



Orange County Government

Orange County
Administration Center
201 S Rosalind Ave.
Orlando, FL 32802-1393

Legislation Text

File #: 25-881, **Version:** 1

Interoffice Memorandum

DATE: May 30, 2025

TO: Mayor Jerry L. Demings and County Commissioners

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

CONTACT: Terry Devitt, Deputy Director, Orange County Convention Center

PHONE: 407-685-9867

SUBJECT: Award of Invitation for Bids Y25-751-CC, Orange County Convention Center North-South Building South Main Distribution Frame (MDF) and Main Distribution Room (MDR) Alternate Cooling Upgrades

ACTION REQUESTED:

Approval to award Invitation for Bids Y25-751-CC, Orange County Convention Center North-South Building South Main Distribution Frame and Main Distribution Room Alternate Cooling Upgrades to the sole responsive and responsible bidder, Air Mechanical & Service Corp., in the total contract award amount of \$1,342,595. ([Convention Center Capital Planning and Building Systems Division] Procurement Division)

PROCUREMENT:

Work under this contract involves the removal and replacement of three existing chilled water Computer Room Air Conditioning (CRAC) units with new dual-coil CRAC units. The project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0965-34-6210.

APPROVALS:

The Convention Center and Business Development Division concur with this recommendation.

REMARKS:

One bid was received in response to this Invitation for Bids (IFB) and was evaluated for responsiveness, responsibility, and price reasonableness. As Air Mechanical & Service Corp. was the sole bidder, negotiations were held, resulting in a reduction to the bid in the amount of \$15,144. The bid is considered reasonable based on negotiations and current market factors.

To ensure an open and competitive process, the IFB was posted on the County's e-procurement platform. A query of known potential bidders that declined to participate in this bid opportunity resulted in the following findings:

Irvine Mechanical, Inc.: Did not bid due to challenges obtaining subcontractor quotes to satisfy the socio-economic programs.

S.I. Goldman Company: Stated they were not able to fit it into their bid schedule.

Sherman Mechanical Contractors: Did not bid due to internal resource constraints on this particular project timeline.

Comfort Systems USA, Inc.: Did not respond to the inquiry.

Ovation Construction, Inc.: Did not respond to the inquiry.

Aire Advice LLC: Did not respond to the inquiry.

Trinity Electrical Solutions: Did not respond to the inquiry.

References provided were satisfactory for this type of work and Air Mechanical & Service Corp. has been determined to be responsible. Therefore, award is recommended to Air Mechanical & Service Corp.

The bid tabulation is as follows:

Bidder	Negotiated Bid Total
Air Mechanical & Service Corp.	\$1,342,595



BUSINESS DEVELOPMENT DIVISION

April 11, 2025

TO: Corrie Cummings, Contracting Agent
Procurement Division

FROM: Kambria Anderson, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y25-751-CC, N-S Bldg South MDF & MDR Alternate Cooling Upgrades**

The Business Development Division evaluated the sole bid submitted for this project. The Business Development Division (BDD) completed an M/WBE Availability Analysis. The scope of services for this project had M/WBE availability. As a result, the M/WBE goal remained at 25%. At the time of bid opening, at least 66 firms were certified to provide the scope of services at the subcontract level.

The sole bid, submitted by Air Mechanical Service Corp., reported 15.73% in M/WBE participation. Therefore, the bidder did not meet the 25% Orange County M/WBE participation goal, **per the Ordinance requirement.**

If the M/WBE participation goal is not met, bidders are required to demonstrate Good Faith Effort, **per the M/WBE Ordinance requirement.** The bidder provided documentation showing completion of Actions #1 through #5 and indicated that they have historically performed the mechanical scope, which they intend to handle in-house for this project, as outlined on the Good Faith Effort Form.

The bidder indicated they have historically performed (51.68% In-house) the scope of services denoted on the Good Faith Effort Form. **Per the Ordinance, Sec. 17-321,** A prime contractor is not required to subcontract out work that it has historically and consistently performed with its own work force.

Sheena Ferguson 4.11.2025

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Please note the bidder's certified M/WBE participation:

MBE-HM	First Option Insulation, Inc.	\$111,595.35
MBE-HM	Rey's Concrete, Inc.	\$36,000
MBE-AFAM	Celectsys, Inc.	\$65,975
Total M/WBE Participation		\$213,570.35 (15.73%)

In the chart above, the bidder demonstrates 15.73% M/WBE participation. Good Faith Effort was achieved for the remaining 48.32% of scopes of services available for this project by the bidder.

Our evaluation of these bids was based on the participation listed on the Contract and Subcontract Goal Participation Schedule Form and the Good Faith Effort Form. Attached is a spreadsheet reconciling the bidders' compliance with the Invitation for Bid's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

Also, I confirm my recommendation is free of conflicts of interest.

BID COMPARISON										
Y25-751-CC, N-S Bldg South MDF & MDR Alternate Cooling Upgrades										
Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Air Mechanical Service Corp.	\$1,357,739.00	\$213,570.35	15.73%	YES					52 / 7