



July 31, 2019

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

From:  Carrie Mathes, Manager, Procurement Division

Contact: Terry Devitt, Acting Deputy Director, Convention Center  
(407) 685-9867

Subject: Award of Invitation for Bids Y19-750-JS, Orange County Convention Center  
Campus South Access/Tradeshow Blvd. Improvements

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-750-JS, Orange County Convention Center Campus South Access/Tradeshow Blvd. Improvements, to the low responsive and responsible bidder, Stage Door II, Inc., in the total contract award amount of \$1,858,981.45, inclusive of bid additive.

PROCUREMENT:

The project consists of the realignment and reconfiguration of the Convention Center South Access roadway and intersection and the addition of a southbound right-turn deceleration lane along Tradeshow Boulevard. The project also includes, as an additive, the James Boyd entrance improvements which consist of widening the access drive to allow for two entry lanes and one exit lane. This project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0960-6310.

APPROVALS:

The Capital Planning Division and Business Development Division concur with this recommendation.

REMARKS:

Four bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted by Stage Door II, Inc. is considered reasonable based on comparison to the engineer's estimate. Stage Door II, Inc. has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to Stage Door II, Inc.

Award of Invitation for Bids Y19-750-JS, Orange County Convention Center Campus South Access/Tradeshow Blvd. Improvements

Atlantic Civil Constructors Corp. was deemed non-responsive due to their submittal of the incorrect Schedule of Prices. A protest was filed by Atlantic Civil Constructors Corp., a protest review was conducted by the Procurement Manager, and the protest was denied. A protest was filed by Stage Door II, Inc., a protest review was conducted by the Procurement Manager, and the protest was upheld. Southern Development & Construction Inc. was deemed non-responsive as a result of the protest. No appeal was received as a result of the decision.

Bid tabulation as follows:

**BIDDERS:**

Stage Door II, Inc.

**BID AMOUNT:**

Base Bid: \$1,669,029.95  
Additive: \$ 189,951.50  
Total Bid: \$1,858,981.45

RMS Constructors Group, LLC

Base Bid: \$1,685,044.00  
Additive: \$273,745.00  
Total Bid: \$1,958,789.00

Atlantic Civil Constructors Corp.

Non-Responsive

Southern Development & Construction Inc.

Non-Responsive



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

August 7, 2019

TO: Jacqueta Scott, Senior Contract Administrator  
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y19-750-JS / Orange County Convention Center Campus South  
Access/Tradeshaw Blvd. Roadway Improvements – Base Bid + Additive  
Alternate**

The Business Development Division evaluated the 2 bids submitted for this project. None 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 43 M/BE firms were certified to provide the scope of services at the subcontract level.

The apparent low bidder Stage Door II, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The second low bid submitted by RMS Constructors Group, LLC did not achieve good faith effort documentation and reported 6.91% MWBE participation in their bid. This bid was not within the MWBE 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.

Attached is a spreadsheet reconciling the bidders' compliance with the IFB'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 - BASE BID + ADDITIVE ALTERNATE****Y19-750-JS / Orange County Convention Center Campus South Access/Tradeshow Blvd. Roadway Improvements**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 25%)</b>	<b>GFE</b>	<b>\$ Over Low Bid</b>	<b>% Difference From Low Bid (5%)</b>	<b>\$ Over 2nd Low Bid</b>	<b>% Difference From 2nd Low Bid</b>	<b>EEO % M / W</b>
Low Bid	Stage Door II, Inc.	\$1,858,981.45	\$0							0/0
2nd Low	RMS Constructors Group, LLC	\$1,958,789.00	\$135,375	6.91%	no	\$99,807.55	5.37%			73/6