



STATE OF INDIANA

DEPARTMENT OF ADMINISTRATION

Commissioner's Office

Mike Braun, Governor

Indiana Government Center South
402 West Washington Street, Room W469
Indianapolis, IN 46204

Award Recommendation Letter

Date: December 30, 2025

To: Jennifer Jansen, IDOA Procurement Director
Indiana Department of Administration

From: Mike Huth, Procurement Consultant
Indiana Department of Administration

Subject: Negotiated Bid 425-25-84029, Mowing services for the Evansville State Hospital and the Evansville Psychiatric Children's Hospital

Based on the evaluation of responses received for Negotiated Bid 425-25-84029, it is recommended that Interstate Business Solutions, LLC be awarded the contract to provide mowing services for the Evansville State Hospital, and Integrated Services Inc. of KY be awarded the contract to provide mowing services for the Evansville Psychiatric Children's Hospital. The terms of this recommendation are outlined below.

Estimated Four-Year Contract Values

- **Evansville State Hospital:** \$493,855.00
- **Evansville Psychiatric Children's Hospital:** \$98,959.68

The State received three (3) qualified bid responses from:

1. Integrated Services Inc. of KY
2. Interstate Business Solutions, LLC
3. KK Dirtworks, INC

The State requested pricing for mowing services at:

- Evansville State Hospital
- Evansville Psychiatric Children's Hospital

Bid Evaluation Summary

The solicitation was issued as a negotiated bid to secure mowing services for the Evansville State Hospital and the Evansville Psychiatric Children's Hospital. Proposals were assessed based on the criteria outlined in the bid documents. Of the four suppliers, three met the specified requirements; therefore, cost was the determining factor in the State's final evaluation.

Evansville State Hospital (ESH) Grounds						
			Integrated Services Inc. of KY	Interstate Business Solutions, LLC	KK Dirtworks, INC	
Year 1			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2026 - June 30, 2026	FY26	ESH – Mowing & Grounds Services	\$ 28,282.50	\$ 52,557.00	\$ 134,876.56	
July 1, 2026 - Mar 31, 2027	FY27	ESH – Mowing & Grounds Services	\$ 84,847.50	\$ 69,469.35	\$ 217,877.52	
			\$ 113,130.00	\$ 122,026.35	\$ 352,754.08	

Year 2			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2027 - June 30, 2027	FY27	ESH – Mowing & Grounds Services	\$ 28,282.50	\$ 52,557.00	\$ 138,924.24	
July 1, 2027 - Mar 31, 2028	FY28	ESH – Mowing & Grounds Services	\$ 84,847.50	\$ 69,469.35	\$ 224,416.08	
			\$ 113,130.00	\$ 122,026.35	\$ 363,340.32	

Year 3			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2028 - June 30, 2028	FY28	ESH – Mowing & Grounds Services	\$ 28,282.50	\$ 53,682.04	\$ 143,088.40	
July 1, 2028 - Mar 31, 2029	FY29	ESH – Mowing & Grounds Services	\$ 84,847.50	\$ 70,842.74	\$ 231,142.80	
			\$ 113,130.00	\$ 124,524.78	\$ 374,231.20	

Year 4			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2029 - June 30, 2029	FY29	ESH – Mowing & Grounds Services	\$ 28,282.50	\$ 54,902.68	\$ 147,383.60	
July 1, 2029 - Mar 31, 2030	FY30	ESH – Mowing & Grounds Services	\$ 84,847.50	\$ 72,351.59	\$ 238,081.20	
			\$ 113,130.00	\$ 127,254.27	\$ 385,464.80	

4 Year Total Bid Amount			Original Bid	Original Bid	Original Bid	
ESH – Mowing & Grounds Services			\$ 452,520.00	\$ 495,831.75	\$ 1,475,790.40	

Evansville Psychiatric Children's Hospital (ECPH) Grounds						
			Integrated Services Inc. of KY	Interstate Business Solutions, LLC	KK Dirtworks, INC	
Year 1			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2026 - June 30, 2026	FY26	ESH – Mowing & Grounds Services	\$ 6,184.98	\$ 14,928.59	\$ 28,902.12	
July 1, 2026 - Mar 31, 2027	FY27	ESH – Mowing & Grounds Services	\$ 18,554.94	\$ 22,679.93	\$ 37,795.08	
			\$ 24,739.92	\$ 37,608.52	\$ 66,697.20	

Year 2			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2027 - June 30, 2027	FY27	ESH – Mowing & Grounds Services	\$ 6,184.98	\$ 14,928.59	\$ 29,769.48	
July 1, 2027 - Mar 31, 2028	FY28	ESH – Mowing & Grounds Services	\$ 18,554.94	\$ 22,679.93	\$ 38,929.32	
			\$ 24,739.92	\$ 37,608.52	\$ 68,698.80	

Year 3			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2028 - June 30, 2028	FY28	ESH – Mowing & Grounds Services	\$ 6,184.98	\$ 15,104.57	\$ 30,661.80	
July 1, 2028 - Mar 31, 2029	FY29	ESH – Mowing & Grounds Services	\$ 18,554.94	\$ 23,121.53	\$ 40,096.20	
			\$ 24,739.92	\$ 38,226.10	\$ 70,758.00	

Year 4			Original Bid	Original Bid	Original Bid	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2029 - June 30, 2029	FY29	ESH – Mowing & Grounds Services	\$ 6,184.98	\$ 15,398.20	\$ 31,582.20	
July 1, 2029 - Mar 31, 2030	FY30	ESH – Mowing & Grounds Services	\$ 18,554.94	\$ 23,571.96	\$ 41,299.80	
			\$ 24,739.92	\$ 38,970.16	\$ 72,882.00	

