



Alachua County, Florida

Procurement

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

EXECUTIVE SUMMARY

RFP No. RFP 25-248-MM

Watermelon Pond - Metzger Tract Cattle Grazing Agreement

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

Thursday, August 22, 2024

SOLICITATION OVERVIEW

Project Title	Watermelon Pond - Metzger Tract Cattle Grazing Agreement
Project ID	RFP 25-248-MM
Project Type	Request For Proposal
Release Date	May 22, 2024
Due Date	June 26, 2024
Procurement Agent	Mandy Mullins
Evaluators	Cory Cory Gillis, Milo Neelands, Michael Nelson
Project Description	Alachua County Board of County Commissioners (hereinafter, the "County" or "Alachua County") is seeking proposals from qualified individuals or entities (hereinafter, referred to as "Rancher" or the "proposer") for the provision of RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement.

Introduction

Summary

The following apply to this request for proposal: [Instruction to Proposers](#), [Terms and Conditions](#), [Insurance](#), [Scope of Work](#), [Proposal Requirements and Organization](#), [Request for Proposal Selection Procedures](#), [Evaluation Phases](#), [Attachments](#), [Submittals](#) and [Sample Agreement](#).

Alachua County Board of County Commissioners (hereinafter, the "County" or "Alachua County") is seeking proposals from qualified individuals or entities (hereinafter, referred to as "Rancher" or the "proposer") for the provision of RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement.

Background

Location: Alachua County is located in North Central Florida. The County government seat is situated in Gainesville. Gainesville is located 70 miles southwest of Jacksonville, 129 miles southeast of Tallahassee, 140 miles northeast of Tampa - St. Petersburg and 109 miles northwest of Orlando. Alachua County has a population of over 250,000 and a regional airport. The County itself consists of a total area of 969 square miles.

Form of Government: Alachua County is governed by a Board of five (5) elected County Commissioners and operates under the established County Manager Charter form of government. In addition to the five County Commissioners, there are five elected Constitutional Officers: Supervisor of Elections, Sheriff, Clerk of the Court, Tax Collector, and the Property Appraiser. The Alachua County Attorney also reports to the Board.

Contact Information

Mandy Mullins

Procurement Agent I

Email: mmmullins@alachuacounty.us

Phone: [\(352\) 384-3090](tel:(352)384-3090)

Department:

Land Conservation Program

Timeline

Solicitation Release Date	May 22, 2024
Pre-Solicitation Meeting (Mandatory)	May 30, 2024, 9:00am Watermelon Pond Boat Ramp 10700 SW 250th Street Newberry FL 32669
Question Submission Deadline	June 16, 2024, 12:00am
Solicitation Submission Deadline	June 26, 2024, 2:00pm

<p>Solicitation Opening – Teams Meeting</p>	<p>June 26, 2024, 2:00pm The scheduled solicitation opening will occur via Teams Meeting; the information to join is provided below. Attendance (live viewing) of the proposals opening is not required.</p> <p>Join Microsoft Teams meeting Join on your computer, mobile app or room device Click here to join the meeting</p> <p>https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d</p> <p>Meeting ID: 259 625 692 241 Passcode: yX9G3Q Download Teams Join on the web Or call in (audio only) +1 469-998-7938,,366862554# United States, Dallas Phone Conference ID: 366 862 554#</p> <p>If you have a disability and need an accommodation in order to participate, please contact the Alachua County ADA Coordinator at ADA@alachuacounty.us or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. If you are unable to notify the Office prior to the event, please inform an Alachua County employee that you need assistance. TDD/TTY users, please call 711 (Florida Relay Service).</p>
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SOLICITATION STATUS HISTORY

Date	Changed To	Changed By
Apr 19, 2024 9:06 AM	Draft	Mandy Mullins
Apr 23, 2024 8:13 AM	Review	Mandy Mullins
May 16, 2024 1:17 PM	Final	Mandy Mullins
May 16, 2024 1:17 PM	Post Pending	Mandy Mullins
May 22, 2024 6:00 AM	Open	OpenGov Bot
Jun 26, 2024 2:00 PM	Pending	OpenGov Bot
Jun 26, 2024 3:03 PM	Evaluation	Mandy Mullins
Jul 20, 2024 6:44 AM	Award Pending	Mandy Mullins

SELECTED VENDOR

VENDOR RECOMMENDED BY THE EVALUATION PROCESS

Vendor	Location
Danny Holder	Newberry, FL

PROPOSALS RECEIVED

Status	Vendor	Contact Info	Submission Date
Submitted	Danny Holder	Danny Holder holderfarms1@gmail.com (352) 665-5526	Jun 25, 2024 7:02 AM
Submitted	GULF FORESTRY LLC	Lyles Corbin lyles.corbin@gmail.com (352) 535-5675	Jun 25, 2024 10:08 PM
No Bid	Patterson Veterinary	Gregory Pounds pvs.orders.gov- institute@pattersonvet.com	May 22, 2024 10:04 AM

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

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Question Title	Danny Holder	GULF FORESTRY LLC
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
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

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Question Title	Danny Holder	GULF FORESTRY LLC
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
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

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Question Title	Danny Holder	GULF FORESTRY LLC
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
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

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Question Title	Danny Holder	GULF FORESTRY LLC
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
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

QUESTIONS AND ANSWERS

No Questions Received.

