Pass	Pass
Responsible Rancher Designation	Pass	Pass
Conflict of Interest	Pass	Pass
Rancher Submittal		
Letter of Interest	Pass	Pass
Lead Rancher	Pass	Pass
Lead Rancher's Place of Employment (If not self-employed)	Pass	Pass
Lead Rancher's Distance in Miles from Property to Lead Rancher's Residence	Pass	Pass



EVALUATION TABULATION  
RFP No. RFP 25-248-MM  
Watermelon Pond - Metzger Tract Cattle Grazing Agreement

---

Question Title	Danny Holder	GULF FORESTRY LLC
Have you ever had a plea of guilty or nolo contendere to, or a conviction of a felony or wildlife violation; a plea of guilty or nolo contendere to, or a conviction of a first-degree misdemeanor within the last five years?	Pass	Pass
Have you ever had a plea of guilty or nolo contendere to, or a conviction of a felony or wildlife violation; a plea of guilty or nolo contendere to, or a conviction of a first-degree misdemeanor within the last five years?	No Response	No Response
How much time do you have to devote to the care taking, site maintenance and security services required by this agreement?	Pass	Pass
Have you been a part of an Alachua County cattle grazing license agreement or contract?	Pass	Pass
How many years and where	Pass	No Response
Have you ever held or been a party to a cattle grazing lease or agreement?	Pass	Pass
If so, was it with a private landowner or a government agency?	Pass	Pass
Do you have ranching experience?	Pass	Pass
Describe your ranching experience. Include experience with ranching operations on sites with rare or endangered wildlife.	Pass	Pass
Any training you have pertaining to wildlife management, land management and site security.	Pass	Pass
Documentation for any training you have pertaining to wildlife management, land management and site security.	Pass	Pass
How much time do you have to devote to the care taking, site maintenance and security services required by this agreement?	Pass	Pass

EVALUATION TABULATION  
RFP No. RFP 25-248-MM  
Watermelon Pond - Metzger Tract Cattle Grazing Agreement

---

Question Title	Danny Holder	GULF FORESTRY LLC
Have you ever provided Care Taking, Maintenance and Security Services on a property?	Pass	Pass
Description of Services, how many years, location	Pass	Pass
List any years of employment in Natural Resources or Agriculture.	Pass	Pass
Are you a current or previous law enforcement officer?	Pass	Pass
Are you a current or previous law enforcement officer?	No Response	No Response
Provide a list of 3 references (excluding relatives) with their contact information and the context of your relationship, and any additional information you wish to include.	Pass	Pass
Will there be 2 Ranchers?	Pass	Pass
Rancher 2 Information	Pass	No Response
Rancher 2 Place of Employment.	Pass	Pass
Rancher 2 Distance in Miles from Property to Your Residence.	Pass	Pass
Rancher 2 Have you ever had a plea of guilty or nolo contendere to, or a conviction of a felony or wildlife violation; a plea of guilty or nolo contendere to, or a conviction of a first-degree misdemeanor within the last five years?	Pass	Pass
Rancher 2 Have you ever had a plea of guilty or nolo contendere to, or a conviction of a felony or wildlife violation; a plea of guilty or nolo contendere to, or a conviction of a first-degree misdemeanor within the last five years?	No Response	No Response
Rancher 2 How much time do you have to devote to the care taking, site maintenance and security services required by this agreement?	Pass	Pass
Rancher 2 Have you been a part of an Alachua County cattle grazing license agreement or contract?	Pass	Pass

EVALUATION TABULATION  
RFP No. RFP 25-248-MM  
Watermelon Pond - Metzger Tract Cattle Grazing Agreement

---

Question Title	Danny Holder	GULF FORESTRY LLC
Rancher 2 Have you been a part of an Alachua County cattle grazing license agreement or contract?	Pass	No Response
Rancher 2 Have you ever held or been a party to a cattle grazing lease or agreement?	Pass	Pass
Rancher 2 If so, was it with a private landowner or a government agency?		No Response
Rancher 2 Have you ever provided Care Taking, Maintenance and Security Services on a property?	Pass	Pass
Rancher 2 Provide a list of 3 references (excluding relatives) with their contact information and the context of your relationship, and any additional information you wish to include.	Pass	No Response
Rancher 2 Do you have ranching experience?	Pass	Pass
Describe your ranching experience. Include experience with ranching operations on sites with rare or endangered wildlife.	Pass	No Response
Rancher 2 Do you have training pertaining to wildlife management, land management and site security.	Pass	Pass
Rancher 2 Upload documentation for any training you have pertaining to wildlife management, land management and site security.	No Response	No Response
Rancher 2 List any years of employment in Natural Resources or Agriculture.	Pass	Pass
Rancher 2 Are you a current or previous law enforcement officer?	Pass	Pass
Agency and Number of Years	No Response	No Response
Rancher or Ranching Group		
Drive by inspection of gates and fences.	Pass	Pass
Interior inspection – drive roads, firebreaks, check problem areas.	Pass	Pass

