




## Interoffice Memorandum

January 16, 2019

To: Mayor Jerry L. Demings  
and the Board of County Commissioners

From:  Carrie Mathes, Manager, Procurement Division

Contact: David Gregory, Manager, Solid Waste Division  
407-254-9653

Subject: Award of Invitation for Bids Y18-787-RM, McLeod Road Transfer Station  
Replacement

### ACTION REQUESTED:

Approval to award Invitation for Bids Y18-787-RM, McLeod Road Transfer Station Replacement, to the low responsive and responsible bidder, J. Kokolakis Contracting, Inc. in the base contract award amount of \$26,335,247.26. and the incentive value not-to-exceed amount of \$1,170,000 for total contract award amount not-to-exceed \$27,505,247.26.

### PROCUREMENT:

The scope of work consists of demolition of existing solid waste transfer station facility, including above ground buildings and underground infrastructure, construction of a new pre-engineered metal tipping building, new scale house, truck scales, new site utilities, and vehicle maintenance facility with offices and break room on the second floor. The project is located in District 1.

### FUNDING:

Funding is available in account number 4410 038 1065 6310.

### APPROVALS:

The Solid Waste Division and Business Development Division concur with this recommendation.

### REMARKS:

Two bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Building the new transfer station on the site of the existing facility will require shutting down the McLeod Road Transfer Station for up to 18 months. Because of the negative impacts this shutdown will have on Solid Waste customers and operations, this contract includes incentives payments for early completion of \$13,000 per day for up to 90 days or 5 percent of the contract, whichever is less, if construction is completed in less than 18 months. The daily incentive amount is based on the daily average revenue received for waste delivered to the McLeod Transfer Station. Although the bid submitted by J. Kokolakis Contracting, Inc. is approximately 29% lower than the second low bidder, staff evaluated the bids and determined that the low bid is reasonable. References provided were satisfactory for this type of work and J. Kokolakis Contracting, Inc. has been determined to be responsible. Therefore, award is recommended to J. Kokolakis Contracting, Inc. Bid tabulation is as follows:

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Award of Invitation for Bids Y18-787-RM, McLeod Road Transfer Station Replacement

Bidder

J. Kokolakis Contracting, Inc.

\$26,335,247.26

Wharton Smith, Inc.

\$34,227,000.00



**BUSINESS DEVELOPMENT DIVISION**

December 7, 2018

TO: Rolando, Melo, Senior Contract Administrator  
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator *DW*  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y18-787-RM / McLeod Road Transfer Station Replacement**

The Business Development Division evaluated the two bids submitted for this project and found that the apparent low bidder J. Kokolakis Contracting, Inc. met the MWBE participation goal and reported 32.91% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-hm	OLP Construction, Inc.	\$5,045,268
Mbe-hm	S R Plumbing Corp.	\$205,133
Mbe-afam	Prime Electrical Services, Inc	\$3,417,458
<b>Total MWBE Participation</b>		<b>\$8,667,859 (32.91%)</b>

The second low bid submitted by Wharton-Smith, Inc. did not achieve good faith effort documentation and reported 3.66% MWBE participation in their bid.

None of the bids were within the MWBE sliding scale range to be awarded this contract over the low bidder.

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. If the low bidder is not chosen, please let us know so that we may obtain Letters of Intent to confirm the participation.

Attached is a spreadsheet reconciling the bidders' compliance with the IFB's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*

**BID COMPARISON****Y18-787-RM / McLeod Road Transfer Station Replacement**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 25%)</b>	<b>GFE</b>	<b>\$ Over Low Bid</b>	<b>% Difference From Low Bid (3%)</b>	<b>\$ Over 2nd Low Bid</b>	<b>% Difference From 2nd Low Bid</b>	<b>EEO % M / W</b>
Low Bid	J. Kokolakis Contracting, Inc.	\$26,335,247.26	\$8,667,859	32.91%	na					16/15
2nd Low	Wharton-Smith, Inc.	\$34,227,000.00	\$1,253,910	3.66%	no	\$7,891,752.74	29.97%			32/13