



March 14, 2022

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

*From:*

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

Contact: Troy Layton, Manager, Utilities Field Services Division  
407-254-9794

Subject: Award of Invitation for Bids Y22-132-RC, Utilities Site Restoration Services Term Contract

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-132-RC, Utilities Site Restoration Services Term Contract, to the low responsive and responsible bidder, Stage Door II, Inc. in the estimated contract award amount of \$4,272,475 for the base year. Further request authorization for the Procurement Division to exercise option years one and two.

PROCUREMENT:

Work under this contract includes, but is not limited to, installation, restoration, repair, or additions to pavement, driveways, sidewalks, curbs, gutters, and sodding following emergency repairs and routine maintenance performed by the Utilities Department. Sites shall include but are not limited to rights-of-way, easements, County property, County facilities, pump stations, and private property as required. Work will be issued on an as-needed basis throughout Orange County.

FUNDING:

Funding is available in account numbers 4420-038-1347-3190 and 4420-038-1328-3190.

APPROVALS:

The Utilities Field Services Division and Business Development Division 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 bid from Schuller Contractors, Incorporated was deemed non-responsive by the Procurement Division, based on the analysis provided by the Business Development Division, which identified that the M/WBE participation goal was not achieved, and sufficient good faith effort documentation was not provided. The bids submitted by American Persian and Construction Company LLC dba APEC LLC and Valencia Construction Group, Inc. were deemed non-responsible for failure to meet the similar project criteria. Stage Door II, Inc. has satisfactory records of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to Stage Door II, Inc.

Award of Invitation for Bids Y22-132-RC, Utilities Site Restoration Services Term Contract  
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Bid tabulation is as follows:

**BIDDER:**

Stage Door II, Inc.

**BID TOTAL:**

Base Year	\$	4,272,475
Option Year 1	\$	4,272,375
Option Year 2	\$	<u>4,272,375</u>
Total Bid Price	\$	<b>12,817,225</b>

Schuller Contractors  
Incorporated  
American Persian and  
Construction Company LLC  
dba APEC LLC  
Valencia Construction Group,  
Inc.

Non-Responsive

Non-Responsive

Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

January 28, 2022

**TO:** Rolando Melo, Contracting Agent  
Procurement Division

**FROM:** Kesi Warren, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **Y22-132-RC, Orange County Utilities Site Restoration**

The Business Development Division evaluated the four bids submitted for this project. The Business Development Division completed a M/WBE Availability Analysis. The scope of services for this project had M/WBE availability. As a result, the M/WBE goal is 24%. At the time of bid opening; at least 30 firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder, submitted by American Persian Engineering and Construction LLC dba APEC LLC reported 31% in M/WBE participation and met the Orange County M/WBE participation goal of 24%. Please note the following certified M/WBE participation:

HM	German Delaware	\$2,781,276
<b>Total MWBE Participation</b>		<b>\$2,781,276 (31%)</b>

The apparent second low bidder, submitted by Stage Door II, Inc. reported 0% in M/WBE participation and did not meet the Orange County M/WBE participation goal of 24%. They indicated in their bid that they have historically performed all of the scope of services listed in the bid form on pages D3 to D16. Per the Ordinance, Sec. 17-321, the prime contractor is not required to subcontract out work that it has historically and consistently performed with its own workforce.


**Interoffice Memorandum**

The apparent third low bidder, submitted by Schuller Contractors Incorporated reported 1% M/WBE participation and did not meet the Orange County M/WBE participation goal of 24%. The bidder did not achieve good faith effort documentation. Please note the following certified M/WBE participation:

HM	H & M Electrical & Underground	\$81,165
HM	La Costa Sod	\$97,100
WF	Flash-Rite	\$6,000
<b>Total MWBE Participation</b>		<b>\$184,265 (1%)</b>

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.

c: contract file



**BID COMPARISON**

**IFB-Y22-132-RC, Orange County Utilities Site Restoration**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 24%)	GFE	\$ Over Low Bid	% Difference From Low Bid (3%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	American Persian Engineering and Construction LLC dba APEC LLC	\$8,861,700	\$2,781,276	31%	N/A					40%/10%
2nd Low	Stage Door II, Inc.	\$12,719,725	\$0	0%	N/A	\$3,858,025	43.54%			44%/44%
3rd Low	Schuller Contractors Incorporated	\$15,447,930	\$184,265	1%	No	\$6,586,230	74.32%	\$2,728,205	21.45%	44%/11%