



Interoffice Memorandum

August 1, 2018

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: Carrie Mathes, Manager, Procurement Division

Contact: Marc A. Cannata, Manager, Capital Planning Division and Building
Systems Division
(407) 685-5993

Subject: Award of Invitation for Bids Y18-764-EB, Orange County Convention
Center Campus Cooler Alert System

ACTION REQUESTED:

Approval to award Invitation for Bids Y18-764-EB, Orange County Convention Center Campus Cooler Alert System, to the sole responsive and responsible bidder, Air Mechanical & Service Corp. in the total contract award amount of \$1,022,700.

PROCUREMENT:

Work will consist of furnishing, and installing a temperature monitoring system on existing coolers, freezers, and food service pumps throughout the Orange County Convention Center (OCCC). The new system will connect to the existing Building Automation System network. The project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0960-63-6210.

APPROVALS:

The OCCC Capital Planning Division and Business Development Division concur with this recommendation.

REMARKS:

One bid was received in response to the Invitation for Bids (IFB). The bid submitted by Air Mechanical & Service Corp. is 1% below the engineer's estimate. Staff considers the price differential to be part of the means and methods, market trends, equipment availability, and labor utilized by the contractor. Price submitted by Air Mechanical & Service Corp. is considered fair and reasonable and consistent with like contract prices. Air Mechanical & Service Corp. has a satisfactory record of performance and has been determined to be responsible. Therefore, award is recommended to Air Mechanical & Service Corp.

The walk-in coolers, freezers, and food service pumps throughout the Convention Center do not have an overall alert system that can be accessed or that can provide warnings when temperatures for food preservation become deficient. The lack of a monitoring alert system at the Convention Center has caused, on several occasions, food to spoil, creating waste and loss of potential revenue. The installation of this system is critical for the safe handling of food and efficient operations throughout the kitchens and dining areas in the Convention Center.

There is a high level of construction throughout the Central Florida Region, which may have affected the response to this bid. This, combined with the project being of a specialized nature involving HVAC components, sensors, door switches, and decommissioning and addition of new or improved graphics to the OCCC Campus network on a congested and occupied site, may have contributed to limited response to this IFB. The corresponding feedback of bidders that did not submit a bid, appears to be due to contractors' workload, which reflects the current market conditions of the industry.

To ensure an open and competitive bid process, the IFB was posted on the Orange County website. The bid opening date of the IFB was extended twice to allow staff to reach out to additional sources to elicit competition. A query from staff to known sources who declined to compete on this project resulted in the following findings:

1. Comfort Systems USA – did not respond to inquiry.
2. PCL Construction Services – did not respond to inquiry.
3. Energy Air – declined to participate, did not provide specific reason.
4. Unisource Marketing - did not respond to inquiry.
5. E-Control Systems - did not respond to inquiry.
6. SMART Temps, LLC - did not respond to inquiry.
7. International Restaurant Distributors, Inc. - did not respond to inquiry.
8. W.H. Reynolds Distributors, Inc. - did not respond to inquiry.
9. Beltram Edge Tool Supply, Inc. – declined to participate due to time constraints.
10. Wharton Smith – did not respond to inquiry.
11. Kokolakis Contracting – did not respond to inquiry.
12. Axios Construction Services, LLC – did not respond to inquiry.
13. Comelco, Inc. – only bid this type of project as a sub-contractor.
14. Power Engineering Group, Inc. – did not respond to inquiry.
15. Honeywell - decided to participate as a sub-contractor to Air Mechanical & Service Corp.

Staff negotiated with Air Mechanical & Service Corp., who confirmed their understanding of the scope of work and reduced their bid amount by \$6,300 to a negotiated bid amount of \$1,022,700. Based on technical review performed by staff and the design consultant, the bid is considered reasonable.

<u>Bids Received:</u>	<u>Bid Amount:</u>	<u>Negotiated Bid Amount:</u>
Air Mechanical & Service Corp	\$1,029,000	\$1,022,700



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 6, 2018

TO: Elia Batista, Senior Contract Administrator
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y18-764-EB / Orange County Convention Center Campus Cooler Alert System**

The Business Development Division evaluated the one bid submitted for this project and found that the apparent low bidder Air Mechanical & Service Corp. met the MWBE participation goal and reported 32.32% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-hm	Lakeside Electrical Services, LLC	\$330,565
Total MWBE Participation		\$330,565 (32.32%)

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**Y18-764-EB / Orange County Convention Center Campus Cooler Alert System**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Air Mechanical & Service Corp.	\$1,022,700	\$330,565	32.32%	na					31/5