



August 11, 2023

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

From: 

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

Contact: Terry Devitt, Deputy Director, Orange County Convention Center  
407-685-9867

Subject: Award of Invitation for Bids Y23-788-GO, Orange County Convention Center  
West Building Electrical Transformers, Panels and Switchgear Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-788-GO, Orange County Convention Center West Building Electrical Transformers, Panels and Switchgear Replacement, to the low responsive and responsible bidder, Potential Electric, LLC, in the total contract award amount of \$2,415,400.

In the event the bidder 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 under this contract consists of the replacement of existing electrical transformers, panels, and switchgear in the West Building Hall D and E tunnels. This project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0966-45-6210.

APPROVALS:

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

REMARKS:

Five bids were received in response to this Invitation for Bids (IFB) and were evaluated for responsiveness, responsibility, and price reasonableness. The bids from The New Florida Industrial Electric, Inc. and Eau Gallie Electric, Inc. were deemed non-responsive by the Procurement Division, based on the analysis provided by the Business Development Division,

Award of Invitation for Bids Y23-788-GO, Orange County Convention Center West Building  
Electrical Transformers, Panels and Switchgear Replacement  
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Electric, Inc. and Eau Gallie Electric, Inc were 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. S.A. Casey Construction, Inc. was deemed non-responsible for failure to provide reference that conformed to the similar project requirements in the IFB. Potential Electric, LLC has a satisfactory record of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to Potential Electric, LLC.

The bid tabulation is as follows:

<b>Bidder:</b>	<b>Amount</b>
<b>Potential Electric, LLC</b>	<b>\$2,415,400.00</b>
Miller Electric Company	\$2,430,849.50
S.A. Casey Construction, Inc.	Non-Responsible
The New Florida Industrial Electric, Inc.	Non-Responsive
Eau Gallie Electric, Inc.	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

August 31, 2023

**TO:** Gian Carlo Otero, Contracting Agent  
Procurement Division

**FROM:** Princess Clarke, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division Bid Evaluation Revised

**PROJECT:** **Y23-788-GO / Orange County Convention Center West  
Building Electrical Transformers, Panels and Switchgear  
Replacement**

The Business Development Division evaluated 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 remained at 25%. At the time of bid opening; at least 149 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by The New Florida Industrial Electric, Inc., reported 19.41% in M/WBE participation. The M/WBE participation doesn't meet the Orange County M/WBE participation goal of 25% **per the Ordinance requirement.**

Business Development issued a Submittal of Clarification email request on July 10, 2023, for the apparent low bidder to submit:

- Good Faith Effort Form Action #1, #2, #3, #4, and #5

On July 12, 2023, the apparent low bidder provided no response. The M/WBE participation is 19.41% which doesn't meet the Orange County M/WBE participation goal **per the Ordinance requirement. Good Faith Effort (GFE) was not achieved per the Ordinance requirement if the M/WBE goal is not met.** Therefore, GFE was not achieved. Please note the following certified M/WBE participation:

MBE-AM	Mangali	\$60,000.00
MBE-HM	Diversified Supply	\$336,144.50
<b>Total MWBE Participation</b>		<b>\$396,114.50 (19.41%)</b>

*Sheena Ferguson*

**Interoffice Memorandum**

The second low bid, submitted by Orange County MBE firm Potential Electric, LLC is bidding as a Prime contractor. Therefore, Potential Electric, LLC is required to self-perform no less than 51% of the contract per Sec. 17-321 per the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 25% M/WBE goal. Potential Electric, LLC reported self-performing 63.99% with 0% subcontractor's participation. The second low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-AM	Potential Electric, LLC	\$1,545,700.00
<b>Total MWBE Participation</b>		<b>\$1,545,700.00 (63.99%)</b>

The third low bid, submitted by Miller Electric Company, reported 26.27% in M/WBE participation. The third low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	Diversified Supply	\$638,678.37
<b>Total MWBE Participation</b>		<b>\$638,678.37 (26.27%)</b>

The fourth low bid, submitted by Eau Gallie Electric, Inc. reported 13.88% in M/WBE participation. The M/WBE participation doesn't meet the Orange County M/WBE participation goal of 25% **per the Ordinance requirement**.

Business Development issued a Submittal of Clarification email request on July 13, 2023, for the apparent low bidder to submit:

- Good Faith Effort Form Action #1, #2, #3, #4, and #5

As of July 17, 2023, the fourth low bidder provided no response.

The M/WBE participation is 13.88% and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. **Good Faith Effort (GFE) was not achieved per the Ordinance requirement if the M/WBE goal is not met**. Therefore, GFE was not achieved. Please note the following certified M/WBE participation:

MBE-HM	Diversified Supply	\$342,867.50
<b>Total MWBE Participation</b>		<b>\$342,867.50 (13.88%)</b>

**Interoffice Memorandum**

The apparent low bid, submitted by Poli Construction, Inc., reported 26.71% in M/WBE participation. The apparent low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-AFAM	JCB Construction	\$724,718.00
MBE-HM	D'Novo Services	\$2,436,263.00
<b>Total MWBE Participation</b>		<b>\$3,160,981.00 (26.71%)</b>

The second low bid, submitted by CIC Construction Group USA, LLC, reported 31.49% in M/WBE participation. The second low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	D'Novo Services	\$2,320,250.00
MBE-AFAM	J B Mechanical	\$1,404,200.00
MBE-HM	Industrial Sprinkler	\$74,392.00
<b>Total MWBE Participation</b>		<b>\$3,798,842.00 (31.49%)</b>

The third low bid, submitted by Oelrich Construction, Inc., reported 25% in M/WBE participation. The third low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	Rey's Concrete	\$97,100.00
MBE-AFAM	G & C Welding Specialist	\$143,536.00
MBE-HM	Central Florida Construction Walls	\$67,228.00
WBE-WF	Boyd Hart	\$173,962.00
MBE-AM	In Style Technologies	\$70,380.00
MBE-HM	Industrial Sprinkler	\$102,871.00
MBE-AFAM	J B Mechanical	\$1,439,305.00
MBE-AM	Archis Technologies	\$113,213.00
MBE-AFAM	JCB Construction	\$760,653.00
MBE-AFAM	Sterling Silver Scape Sod	\$61,354.00
<b>Total MWBE Participation</b>		<b>\$3,798,842.00 (31.49%)</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.

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

cc: Sheena Ferguson, Manager, Business Development Division

