



Interoffice Memorandum

January 16, 2023

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

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

CONTACT: Richard Steiger, FMA, Manager II, Facilities Management Division
407-836-7473

SUBJECT: Award of Invitation for Bids Y22-1075-MM, Electrical Maintenance,
Repair and Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-1075-MM, Electrical Maintenance, Repair and Replacement, to the following bidders for Lots A, B, C and D for one-year terms. Further request authorization for the Procurement Division to renew the contracts for four additional one-year terms.

Lot	Bidder	Locations	Estimated Annual Amount
Lot A	Lakeside Electrical Services	Facilities Management– Central & 33 rd Street Districts	\$363,400
Lot B	Heron Electric Inc.	Facilities Management– East, West, Downtown Districts	\$400,850
Lot C	Base 3, LLC, dba Gibson Electric	Utilities	\$482,000
Lot D	Lakeside Electrical Services	Fire Rescue & Other County Sites	\$279,600

PURPOSE:

These contracts will provide necessary electrical repair, maintenance services, and installation of new electrical fixtures and systems at multiple facilities within Orange County.

FUNDING:

Funding is available in account numbers: 0001-043-1717-3810, 0001-0433-1718-3810, 0001-043-1713-3810, 0001-043-1715-3810, 0001-043-1719-3810, 4420-038-1301-3810, 4420-038-1310-3810, 4420-038-1359-3810, 4410-038-1013-3810, 4410-038-1031-3810, 1009-034-0672-3810, and 4430-035-0922-3810.

APPROVALS:

The Facilities Management and Business Development Divisions concur with this recommendation.

REMARKS:

Four bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The submission from Strong Cap, LLC was deemed non-responsive for failing to submit the required bid documents. Due to the magnitude of work and expanse of areas to be serviced, four contracts are needed. The solicitation established that it was the County's intent to make multiple awards, and then in the event competition was limited, bidders could be awarded more than one lot.

Lakeside Electrical Services, Heron Electric Inc, and Base 3, LLC dba Gibson Electric have a satisfactory record of performance and possess the required licensure to perform the services. Therefore, award is recommended to Lakeside Electrical Services – Lots A and D, Heron Electric Inc. – Lot B, and Base 3, LLC dba Gibson Electric – Lot C.

Bid Tabulation

Lot	Bidder	Estimated Annual Total
Lot A: Facilities Management – Central & 33 rd St. Districts	Lakeside Electrical Services	\$363,400
	Heron Electric	\$384,300
	Base 3, LLC dba Gibson Electric	\$414,750
	Strong Cap, LLC	Non-Responsive
Lot B: Facilities Management – East, West, Downtown Districts	Lakeside Electrical Services	\$378,400
	Heron Electric	\$400,850
	Base 3, LLC dba Gibson Electric	\$435,500
	Strong Cap, LLC	Non-Responsive

Bid Tabulation (Continued)

Lot C: Utilities	Lakeside Electrical Services	\$414,200
	Heron Electric	\$426,950
	Base 3, LLC dba Gibson Electric	\$482,000
	Strong Cap, LLC	Non-Responsive
Lot D – Fire Rescue and Other County Sites	Lakeside Electrical Services	\$279,600
	Heron Electric	\$290,750
	Base 3, LLC dba Gibson Electric	\$321,500
	Strong Cap, LLC	Non-Responsive



BUSINESS DEVELOPMENT DIVISION

November 28, 2022

TO: Megan Miller, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot A)

The Business Development Division evaluated the **three bids** submitted for this project and found that this contract may be awarded to **Lakeside Electrical Services**, a Certified Minority Business Enterprise (MBE) firm. At the time of bid opening at least 24 firms were certified at the prime level in the scope of service. The Orange County certified firm is the lowest bidder. 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

Sheena Ferguson

BID COMPARISON**Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot A)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Lakeside Electrical Services (MBE - HISP)	\$363,400				
2nd Low	Heron Electric, Inc. (MBE-AFAM)	\$384,300	\$20,900	5.75%		
3rd Low	Base 3, LLC dba Gibson Electric	\$414,750	\$51,350	14.13%	\$30,450	7.92%



BUSINESS DEVELOPMENT DIVISION

November 28, 2022

TO: Megan Miller, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot B)

The Business Development Division evaluated the **three bids** submitted for this project and found that this contract may be awarded to **Lakeside Electrical Services**, a Certified Minority Business Enterprise (MBE) firm. At the time of bid opening at least 24 firms were certified at the prime level in the scope of service. The Orange County certified firm is the lowest bidder. 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

BID COMPARISON**Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot B)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Lakeside Electrical Services (MBE - HISP)	\$378,400				
2nd Low	Heron Electric, Inc. (MBE-AFAM)	\$400,850	\$22,450	5.93%		
3rd Low	Base 3, LLC dba Gibson Electric	\$435,500	\$57,100	15.09%	\$34,650	8.64%



BUSINESS DEVELOPMENT DIVISION

November 28, 2022

TO: Megan Miller, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot C)

The Business Development Division evaluated the **three bids** submitted for this project and found that this contract may be awarded to **Lakeside Electrical Services**, a Certified Minority Business Enterprise (MBE) firm. At the time of bid opening at least 24 firms were certified at the prime level in the scope of service. The Orange County certified firm is the lowest bidder. 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

BID COMPARISON**Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot C)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Lakeside Electrical Services (MBE - HISP)	\$414,200				
2nd Low	Heron Electric, Inc. (MBE-AFAM)	\$426,950	\$12,750	3.08%		
3rd Low	Base 3, LLC dba Gibson Electric	\$482,000	\$67,800	16.37%	\$55,050	12.89%



BUSINESS DEVELOPMENT DIVISION

November 28, 2022

TO: Megan Miller, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot D)

The Business Development Division evaluated the **three bids** submitted for this project and found that this contract may be awarded to **Lakeside Electrical Services**, a Certified Minority Business Enterprise (MBE) firm. At the time of bid opening at least 24 firms were certified at the prime level in the scope of service. The Orange County certified firm is the lowest bidder. 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

BID COMPARISON**Y22-1075-MM, Electrical Maintenance, Repair and Replacement (Lot D)**

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Lakeside Electrical Services (MBE - HISP)	\$279,600				
2nd Low	Heron Electric, Inc. (MBE-AFAM)	\$290,750	\$11,150	3.99%		
3rd Low	Base 3, LLC dba Gibson Electric	\$321,500	\$41,900	14.99%	\$30,750	10.58%