ADDENDA & NOTICES

ADDENDA ISSUED:

No Addenda issued.

NOTICES ISSUED:

Notice #1

May 31, 2024 6:39 AM

Mandatory Pre-bid meeting Sign in Sheet

Attachments:

· [SIS 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

Notice #2

Jun 26, 2024 2:20 PM

Bid Tab receive only

Attachments:

· [BT 25-248 Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

Notice #3

Jun 27, 2024 10:20 AM

Meeting Rescheduled to 7/19/2024 at 9:00 am

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Friday, July 19, 2024, at 9:00 am**, to discuss and update of the proposals for competitive solicitation for RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement. The final recommendations will be sent to the Alachua County Board of County Commissioners.

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Topic: Public Notice of Evaluation Committee Meeting for RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement
Time: Friday, July 19, 2024, at 9:00 am Eastern Time (US and Canada)
Location: Alachua County Administration Building
3rd Floor Conference Room
12 SE 1st Street, Gainesville, FL 32601

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Join Virtually Microsoft Teams

https://teams.microsoft.com/l/meetup-join/19%3ameeting_NzdjZTUwMTItYzI2Ni00MzcxLWlwYjYtZTdjMmUzYTlzNDEy%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d

Meeting ID: 257 453 372 618

Passcode: qNsBdX

Dial in by phone

+1 469-998-7938,,806191166# United States, Dallas +1 469-998-7938,,803913850# United States, Dallas

Phone conference ID: 803 913 850#

These meetings are subject to change and/or cancellation. If you have any questions regarding these meetings, please call 352.384.3090. All persons are advised that, if they decide to contest any decision made at any of these meetings, they will need a record of the proceedings and, for such purpose, they may need to ensure that verbatim record of the proceedings is made which record includes the testimony and evidence upon which the appeal is to be based. If any accommodations are needed for persons with disabilities, please contact the County's Equal Opportunity Office at (352)374-5275 or (TTD) (352)-374-5284.

Attachments:

· [PM Notice 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

Notice #4

Jul 1, 2024 9:21 AM

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Friday, July 19, 2024, at 9:00 am**, to discuss and update of the proposals for competitive solicitation for RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement. The final recommendations will be sent to the Alachua County Board of County Commissioners.

-
Topic: Public Notice of Evaluation Committee Meeting for RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement
Time: Friday, July 19, 2024, at 9:00 am Eastern Time (US and Canada)
Location: Alachua County Administration Building
3rd Floor Conference Room
12 SE 1st Street, Gainesville, FL 32601

Join Virtually Microsoft Teams

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https://teams.microsoft.com/l/meetup-join/19%3ameeting_NzdiZTUwMTItYzI2Ni00MzcxLWlwYjYtZTdjMmUzYTIzNDEy%40thread.v2/0?context=%7b%22id%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d

Meeting ID: 257 453 372 618

Passcode: qNsBdX

Dial in by phone

+1 469-998-7938,,806191166# United States, Dallas +1 469-998-7938,,803913850# United States, Dallas

Phone conference ID: 803 913 850#

These meetings are subject to change and/or cancellation. If you have any questions regarding these meetings, please call 352.384.3090. All persons are advised that, if they decide to contest any decision made at any of these meetings, they will need a record of the proceedings and, for such purpose, they may need to ensure that verbatim record of the proceedings is made which record includes the testimony and evidence upon which the appeal is to be based. If any accommodations are needed for persons with disabilities, please contact the County's Equal Opportunity Office at (352)374-5275 or (TTD) (352)-374-5284.

Attachments:

· [PM Notice 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement Revised Date](#)

Notice #5

Jul 20, 2024 6:43 AM

RECOMMENDATION:

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

- A. Danny Holder
- B. 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.

Attachments:

· [ITA 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

· [PM Agenda 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

· [PM Minutes RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

[PM Recording RFP 25-248-MM Watermelon Pond - Metzger Tract Cattle Grazing Agreement](#)

EVALUATION

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?

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- 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

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:

- 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	161.33
GULF FORESTRY LLC	167	130	129	142

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	161.33
GULF FORESTRY LLC	8.3	0	142