




## Interoffice Memorandum

August 23, 2023

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

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

Contact: Eduardo Avellaneda, M.S., P.E., Manager II, Roads and Drainage Division  
407-836-7875

Subject: Award of Invitation for Bids Y23-1044-CR, Installation of Pavement Markings

### ACTION REQUESTED:

Approval to award Invitation for Bids Y23-1044-CR, Installation of Pavement Markings, to the low responsive and responsible bidders, Oglesby Construction, Inc., in the estimated contract award amount of \$1,348,835 and McShea Contracting, LLC, in the estimated contract award amount of \$1,666,631 for a one-year term. Further, request authorization for the Procurement Division to renew the contract for two additional one-year terms.

In the event the bidders recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

### PROCUREMENT:

Work shall include all labor, materials and equipment for the installation of pavement markings on existing and new resurfaced roadways. Work shall be issued on an as needed basis throughout Orange County.

### FUNDING:

Funding is available in account number 1004-072-2990-3816.

### APPROVALS:

The Roads and Drainage and Business Development Divisions concur with this recommendation.

REMARKS:

Three bids were received in response to this Invitation for Bids and were evaluated for responsiveness and responsibility. Oglesby Construction, Inc. and McShea Contracting, LLC have a satisfactory record of performance for this type of work and have been determined to be responsible. Therefore, award is recommended to Oglesby Construction, Inc. and McShea Contracting, LLC.

The bid tabulation is as follows:

<u>Bidder:</u>	<u>Total Bid:</u>
Oglesby Construction, Inc.	\$1,348,835
McShea Contracting, LLC	\$1,666,631
Fausnight Stripe and Line, Inc.	\$1,956,065



**BUSINESS DEVELOPMENT DIVISION**

August 31, 2023

TO: Cassandra Reyes, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator Business  
Development Division

SUBJECT: Business Development Division Bid Evaluation Revised

**PROJECT: Y23-1044-CR, Installation of Pavement Markings**

The Business Development Division evaluated the **three bids** submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal is 5.3%. At the time of bid opening, at least four firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Oglesby Construction, Inc. reported M/WBE participation, but the Contract and Sub-contract Goal Participation Schedule and the Employment Opportunity Workforce (EOW) Schedule forms were incomplete.

Business Development issued a submittal of clarification email request on July 24, 2023; for the apparent low bidder to submit:

- The Contract and Sub-contract Goal Participation Schedule was incomplete and
- The EOW form was incomplete and incorrect.

On July 25, 2023, the apparent low bidder responded and resubmitted:

- The complete Contract and Sub-Contract Goal Participation Schedule and
- The complete and corrected EOW form

*Sheena Ferguson*

Oglesby Construction, Inc. reported M/WBE participation 6.67% in M/WBE participation and met the Orange County M/WBE participation goal of 5.3% **per the Ordinance.**

Please note the following certified M/WBE participation:

WBE-WF	Angco, Inc.	\$90,000
<b>Total MWBE Participation</b>		<b>\$90,000</b>

The apparent second low bid, submitted by McShea Contracting, LLC didn't include the Contract and Sub-contract Goal Participation Schedule form need to denote the M/WBE participation. The bidder indicated in their bid that they have historically performed various scopes of services listed in the bid form on pages 10-14.

Business Development issued a submittal of clarification email request on July 24, 2023; for the apparent second low bidder to submit:

- The Contract and Sub-contract Goal Participation Schedule was omitted from the bid.

On July 25, 2023, the apparent second low bidder responded and submitted:

- The Contract and Sub-contract Goal Participation Schedule

McShea Contracting, LLC reported 0% in M/WBE participation and did not meet the Orange County M/WBE participation goal of 5.3% **per Ordinance.** The bidder indicated in their bid that they have historically performed various scopes of services listed in the bid form on pages 10-14. 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. **Per the Ordinance when the M/WBE goal is not achieved.**

The apparent third low bid, submitted by Fausnight Stripe and Line, Inc. reported 27.08% in M/WBE participation and met the Orange County M/WBE participation goal of 5.3% **per Ordinance.**

Please note the following certified M/WBE participation:

WBE-WF	Angco, Inc.	\$529,800
<b>Total MWBE Participation</b>		<b>\$529,800</b>

**Interoffice Memorandum**

Our evaluation of these bids was based on the participation listed on the Contract and Sub-Contract Goal Participation Schedules. Attached is a spreadsheet reconciling the bidders' compliance with the Invitation for Bid's M/WBE requirements, including the percentage breakdown for the bidder and a comparison of the relative bid versus participation percentages.

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

c: contract file

<b>BID COMPARISON</b>										
<b>IFB-Y23-1044-CR, Installation of Pavement Markings</b>										
<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 5.3%)</b>	<b>GFE</b>	<b>\$ Over Low Bid</b>	<b>Differenc e From Low Bid</b>	<b>\$ Over 2nd Low Bid</b>	<b>Difference From 2nd Low Bid</b>	<b>EEO M / W</b>
Low Bid	Oglesby Construction, Inc.	\$1,348,835	\$90,000	6.67%	N/A					44%/10%
2nd Low	McShea Contracting, LLC	\$1,666,631	\$0	0%	No	\$317,796	23.56%			44%/10%
3rd Low	Fausnight Stripe and Line, Inc.	\$1,956,065	\$529,800	27.08%	N/A	\$607,230	45.02%	\$289,434	17.37%	35%/6%