



BUSINESS DEVELOPMENT DIVISION

March 10, 2025

TO: Cassandra Reyes, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation Revised

PROJECT: Y25-156-CR, Installation of Pavement Markings

The Business Development Division evaluated the **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 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 McShea Contracting, LLC reported 0% 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 all scopes of services listed in the bid form on pages 12-16. Per the Ordinance, Sec. 17-321, a prime contractor is not required to subcontract out work that it has historically and consistently performed with its own workforce. However, for any portion not historically performed, the prime contractor must make a good-faith effort to utilize available minority and women-owned business enterprises. Good Faith Effort documentation was achieved.

The apparent second low bid, submitted by Fausnight Stripe and Line, Inc., reported 0% 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 all scopes of services listed in the bid form on pages 12-16. Per the Ordinance, Sec. 17-321, a prime contractor is not required to subcontract out work that it has historically and consistently performed with its own workforce.

Sheena Ferguson 3.10.2025

However, for any portion not historically performed, the prime contractor must make a good-faith effort to utilize available minority and women-owned business enterprises. Good Faith Effort documentation was achieved.

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

BID COMPARISON										
IFB-Y25-156-CR, Installation of Pavement Markings										
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	McShea Contracting, LLC	\$1,753,414	\$0.00	0.00%	N/A					43%/10%
2nd Low	Fausnight Stripe and Line, Inc.	\$2,799,593.70	\$0	0.00%	N/A	\$1,046,180	59.67%			37%/07%