

July 17, 2023

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

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

Contact: Rich Steiger, FMA, Manager II, Facilities Management Division
407-836-7473

Subject: Award of Invitation for Bids Y23-185-RC, Orange County Maintenance of County
Owned Stormwater Ponds

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-185-RC, Orange County Maintenance of County Owned Stormwater Ponds, to the low responsive and responsible bidder, Frank Gay Services, LLC, in the estimated contract award amount of \$375,725 for Lots A and B, for a one-year term. Additionally, request Board authorization for the Procurement Division to renew the contracts for two additional one-year terms.

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 providing all labor, materials, services, equipment, and fees that are necessary to remove and dispose of sediment, vegetation, material, and debris from stormwater ponds. The Contractor shall make repairs to inlet and outlets, slopes and banks, and perform erosion control measures, sodding, pipe jetting and cleaning in designated stormwater ponds. Work will be issued on an as-needed basis throughout Orange County.

FUNDING:

Funding is available in account number 0001-043-1716-3810.

APPROVALS:

The Facilities Management and Business Development Divisions 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. Frank Gay Services, LLC has satisfactory records of performance for this type of work and have been determined to be responsible.

The bid tabulation is as follows:

Bidder:	LOT A	LOT B	Total Estimated Bid
Frank Gay Services, LLC	\$128,965	\$246,760	\$375,725
APEC LLC	\$340,000	\$269,260	\$609,260



BUSINESS DEVELOPMENT DIVISION

July 26, 2023

TO: Gian Carlo Otero, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y23-185-RC, Orange County Maintenance of County Owned Stormwater Ponds

The Business Development Division evaluated the one bid submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had M/WBE availability. As a result, the M/WBE goal is 24%. At the time of bid opening, at least 15 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Frank Gay Services, LLC reported 24% in M/WBE participation and met the Orange County M/WBE participation goal of 24% **per the Ordinance**. Please note the following certified M/WBE participation:

MBE-HM	La Costa Sod	\$42,269.25
MBE-AFAM	Sterling SilverScape & Sod, Inc.	\$42,269.25
MBE-AM	Michigan St. Pumps & Electric Motors Repair Corp	\$3,757
WBE-WMNO	Winter Garden Grassing	\$1,878.50
Total MWBE Participation		\$90,174 (per year)

Interoffice Memorandum

The apparent second low bid, submitted by APEC, LLC reported 24% in M/WBE participation and met the Orange County M/WBE participation goal of 24% **per Ordinance**. Please note the following certified M/WBE participation:

MBE-HM	German Delaware Incorporated (GDI)	\$152,315
Total MWBE Participation		\$152,315 (per year)

Our evaluation of these bids were based on the participation listed on the Contract and Sub-Contract Goal Participation Schedule. 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 bids versus participation percentages.

c: contract file

BID COMPARISON**IFB-Y23-185-RC, Orange County Maintenance of County Owned Stormwater Ponds**

Rank	Bidder	Bid Amount	M/WBE \$'s In Bid	% M/WBE (Goal 24%)	GFE	\$ Over Low Bid	% Difference From Low Bid (3%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	Frank Gay Services, LLC	\$375,725	\$90,174	24%	N/A					39%/14%
2nd Low	APEC, LLC	\$609,260	\$152,315	25%	N/A	\$233,535	62.16%			76%/8%