EVALUATION TABULATION  
RFP No. RFP 25-248-MM  
Watermelon Pond - Metzger Tract Cattle Grazing Agreement

Question Title	Danny Holder	GULF FORESTRY LLC
Walk non-road frontage boundary.	Pass	Pass
How long will it take you to respond onsite and inspect the Property after a security/maintenance complaint or issue is brought to your attention?	Pass	Pass
Mow Roads, trails and firebreaks (2 times/year).	Pass	Pass
Conduct Burn Preparation Mow or Harrow firebreaks up to 2 times per year.	Pass	Pass
Can you complete the preparation per the Site Manager's time schedule?	Pass	Pass
Remove and dispose of legacy wire fence?		Pass
Can you complete the preparation per the Site Manager's time schedule?		Pass
Responsible Rancher(s)?	Pass	Pass
Acknowledgement of Requirements	Pass	Pass

## PHASE 1

### EVALUATORS

Name	Title	Agreement Accepted On
Cory Cory Gillis	Environmental Specialist	Jul 1, 2024 2:00 PM
Milo Neelands	Environmental Specialist	Jun 27, 2024 3:02 PM
Michael Nelson	Senior Environmental Specialist	Jun 27, 2024 9:54 AM

### EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Competency of the Rancher	Points Based	50 (27.8% of Total)

Description:

- A. Did the Rancher provide a brief statement of background, organization, and size?
- B. Does the Rancher have experience with past work of similar scope and budget?
- C. Has the Rancher recently done this type of work for a state, or local government in the past?

- D. Does the Rancher’s workload and ability satisfy County requirements for this project?
- E. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Manager and Project Team's Competency and Qualifications	Points Based	30 (16.7% of Total)

Description:

- A. Was a project team identified?
- B. Do the Project Manager, Project Team and Key Staff have experience with projects comparable in size and scope?
- C. Do the Project Manager, Project Team and Key Staff have experience with state or local government?
- D. Does the Project Manager have a stable job history?
- E. Is the team makeup appropriate for the project?
- F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?
- G. Was a point of contact identified?
- H. Was there an alternate to the point of contact identified?
- I. Are the subcontractors, if any, identified?
- J. Does the subcontractor have experience with projects comparable in size and scope?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

EVALUATION TABULATION  
 RFP No. RFP 25-248-MM  
 Watermelon Pond - Metzger Tract Cattle Grazing Agreement

---

Criteria	Scoring Method	Weight (Points)
Project Understanding and Approach	Points Based	50 (27.8% of Total)

Description:

- A. Did the proposal indicate a thorough understanding of the project, the scope, and objectives through a concise narrative?
- B. Did the Rancher describe the approach to the provision of services as required and the specific work plan to be employed to implement it?
- C. Is the appropriate emphasis placed on the various work tasks?
- D. Did the firm develop a workable approach to the project?
- E. Does the proposal specifically address the County's needs or is it "generic" in content?
- F. Does the proposal indicate how this project fits into the total workload of the Rancher during the project period?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Ability to meet Project Schedule and Budget Requirements	Points Based	30 (16.7% of Total)

Description:

- A. Did Rancher provide a draft project schedule that includes: milestones, individual tasks and major deliverable deadlines?
- B. Is the draft project schedule reasonable based on quantity of personnel assigned to the project?
- C. Did the Rancher provide the Project Manager, Project Team, and Key Staff's percentage of involvement, tasks and/or hours assigned?
- D. Are the hours assigned to the various team members for each task appropriate?
- E. Is the pricing provided reasonable for the project's tasks?
- F. Is the pricing in line with the County's budget?
- G. Does the information contained in the proposal indicate that the firm will, or will not, meet time and budget requirement?

Based on questions above, award points as follows:

EVALUATION TABULATION  
RFP No. RFP 25-248-MM  
Watermelon Pond - Metzger Tract Cattle Grazing Agreement

---

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Proposal Organization	Points Based	10 (5.6% of Total)

Description:

- A. Was proposal organization per the RFP? Did Rancher include a letter of interest?
- B. Was all required paperwork submitted and completed appropriately?
- C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

Based on questions above, award points as follows:

- A. 10 - 8 points - Exceptional Experience
- B. 7 - 5 points - Average Experience
- C. 4 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Location	Points Based	10 (5.6% of Total)

Description:

Points Provided by Procurement.

