



**Interoffice Memorandum**

January 17, 2020

To: Mayor Jerry L. Demings  
and the Board of County Commissioners

From: Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement Division

Contact: Deodat Budhu, Manager, Roads and Drainage Division  
407-836-7871

Subject: Award of Invitation for Bids Y20-725-RM, Bates Road Over Crane  
Strand Canal Bridge and Buck Road Over Little Econ River Bridge  
Site Deficiencies Repairs

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y20-725-RM, Bates Road Over Crane Strand Canal Bridge and Buck Road Over Little Econ River Bridge Site Deficiencies Repairs, to the low responsive and responsible bidder, Proshot Concrete, Inc. in the total contract award amount of \$193,585.

**PROCUREMENT:**

Work under this contract consists of deficiency and structural repairs including materials and sequence repair steps on bridge no. 754003 Bates Road Over Crane Strand Canal and bridge no. 754005 Buck Road over Little Econ River. The project is located in District 5.

**FUNDING:**

Funding is available in account number 1002-072-2906-3816.

**APPROVALS:**

The Roads and Drainage and Business Development Divisions concur with this recommendation.

**REMARKS:**

Three bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Although the bid submitted by Proshot Concrete, Inc. is approximately 17% lower than the second low bidder, staff evaluated the bids, and it is considered reasonable based on the engineer's estimate. References provided were satisfactory for this type of work and Proshot Concrete, Inc. has been determined to be responsible. Therefore, award is recommended to Proshot Concrete, Inc.

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Award of Invitation for Bids Y20-725-RM, Bates Road Over Crane Strand Canal Bridge  
and Buck Road Over Little Econ River Bridge Site Deficiencies Repairs

<u>Bidder</u>	<u>Bid Total</u>
Proshot Concrete, Inc.	\$193,585
Southern Road & Bridge, LLC	\$227,200
W.T. Comp Inc.	\$252,720



**BUSINESS DEVELOPMENT DIVISION**

December 4, 2019

**TO:** Rolando Melo, Senior Contract Administrator  
Procurement Division

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

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **Y20-725-RM / Bates Road Over Crane Strand Canal Bridge and Buck Road over Little Econ River Bridge Site Deficiencies Repairs**

The Business Development Division evaluated the three bids submitted for this project. One of the bidders was an Orange County certified Minority/Women Business Enterprise. The scope of services for this project had Minority/Women Business Enterprise availability. At the time of bid opening, at least 23 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder, Proshot Concrete, Inc., did not achieve good faith effort documentation and reported 0% M/WBE participation in their bid.

The second low bid, submitted by Southern Road & Bridge, LLC, did not achieve good faith effort documentation and reported 0% M/WBE participation in their bid.

The third low bid, submitted by Orange County Minority/Women Business Enterprise firm W.T. Comp Inc. is bidding as a prime. Therefore, W.T. Comp Inc. is required to self-perform no less than 51% of the contract per Sec. 17-321 in 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. W.T. Comp Inc. reported self-performing 27.70% and met the M/WBE participation goal.

None of the bids were within the M/WBE sliding scale range to be awarded this contract over the low bidder.

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.

*Sheena Ferguson*

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**Y20-725-RM / Bates Road Over Crane Strand Canal Bridge and Buck Road over Little Econ River Bridge Site Deficiencies Repairs**

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.

c: Sheena Ferguson, Manager, Business Development Division

**BID COMPARISON****Y20-725-RM / Bates Road Over Crane Strand Canal Bridge and Buck Road over Little Econ River Bridge Site Deficiencies Repairs**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>Prime MWBE \$'s in the Bid</b>	<b>Sub-contractor M/WBE \$'s in Bid</b>	<b>% Prime MWBE self-performing (Goal 51%)</b>	<b>% Sub-contractor M/WBE (Goal 25%)</b>	<b>Total MWBE %</b>	<b>GFE</b>	<b>\$ Over Low Bid</b>	<b>% Difference From Low Bid (7%)</b>	<b>EEO % M / W</b>
Low Bid	Proshot Concrete, Inc.	\$193,585	\$0	\$0	0%	0.00%	0.00%	no			13/6
2nd Low	Southern Road & Bridge, LLC	\$227,200	\$0	\$0	0%	0.00%	0.00%	no	\$33,615	17.36%	55/5
3rd Low	W.T. Comp Inc. [mbe-am]	\$252,720	\$0	\$70,000	0%	27.70%	27.70%	na	\$59,135	30.55%	100