

01 / START HERE

Know the opportunity.

A practical guide to FDOT District 7 parcel mowing, landscape maintenance and debris removal. Seven selectable locations. A three-year initial term.

Bids due November 9, 2026, at 9:00 a.m. Eastern.

Work is requested as needed. Estimated quantities and a contract award do not guarantee orders or revenue.

FDOT is procuring services for parcels acquired for future roadway construction or improvements. Sites range from residential-style lots to larger acreage. Select locations on Attachment I; FDOT intends to award one contract per location to the lowest responsive, responsible bidder, subject to its tie-price provisions.

Dates that affect your preparation

Action	Date / Eastern time
Pre-bid conference - highly recommended	October 26 / 10:00 a.m.
Written technical questions due	October 28 / 10:00 a.m.
Bid receipt deadline	November 9 / 9:00 a.m.
Public opening	November 9 / 10:00 a.m.
Scheduled intended award posting	November 10 / 4:00 p.m.

Meetings: Flamingo Conference Room, FDOT, 11201 North McKinley Drive, Tampa, FL 33612-6456. Check the official notice for changes.

Send bids: D7.Purch@dot.state.fl.us

Written technical questions: D7-PurchQuestions@dot.state.fl.us, attention Lori Vicari. Follow the solicitation-contact rules and written addenda.

Open the current official notice and attachments

Independent research. Original package pp. 3-6, 9, 11, 14-18 and 48-49. Original research reviewed Oct 16; live notice and corrected sheet rechecked Oct 18. No FDOT affiliation.

02 / OPERATIONAL FIT

Can your operation deliver?

Price the entire service, including travel, disposal, response capacity and documentation.

Requirement	What to prepare
Experience and qualification	At least two years in the requested type of business. Written qualifications and three references for similar work. FDOT may review facilities, staffing, equipment, management and financial capacity.
Equipment ownership	Document ownership of the necessary equipment, including utility trailer, mowers, trimmer, edger and pole saw.
Mowing and edging	Generally three inches or less, with trimming and litter removal. Contiguous lots are combined for size classification.
Debris and disposal	Account for partly buried debris, bulky items, tires, paint and batteries. Establish lawful handling, transport and disposal options and obtain receipts.
Landscape maintenance	Pruning, shaping, clearance, hazardous-branch removal and cleanup as requested. Pricing is per man-hour.
Response and proof	Fast-response written proposals: the scope says should respond within 36 hours. Routine proposals: two working days. Provide dated before/after photos, disposal receipts and landscape timesheets.

Insurance and start-of-work conditions

Specified liability coverage: bodily injury of at least **\$200,000 per person / \$300,000 per occurrence**; property damage of at least **\$200,000 per occurrence**. FDOT must be an additional insured. Self-insured retention policies are not accepted. Review all insurance obligations with your provider.

Required certificates are due within 10 days after the intended-award posting period ends, and coverage must be in place before work. Register in MFMP by bid opening; complete the electronic substitute W-9 for state payments. Services begin only after the executed agreement and required authorization.

Proposal response times are not a universal work-completion deadline. Monthly invoices require supporting records; incomplete documentation is returned for correction. Sources: original ITB pp. 4-8, 14-17, 48-49 and 64-65.

03 / LOCATIONS AND PRICING

Use the printed quantities.

Corrected Exhibit C estimates cover three years. They do not establish actual parcel counts, service frequency or committed workload.

Location	A lots	B lots	C lots	D lots	Debris tons	Debris each	Labor hrs
Citrus	5	10	36	5	6,150	10	400
Hernando	10	108	10	8	6,150	50	400
Hillsborough East	72	108	216	5	6,150	150	400
Hillsborough West	5	36	36	3	6,150	150	400
MLK Jr. Boulevard	72	36	36	72	6,150	150	400
Pasco	5	108	180	5	6,150	150	400
Pinellas	180	72	36	3	6,150	150	400

Tier A: 0-10,000 sq ft. **Tier B:** 10,001-30,000 sq ft.

Tier C: 30,001 sq ft up to 5 acres. **Tier D:** 5.01 acres up to 10 acres.

Mowing is priced per lot; landscape labor is per man-hour. Select locations on Attachment I and review their parcel maps.

Resolve the debris lines before pricing. The sheet prints 6,150 tons in each location and a separate Each quantity. Confirm whether those estimates are intended and what one Each means, including whether both lines may apply to the same assignment.

Build the location total

Multiply each published quantity by your corresponding unit rate and add the seven line extensions. Complete the renewal-unit-rate fields. Include labor burden, equipment, transport, disposal, supervision, documentation, overhead, operating margin and the applicable MFMP transaction fee.

At 6,150 tons, a \$1/ton change alters the evaluated location total by \$6,150. A \$1/man-hour change alters it by \$400. These are evaluation sensitivities, not projected revenue.

Also clarify mowing occurrences, parcel assignments, boundary sizes and exact predecessor/utilization history. Review the corrected Exhibit C C-1-C-4 and original ITB pp. 9, 14-18 and 48-49. Only written agency amendments change the solicitation.

04 / MARKET CONTEXT

Compare the right contracts.

