




December 13, 2021

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

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

Contact: Sara Flynn-Kramer, Manager, Capital Projects Division
(407) 836-0048

Subject: Award of Invitation for Bids Y21-7022-RC Orange County
Cooperative Extension Exhibit Hall HVAC Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y21-7022-RC, Orange County Cooperative Extension Exhibit Hall HVAC Replacement to the low responsive and responsible bidder, Air Mechanical & Service Corp., in the total contract award amount of \$ 417,053.

PROCUREMENT:

This project includes mechanical work, replacing of the remaining R-22 refrigerant Direct Expansion (DX) split system air handling unit that serves the classroom wing, exhibit hall, and administration wing buildings with like capacity R-410A DX split system. The new units will be located in the same location as existing and will connect to the existing Building Automation System that currently serves the campus. Work will also include electrical work, disconnecting and reconnecting power from existing Air Handling Units and Condensing Units. The project is located in District 3.

FUNDING:

Funding is available in account number 1023-043-2049-3810.

APPROVALS:

The Capital Projects and Business Development Divisions concur with this recommendation.

REMARKS:

Two bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Gibson Air Conditioning & Refrigeration, LLC was deemed non-responsive by the Procurement Division, based

Award Invitation for Bids Y21-7022-RC, Orange County Cooperative Extension
Exhibit Hall HVAC Replacement
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on the analysis provided by the Business Development Division that identified that the M/WBE participation goal was not achieved and sufficient good faith effort documentation was not provided. The bid submitted from Air Mechanical & Service Corp. is considered reasonable based on comparison to the engineer's estimate. 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.

Bid tabulation is as follows:

BIDDERS:	BASE BID
Air Mechanical & Service Corp.	\$417,053
Gibson Air Conditioning & Refrigeration, LLC	Non- Responsive

**BUSINESS DEVELOPMENT DIVISION**

September 30, 2021

TO: Rochelle Chambers, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division M/WBE Bid Evaluation

**PROJECT: Y21-7022-RC / Orange County Cooperative Extension Exhibit Hall
HVAC Replacement**

The Business Development Division evaluated two bids submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited Minority/Women Business Enterprise availability. As a result, the M/WBE goal was reduced to 1%. At the time of bid opening, at least 33 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder, submitted by Gibson Air Conditioning and Refrigeration, LLC, reported 0.00% in M/WBE participation. They did not meet the 1% M/WBE participation goal and did not submit sufficient good faith effort documentation.

The second low bidder, submitted by Air Mechanical & Service Corp., reported 2.63% in M/WBE participation. They met the 1% M/WBE subcontractor goal. Please note the following certified M/WBE participation:

WBE-HF	First Option Insulation	\$3,470.54
MBE-AFAM	Celectsys, Inc.	\$7,500.00
Total MWBE Participation		\$10,970.54 (2.63%)

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. 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.

cc: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON						
Y21-7022-RC / Orange County Cooperative Extension Exhibit Hall HVAC Replacement						
Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 1%)	GFE	EEO % M / W
Low Bid	Gibson Air Conditioning and Refrigeration, LLC	\$375,000.00	\$0.00	0.00%	No	0 / 33 %
2nd Low	Air Mechanical & Service Corp.	\$417,053.00	\$10,970.54	2.63%	N/A	33 / 0 %