### AGGREGATE SCORES SUMMARY

Vendor	Cory Cory Gillis	Milo Neelands	Michael Nelson	Total Score (Max Score 180)
Danny Holder	179	152	153	<b>161.33</b>
GULF FORESTRY LLC	167	130	129	<b>142</b>

### VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability and Competency of the Rancher Points Based 50 Points (27.8%)	Project Manager and Project Team's Competency and Qualifications Points Based 30 Points (16.7%)	Project Understanding and Approach Points Based 50 Points (27.8%)	Ability to meet Project Schedule and Budget Requirements Points Based 30 Points (16.7%)
Danny Holder	46	26	44.3	26.7
GULF FORESTRY LLC	43	24.7	42.7	23.3

Vendor	Proposal Organization Points Based 10 Points (5.6%)	Location Points Based 10 Points (5.6%)	Total Score (Max Score 180)
Danny Holder	8.3	10	<b>161.33</b>
GULF FORESTRY LLC	8.3	0	<b>142</b>

**INDIVIDUAL PROPOSAL SCORES**

**Danny Holder**

**Ability and Competency of the Rancher | Points Based | 50 Points (27.8%)**

Cory Cory Gillis: 50

A) Yes B) Yes. 50yrs C) Yes D) Yes E) No Has 27 years experience/history with exact property. applicant also demonstrated concern for threatened/endangered wildlife.

Milo Neelands: 45

B . Site specific experience C. Has worked with ACEPD D. Ranchers 1 and 2 over 40 hrs per week combined availability

Michael Nelson: 43

**Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (16.7%)**

Cory Cory Gillis: 29

A) Yes B) Yes C) Yes D) Yes E) Yes F) No G) Yes H) Yes I) N/A J) N/A

Milo Neelands: 25

2 ranchers Experience with site, ACEPD

Michael Nelson: 24

**Project Understanding and Approach | Points Based | 50 Points (27.8%)**

Cory Cory Gillis: 50

A) Yes B) Yes C) Yes D) Yes E) Yes F) Yes

Milo Neelands: 40

F. Does not address other constraints on ranchers' time



Michael Nelson: 43

**Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (16.7%)**

Cory Cory Gillis: 30

A) N/A B) Yes C) Yes D) Yes E) N/A F) Yes G) N/A

Milo Neelands: 25

Proposal demonstrates understanding of specific tasks and hours required for each

Michael Nelson: 25

**Proposal Organization | Points Based | 10 Points (5.6%)**

Cory Cory Gillis: 10

A) Yes B) Yes C) No

Milo Neelands: 7

C. some cut and paste answers nonspecific to questions

Michael Nelson: 8

**Location | Points Based | 10 Points (5.6%)**

Cory Cory Gillis: 10

Is an Alachua County Resident

Milo Neelands: 10

Is an Alachua County Resident

Michael Nelson: 10

Is an Alachua County Resident

**GULF FORESTRY LLC**

**Ability and Competency of the Rancher | Points Based | 50 Points (27.8%)**

Cory Cory Gillis: 49

A) Yes B) Yes C) No D) Yes E) No

Milo Neelands: 40

C. no experience with government

Michael Nelson: 40

**Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (16.7%)**

Cory Cory Gillis: 29

A) Yes B) Yes C) No D) Yes E) Yes F) Yes (CARE Certification) G) Yes H) Yes I) N/A J) N/A

Milo Neelands: 25  
 C. No experience with government F. Best practices for wildlife training, ample equipment  
 Michael Nelson: 20

**Project Understanding and Approach | Points Based | 50 Points (27.8%)**

Cory Cory Gillis: 50  
 A) Yes B) Yes C) Yes D) Yes E) Yes F) Yes  
 Milo Neelands: 39  
 Lacks details of Rancher's total workload and some timeframe estimates  
 Michael Nelson: 39

**Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (16.7%)**

Cory Cory Gillis: 29  
 A) N/A B) Yes C) No D) Yes E) N/A F) Yes G) N/A  
 Milo Neelands: 19  
 A-D. some details missing re: specific tasks and staff time  
 Michael Nelson: 22

**Proposal Organization | Points Based | 10 Points (5.6%)**

Cory Cory Gillis: 10  
 A) Yes B) Yes C) No  
 Milo Neelands: 7  
 Some fields not answered completely  
 Michael Nelson: 8

**Location | Points Based | 10 Points (5.6%)**

Cory Cory Gillis: 0  
 Not located in Alachua County  
 Milo Neelands: 0  
 Not located in Alachua County  
 Michael Nelson: 0  
 Not located in Alachua County