4 Year Total Bid Amount			Original Bid	Original Bid	Original Bid	
ESH – Mowing & Grounds Services			\$ 98,959.68	\$ 152,413.30	\$ 279,036.00	

Best and Final Offer (BAFO) Opportunity

The State has elected to issue Best and Final Offers (BAFOs) to the Respondents. The resulting cost scores from the Respondents' BAFO Cost Proposals are as follows:

Evansville State Hospital (ESH) Grounds						
			Integrated Services Inc. of KY	Interstate Business Solutions, LLC	KK Dirtworks, INC	
Year 1			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2026 - June 30, 2026	FY26	ESH – Mowing & Grounds Services		\$ 46,500.00	\$ 133,922.88	
July 1, 2026 - Mar 31, 2027	FY27	ESH – Mowing & Grounds Services		\$ 75,130.00	\$ 216,336.96	
			\$ -	\$ 121,630.00	\$ 350,259.84	
Year 2			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2027 - June 30, 2027	FY27	ESH – Mowing & Grounds Services		\$ 46,500.00	\$ 137,941.44	
July 1, 2027 - Mar 31, 2028	FY28	ESH – Mowing & Grounds Services		\$ 75,130.00	\$ 222,828.48	
			\$ -	\$ 121,630.00	\$ 360,769.92	
Year 3			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2028 - June 30, 2028	FY28	ESH – Mowing & Grounds Services		\$ 47,430.00	\$ 142,076.48	
July 1, 2028 - Mar 31, 2029	FY29	ESH – Mowing & Grounds Services		\$ 76,630.00	\$ 229,508.16	
			\$ -	\$ 124,060.00	\$ 371,584.64	
Year 4			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2029 - June 30, 2029	FY29	ESH – Mowing & Grounds Services		\$ 48,375.00	\$ 146,335.28	
July 1, 2029 - Mar 31, 2030	FY30	ESH – Mowing & Grounds Services		\$ 78,160.00	\$ 236,387.76	
			\$ -	\$ 126,535.00	\$ 382,723.04	
4 Year Total Bid Amount			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
ESH – Mowing & Grounds Services			\$ -	\$ 493,855.00	\$ 1,465,337.44	

Evansville Psychiatric Children's Hospital (ECPH) Grounds						
			Integrated Services Inc. of KY	Interstate Business Solutions, LLC	KK Dirtworks, INC	
Year 1			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2026 - June 30, 2026	FY26	ESH – Mowing & Grounds Services		\$ 14,780.00	\$ 28,697.76	
July 1, 2026 - Mar 31, 2027	FY27	ESH – Mowing & Grounds Services		\$ 22,150.00	\$ 37,527.84	
			\$ -	\$ 36,930.00	\$ 66,225.60	
Year 2			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2027 - June 30, 2027	FY27	ESH – Mowing & Grounds Services		\$ 14,780.00	\$ 29,558.88	
July 1, 2027 - Mar 31, 2028	FY28	ESH – Mowing & Grounds Services		\$ 22,150.00	\$ 38,653.92	
			\$ -	\$ 36,930.00	\$ 68,212.80	
Year 3			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2028 - June 30, 2028	FY28	ESH – Mowing & Grounds Services		\$ 15,075.00	\$ 30,444.96	
July 1, 2028 - Mar 31, 2029	FY29	ESH – Mowing & Grounds Services		\$ 22,590.00	\$ 39,812.64	
			\$ -	\$ 37,665.00	\$ 70,257.60	
Year 4			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
Dates	SFY	ITEM DESCRIPTION	Total	Total	Total	
Apr 1, 2029 - June 30, 2029	FY29	ESH – Mowing & Grounds Services		\$ 15,375.00	\$ 31,357.56	
July 1, 2029 - Mar 31, 2030	FY30	ESH – Mowing & Grounds Services		\$ 23,040.00	\$ 41,006.04	
			\$ -	\$ 38,415.00	\$ 72,363.60	
4 Year Total Bid Amount			Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	Best and Final Offer (BAFO)	
ESH – Mowing & Grounds Services			\$ -	\$ 149,940.00	\$ 277,059.60	

The respondent's bid submission was evaluated based on the criteria outlined in the bid documents and their compliance with required specifications. When necessary, the State engaged with the respondent to clarify details and confirm that the specifications were met.

Award Summary

The final overall evaluation scores are presented in the table below.

	ESH	ECPP		ESH	ECPP	ESH	ECPP
Respondent	Total Price	Total Price	Preference	Evaluated Deduction	Evaluated Deduction	Evaluation Bid Amount	Evaluation Bid Amount
Integrated Services Inc. of KY	\$ 452,520.00	\$ 98,959.68	None	\$ -	\$ -	\$ 452,520.00	\$ 98,959.68
Interstate Business Solutions, LLC	\$ 493,855.00	\$ 149,940.00	Specialized Employee Services	\$ 74,078.25	\$ 22,491.00	\$ 419,776.75	\$ 127,449.00
KK Dirtworks, INC	\$ 1,465,337.44	\$ 277,059.60	None	\$ -	\$ -	\$ 1,465,337.44	\$ 277,059.60

Preference

Integrated Services Inc. of KY: No preferences claimed

Interstate Business Solutions, LLC: Indiana Business and Specialized Employee Services (I.C. 5-22-15-26) preferences

KK Dirtworks, Inc.: No preferences claimed

During the course of evaluation, the State scrutinized the bids to determine the viability of the proposed business solution to meet the needs of the State. The Indiana Department of Administration evaluated the bids based on the stipulated criteria outlined in the bid documents.