



May 30, 2023

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

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

Contact: Sara Flynn-Kramer, Manager II, Capital Projects Division
407-836-0048

Subject: Award of Invitation for Bids Y23-731-MB, Corrections Phoenix Smoke Control and
Building Automation Systems Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-731-MB, Corrections Phoenix Smoke Control and Building Automation Systems Replacement, to the sole responsive and responsible bidder, Air Mechanical & Service Corp., in the total contract award amount of \$3,578,057.

PROCUREMENT:

Work under this contract will consist of replacing the smoke control and building automation systems. The work will include cleaning all ductwork and air handling equipment, as well as replacing the building automation system wiring, controllers, dampers, and actuators as necessary to control the building environment systems. The project is located in District 6.

FUNDING:

Funding is available in account number 1023-043-2049-3810.

APPROVALS:

The Capital Projects and Business Development Divisions concur with this recommendation.

REMARKS:

One bid was received in response to this Invitation for Bids and was evaluated for responsiveness, responsibility, and price reasonableness. A negotiation and scope review meeting was held on May 5, 2023. The bid exceeded the engineer's and project estimate. In accordance with the Procurement Ordinance, the Capital Projects Division entered into negotiations with the sole bidder and successfully negotiated a reduction of \$281,840. Staff determined that the bid from Air Mechanical & Service Corp., is considered reasonable for this type of work based on market factors. References provided by Air Mechanical & Service Corp. were verified and satisfactory for this type of work. Therefore, the award is recommended to Air Mechanical & Service Corp.

Award of Invitation for Bids Y23-731-MB, Corrections Phoenix Smoke Control and Building Automation Systems Replacement
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To ensure an open and competitive solicitation process, the Invitation for Bids was posted to the County's e-procurement platform. A query of potential bidders that declined to compete on this project resulted in the following:

Energy Air Inc: Advised they were too busy to respond.

Prime Construction Group: Advised they were too busy to respond.

HZ Construction: Advised they do not offer the services sought.

The bid tabulation is as follows:

<u>Bidder:</u>	<u>Total Bid:</u>
Air Mechanical & Service Corp.	\$3,578,057



BUSINESS DEVELOPMENT DIVISION

January 13, 2023

TO: Michelle Black, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y23-731-MB / Corrections Phoenix Smoke Control and Building Automation Systems Replacement**

The Business Development Division evaluated one bid submitted for this project. The Business Development Division completed a M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 17%. At the time of bid opening; at least 33 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Air Mechanical & Service Corp., reported 18.41% in M/WBE participation and met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	Lakeside Electrical Services	\$325,000
WBE-HF	First Option Insulation	\$25,006.20
MBE-HM	Central Florida Construction Walls	\$246,226
WBE-WF	ABC Cleaning	\$114,170
Total MWBE Participation		\$1,079,455 (18.41%)

Aheena Ferguson

Interoffice Memorandum

Our evaluation of this bid was based on the participation listed on the subcontractor/supplier page. Attached is a spreadsheet reconciling the bidder's 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

BID COMPARISON**Y23-731-MB / Corrections Phoenix Smoke Control and Building Automation Systems Replacement**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 17%)	GFE	EEO % M / W
Low Bid	Air Mechanical & Service Corp.	\$3,859,597.00	\$710,402.20	18.41%	N/A	33 / 0 %