



April 24, 2024

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

Handwritten signature of Carrie Mathes.

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 Y24-762-CC, Orange County Convention
Center West Building C-Lobby Replacement Lighting

ACTION REQUESTED:

Approval to award Invitation for Bids Y24-762-CC, Orange County Convention Center West Building C-Lobby Replacement Lighting, to the low responsive and responsible bidder, Eau Gallie Electric, Inc., in the total contract award amount of \$302,215.

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 involves upgrading the existing exterior lighting of the central lobby of the Convention Center. The upgrade will include the replacement of the existing LED fixtures and the addition of lighting to the central lobby, walkways, banners, and the building's facade. The project is located in District 6.

FUNDING:

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

APPROVALS:

The Convention Center and Business Development Division concur with this recommendation.

Award Invitation for Bids Y24-762-CC, Orange County Convention Center West Building C-Lobby Replacement Lighting

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REMARKS:

Three bids were received in response to the Invitation for Bids (IFB) and evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted by Archis, Inc. dba Archis Technologies was deemed non-responsive for submitting exceptions with their bid that conflict with the required scope of work within the IFB. References provided were satisfactory for this type of work and Eau Gallie Electric, Inc. has been determined to be responsible. The low bid is considered reasonable based on project estimate and current market trends. Therefore, award is recommended to Eau Gallie Electric, Inc.

The bid tabulation is as follows:

| Bidder | Bid Total |
|--------------------------------------|------------------|
| Eau Gallie Electric, Inc. | \$302,215 |
| S.A Casey Construction, Inc. | \$598,000 |
| Archis, Inc. dba Archis Technologies | Non-Responsive |



BUSINESS DEVELOPMENT DIVISION

May 8, 2024

TO: Corie Cummings, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y24-762-CC, Orange County Convention Center West Building C-Lobby Replacement Lighting**

The Business Development Division evaluated two 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 76 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Eau Gallie Electric, Inc. reported 27.75% 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-HM | Diversified Supply | \$83,850.25 |
| Total MWBE Participation | | \$83,850.25 (27.75%) |

The second low bid, submitted by S.A. Casey Construction reported 63.55% 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 | \$380,000.00 |
| Total MWBE Participation | | \$380,000.00 (63.55%) |

Sheena Ferguson 4.10.2024

Interoffice Memorandum

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

BID COMPARISON**Y24-762-CC, Orange County Convention Center West Building C-Lobby Replacement Lighting**

| Rank | Bidder | Bid Amount | M/WBE \$'s in Bid | % M/WBE (Goal 25%) | GFE | EEO % M / W |
|-------------|---------------------------|-------------------|------------------------------|-------------------------------|------------|------------------------|
| Low Bid | Eau Gallie Electric, Inc. | \$302,215.00 | \$83,850.25 | 27.75% | N/A | 13 / 23 % |
| 2nd Low | S.A. Casey Construction | \$598,000.00 | \$380,000.00 | 63.55% | N/A | 39 / 22 % |