



October 24, 2023

Honorable Mayor Cory Mason and the Members of the Common Council

Ladies & Gentlemen:

Official Notice #11-2023 Grounds Maintenance, Snow Removal & Burial Services for Racine Cemeteries bids were received at 10:00 am on October 6th, 2023.

The following is a tabulation of the bids received:

Grounds Maintenance

Four Seasons Lawncare	\$186,000.00
Reliable Property Services	\$209,145.00
Eddy's Landscaping	\$213,310.00

Snow & Ice Removal

Four Seasons Lawncare	\$16,125.00
Reliable Property Services	\$18,123.00
Eddy's Landscaping	\$21,250.00

Burial Services

Four Seasons Lawncare	\$78,110.00
Reliable Property Services	\$89,513.00
Eddy's Landscaping	\$128,575.00

After careful evaluation of all the bids that we received, and although Four Seasons Lawncare was found to be the lowest responsive and responsible to the bid requirements, I recommend awarding this contract to the second lowest bidder - Reliable Property Services.

The basis of my evaluation is that Four Seasons has yet to perform any burial or entombment services. Burial operations experience is crucial for this contract.

Recommendation: To approve the contract for Official Notice #11-2023 Grounds Maintenance, Snow Removal & Burial Services be awarded to Reliable Property Services they being the second, lowest responsive, responsible bidder.

Respectfully Submitted by the Purchasing Agent,
Monica G. Santos

City of Racine Purchasing
Monica G. Santos
Purchasing Agent



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October 24, 2023

Four Seasons Lawncare

Dear Brett Kaydo,

This is in regard to the bid submitted by your company for Official Notice #11-2023 Grounds Maintenance, Snow Removal & Burial Services for Racine Cemeteries.

After careful evaluation of all the bids that we received, and although your bid was found to be the lowest responsive and responsible to the bid requirements of the solicitation, the contract will not be awarded to Four Seasons.

The basis of our evaluation is that Four Seasons has yet to perform any burial or entombment services. The decision-making process was tough for us considering the competitiveness of all the bids we received, and we have no doubt that you would have done an amazing job with grounds maintenance and snow removal, but it is in the best interest of the City of Racine that we contract with a company who has experience in burial operations.

We thank your company for participating in the bidding process and appreciate your efforts.

Sincerely,

Monica G. Santos

Monica G. Santos
Purchasing Agent

Cc: Kathleen Fischer – Finance Director
Thomas Molbeck – Director of PRCS

FOUR SEASONS LAWCARE OF RACINE

1535 LAYARD AVE, RACINE, WI 53402
262-634-5110

1. **About how many burial and entombment services has Four Seasons Conducted?**
Four Seasons has yet to perform any burial or entombment services.

2. **How many years of experience does Four Seasons have with burial operations?**
Four Seasons has not performed any burial operations.

3. **Page 5 of the Bid documents states:**
a. Bidder must furnish satisfactory evidence to the City

My company, Four Seasons has yet to perform any burial or entombment services, however with the direction of the Cemetery Supervisor and the high standards I hold myself and my employees to, I am confident these sensitive services can be successfully completed by my team. The onsite supervisor I have chosen will be able to follow the guidelines and procedures with my staff to conduct every service not only effectively but also in an efficient manner. I will be directly involved in this contract as well and have an exceptionally detail oriented team ready to make the transition seamless if I am awarded the contract.


Established nearly 20 years ago, Four Seasons and my long time and dedicated staff has successfully executed hundreds of excavation projects. I do understand the challenges of burials, and as stated above, I am confident my team can successfully execute each and every aspect of this contract.

I hold a Degree in Business Management, Marketing and International Business, and I've been involved in business operations management since graduating from Eckerd College in 2003. I've worked for Sodexo Management, Educators Credit Union and my own successful ventures.

Since the Cemetery Proposal posted in 2014, I've done many site inspections though the cemeteries and am confident you will not be disappointed if you decide to award the contract to Four Seasons. I believe my employees are kept to a higher standard.

With the many other contracts I hold with the City of Racine, I wouldn't submit a bid for a contract that I couldn't 100% fulfill as I wouldn't want to compromise by relationship or long time reputation.

Thank you for your consideration.


Brett Kayde

5. References

As a part of properly completing the bid, provide the names, addresses, phone numbers and contact persons for a minimum of two companies or municipalities for which the bidder has satisfactorily performed related work within the past five (5) years.

Company Name: Gorman USA

Address: 200 N. main st, Oregon WI 53575

Contact Person: James Duquaine

Phone Number: 414-750-2046

E-mail: Jduquaine@gormanUSA.com

Company Name: TD Turf CARE

Address: 2029 Lasalle St, Racine WI 53402

Contact Person: Joe Grosz

Phone Number: 262-498-7765

E-mail: two-daughters_turf@gmail.com

Company Name: Jacobsen Contracting

Address: 3740 Debby Lane, Franksville WI 53126

Contact Person: Peter Jacobsen

Phone Number: 262-822-9693

E-mail: Peter.jacobsen1983@gmail.com