



Interoffice Memorandum

August 9, 2022

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

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

CONTACT: David Ingram, General Manager, Orange County Convention Center
407-685-5547

SUBJECT: Award of Invitation for Bids Y22-1022-KK, Shuttle Bus Services for the
Orange County Convention Center

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-1022-KK, Shuttle Bus Services for the Orange County Convention Center, to the following low responsive and responsible bidders by lot in the estimated contract award amounts for a one-year term:

- Florida Bus Service, LLC, Lot 1 (\$268,060), Lot 2 (\$360,000), and Lot 3 (\$25,200) in the annual estimated total amount of \$653,260.
- Luxury Transportation Group, Lot 1 (\$368,600) and Lot 2 (\$365,000) in the annual estimated total amount of \$733,600.
- VIP's Jet Tours Corp. DBA GoPegasus, Lot 2 (\$428,000) and Lot 3 (\$28,500) in the annual estimated total amount of \$456,500.
- Colstar Transportation Services, Inc. Lot 2 in the annual estimated total of amount \$339,000.
- Phoenix International Enterprise, Inc. Lot 2 in the annual estimated total of amount \$447,000.
- Washington Transportation, Inc. Lot 2 in the annual estimated total amount of \$452,000.
- Empire Coach Line, Inc. Lot 2 in the annual estimated total amount of \$545,000.

Further request authorization for the Procurement Division to renew the contracts for four additional one-year terms.

PROCUREMENT:

The contracts will provide transportation services for Orange County Convention Center employees, contract service workers, and attendees to and from various parking lots on the Center's property or contracted space.

FUNDING:

Funds are available in account number 4430-035-0985-3197.

APPROVALS:

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

REMARKS:

Eight bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. Prices are deemed fair and reasonable based on a comparison of prices obtained in a Request for Quote issued by the Convention Center in January of 2022. Phoenix Bus, Inc. was deemed non-responsive for failing to submit a complete bid. Colstar Transportation Services, Inc. and Washington Transportation, Inc. were determined non-responsive for Lot 1 due for failing to bid on all lines in this lot. Colstar Transportation Services, Inc., Luxury Transportation Group, Empire Coach Line, Inc., and Washington Transportation, Inc. did not submit bids for Lot 3.

The bid tabulation is below:

Vendor	Price
Lot 1	
Florida Bus Service, LLC	\$268,060.00
Luxury Transportation Group	\$368,600.00
Phoenix International Enterprise, Inc.	\$411,400.00
VIP's Jet Tours Corp. DBA GoPegasus	\$436,700.00
Empire Coach Line, Inc.	\$512,900.00
Phoenix Bus, Inc	Non-responsive
Colstar Transportation Services, Inc	Non-responsive
Washington Transportation, Inc.	Non-responsive
Lot 2	
Colstar Transportation Services, Inc	\$339,000.00
Florida Bus Service, LLC	\$360,000.00
Luxury Transportation Group	\$365,000.00
VIP's Jet Tours Corp. DBA GoPegasus	\$428,000.00
Phoenix International Enterprise, Inc.	\$447,000.00
Washington Transportation, Inc.	\$452,000.00
Empire Coach Line, Inc.	\$545,000.00
Phoenix Bus, Inc	Non-responsive
Lot 3	
Florida Bus Service, LLC	\$25,200.00
VIP's Jet Tours Corp. DBA GoPegasus	\$28,500.00
Phoenix International Enterprise, Inc.	\$33,000.00
Phoenix Bus, Inc	Non-responsive



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 8, 2022

TO: Kaitlin Kolhoff, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y22-1022-KK, Shuttle Bus Services for Orange County
Convention Center (Lot 1)**

The Business Development Division evaluated the **seven bids** submitted for this project. One of the bidders is a Minority Women Business Enterprise (M/WBE) firm. At the time of bid opening at least two firms were certified at the prime level in the scope of service. The **one** Orange County certified Minority Women Business Enterprise firm **was not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. Hence, the bid preference program in accordance with the county's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

BID COMPARISON

Y22-1022-KK, Shuttle Bus Services for Orange County Convention Center (Lot 1)

Rank	Bidder	Bid Amount	\$ Over Low Bid	Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Florida Bus Service, LLC	\$268,060				
2nd Low	Luxury Transportation Group	\$368,600	\$100,540	37.51%		
3rd Low	Phoenix International Enterprise, Inc.	\$411,400	\$143,340	53.47%	\$42,800	11.61%
4th Low	VIP's Jet Tours Corp. DBA GoPegasus	\$436,700	\$168,640	62.91%	\$68,100	18.48%
5th Low	Empire Coach Line, Inc.	\$512,900	\$244,840	91.34%	\$144,300	39.15%



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 8, 2022

TO: Kaitlin Kolhoff, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y22-1022-KK, Shuttle Bus Services for Orange County
Convention Center (Lot 2)**

The Business Development Division evaluated the **seven bids** submitted for this project. One of the bidders is a Minority Women Business Enterprise (M/WBE) firm. At the time of bid opening at least two firms were certified at the prime level in the scope of service. The **one** Orange County certified Minority Women Business Enterprise firm **was not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. Hence, the bid preference program in accordance with the county's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

BID COMPARISON

Y22-1022-KK, Shuttle Bus Services for Orange County Convention Center (Lot 2)

Rank	Bidder	Bid Amount	\$ Over Low Bid	Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Colstar Transportation Services, Inc.	\$339,000				
2nd Low	Florida Bus Service, LLC	\$360,000	\$21,000	6.19%		
3rd Low	Luxury Transportation Group	\$365,000	\$26,000	7.67%	\$5,000	1.39%
4th Low	VIP's Jet Tours Corp. DBA GoPegasus	\$428,000	\$89,000	26.25%	\$68,000	18.89%
5th Low	Phoenix International Enterprise, Inc.	\$447,000	\$108,000	31.86%	\$87,000	24.17%
6th Low	Washington Transportation, Inc. (AFAM)	\$452,000	\$113,000	33.33%	\$92,000	25.56%
7th Low	Empire Coach Line, Inc.	\$545,000	\$206,000	60.77%	\$185,000	51.39%



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 8, 2022

TO: Kaitlin Kolhoff, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB #Y22-1022-KK, Shuttle Bus Services for Orange County Convention Center (Lot 3)**

The Business Development Division evaluated the **three bids** submitted for this project. **None of the bidders** were an Orange County Certified Minority/Women Business Enterprise (M/WBE) firms. At the time of bid openings there were at least two firms certified at the prime level for the scope of service. The bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

BID COMPARISON

Y22-1022-KK, Shuttle Bus Services for Orange County Convention Center (Lot 3)

Rank	Bidder	Bid Amount	\$ Over Low Bid	Difference From Low Bid (8%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Florida Bus Service, LLC	\$25,200.00				
2nd Low	VIP's Jet Tours Corp. DBA GoPegasus	\$28,500.00	\$3,300	13.10%		
3rd Low	Phoenix International Enterprise, Inc.	\$33,000.00	\$7,800	30.95%	\$4,500	15.79%