Seven selected District 7 procurements. None is verified as the predecessor of this parcel-maintenance ITB.

Contract / letting	Winner	Bids	Evaluated low bid
E7U33-R0 / May 14, 2025	Superior Landscaping & Lawn Service	1	\$514,183.84
E7U32-R0 / May 14, 2025	Superior Landscaping & Lawn Service	1	\$1,063,984.22
E7U87-R0 / April 8, 2026	Alpha-Omega Training and Compliance	8	\$534,019.66
E7U88-R0 / April 8, 2026	JDMF	7	\$999,479.87

The 2026 North/West and East/South highway contracts run for 365 calendar days. Their tabulations explicitly identify the earlier E7U33 and E7U32 contracts. Responsive bids increased from one each in 2025 to eight and seven in 2026.

Do not equate these totals with the new ITB. The 2026 evaluated low bids sum to approximately \$1.53 million. Their advertised project costs total \$1.75 million. Neither figure is the value or budget of ITB-17225. These highway contracts state award at \$650,000 and \$1,100,000; actual payments depend on authorized work.

Landscape enhancement comparisons

Contract / letting	Winning bidder	Bids	Low total
E7U51 / May 13, 2026	Superior Landscaping & Lawn Service	5	\$1,385,755.49
E7U37 / October 8, 2025	Superior Landscaping & Lawn Service	5	\$2,262,007.62
E7Q92 / May 14, 2025	Morelli Landscaping	4	\$1,671,234.80

These I-75 / I-275 enhancement totals each include a \$50,000 prescribed contingency. They are useful for identifying market participants; their lump-sum prices do not establish parcel unit rates.

Historical research reviewed Oct 16; 2026 mowing tabs independently rechecked Oct 18. Exact incumbent, predecessor, utilization, actual payments and likely revenue for ITB-17225 remain unverified. This is a selected sample, not every district award.

05 / COMPETITIVE DETAIL

Who bid the 2026 work?

Highway right-of-way comparisons only. Amounts below are evaluated bids, not amounts paid.

Bidder	North/West	Rank	East/South	Rank
Alpha-Omega Training and Compliance	\$534,019.66	1	-	-
Turtle Infrastructure Partners	\$599,200.45	2	\$1,089,344.80	3
Superior Landscaping & Lawn Service	\$612,591.74	3	\$1,202,782.80	5
JDMF	\$622,678.00	4	\$999,479.87	1
Community Training Works	\$646,327.69	5	\$1,064,542.89	2
T & M Lawn-Fence Service	\$753,688.65	6	\$1,388,292.78	6
Interstate Business Solutions	\$864,275.64	7	\$1,152,445.51	4
Midwestern Construction	\$1,606,961.83	8	\$3,353,577.25	7

The runners-up were 12.21% above the low bid on E7U87 and 6.51% above on E7U88. Bid gaps are not profit margins or recoverable savings. All listed bids are responsive in the reviewed tabs.

Winning unit rates - reference only

Pay item	Unit	Alpha-Omega / N-W	JDMF / E-S
Litter removal	Acre	\$22.00	\$14.50
Large-machine mowing	Acre	\$34.00	\$29.50
Slope mowing	Acre	\$85.00	\$140.00
Intermediate-machine mowing	Acre	\$55.00	\$50.00
Small-machine mowing	Acre	\$60.00	\$75.00
Edging	Mile	\$65.00	\$55.05

Acre/mile highway rates cannot be transferred directly to per-lot, per-ton, Each or man-hour parcel pricing. Equipment, access, travel and scope differ. The web article links the official tabs for all seven comparisons.

Grounds Manager free bid board

06 / SUBMISSION CONTROL

Make the response complete.

Use the official forms and current addenda. This guide is a preparation aid, not a bid response.

- ☐ Select locations on Attachment I; review the relevant parcel maps.
- ☐ Complete corrected Exhibit C: rates, extensions, totals, renewal rates, bidder details and FEID. Obtain authorized ink signature and date.
- ☐ Include the Minimum Qualifications Statement, three references and equipment-ownership documentation.
- ☐ Include E-Verify, Vendor Certification Regarding Scrutinized Companies Lists, and PUR 1355 / Form 6.
- ☐ Check the live notice for later addenda and required acknowledgments; verify registration and applicable authorizations.
- ☐ Review all arithmetic, dates, signatures and any initialed corrections.

Submission field	Required content
To	D7.Purch@dot.state.fl.us
Subject	DOT-ITB-27-7007-LV - Vendor's Name
Attachment	DOT-ITB-27-7007-LV - Bid Submittal.pdf
Format / email body	One PDF, maximum 25 MB. Leave the body empty.
Receipt deadline	November 9, 2026 / 9:00 a.m. Eastern

Send early enough for actual receipt and retain the final file and delivery evidence. The approximately 34 MB original package is a reference document, not a ready-to-send response. The labor-and-services affidavit is requested before execution, extension or renewal.

Current official notice, full ITB, maps and prescribed forms

Follow the restricted-contact instructions in Special Condition 3. Written technical questions: Lori Vicari, D7-PurchQuestions@dot.state.fl.us, due Oct 28 at 10 a.m. Eastern. Official written amendments control. No contract outcome or revenue is promised.