



**Interoffice Memorandum**

February 14, 2022

**TO:** Mayor Jerry L. Demings  
-AND-  
County Commissioners

**FROM:** Carrie Mathes, CFM, NIGP-CPP, CPPO, C.P.M., Manager II,  
Procurement Division

**CONTACT:** Michael Hudkins, Manager II, Water Reclamation Division  
407-254-9685

**SUBJECT:** Award of Invitation for Bids Y22-131-RM, Biosolids Management –  
South Water Reclamation Facility

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y22-131-RM, Biosolids Management – South Water Reclamation Facility, to the low responsive and responsible bidder, Revinu, Inc., in the estimated contract award amount of \$1,075,958 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

**PROCUREMENT:**

The contract will provide all labor, processes, materials, supplies, and equipment necessary for the removal, transport, and disposal of biosolids produced at the South Water Reclamation Facility.

**FUNDING:**

Funding is available in account number 4420-038-1351-3197.

**APPROVALS:**

The Water Reclamation Division and Business Development Division concur with this recommendation.

**REMARKS:**

Three bids were received in response to the Invitation for Bids and were evaluated for price, responsiveness, and responsibility.

Revinu, Inc. is the low responsive, responsible bidder. The bid is considered reasonable based on comparison with the current County contract for the same service. Revinu, Inc. has satisfactory a record of performance for this type of work

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according to the references provided and has been determined to be responsible. Therefore, award is recommended to Revinu, Inc.

The bid tabulation is as follows:

Revinu, Inc.	Base Year	\$1,075,958
	Option Year 1	\$1,098,042
	Option Year 2	\$1,120,350
	<b>Total Estimated Bid</b>	<b>\$3,294,350</b>
Synagro South, LLC	Base Year	\$1,149,850
	Option Year 1	\$1,255,014
	Option Year 2	\$1,369,830
	Total Estimated Bid	\$3,774,694
H&H Liquid Sludge Disposal, Inc.	Base Year	\$1,734,200
	Option Year 1	\$1,779,270
	Option Year 2	\$1,859,550
	Total Estimated Bid	\$5,373,020



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

February 1, 2022

TO: Rebeca Malave, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y22-131-RM, Biosolids Management – South Water  
Reclamation Facility**

The Business Development Division evaluated the **three bids** submitted for this project. **None of the bidders** are Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

*VaSantha Raysor, BDD  
2/1/2022*