



Interoffice Memorandum

August 10, 2020

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

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

CONTACT: Terry Devitt, Acting Deputy Director, Orange County Convention Center
(407) 685-9867

SUBJECT: Award of Invitation for Bids Y20-1025-AH, Painting Services at the Orange County Convention Center

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1025-AH, Painting Services at the Orange County Convention Center, to the lowest responsive and responsible bidder Silva's Painting & General Services, LLC, in the estimated contract award amount of \$3,846,930 for a three-year term. Further request authorization for the Procurement Division to renew the contract for two additional one-year terms.

PROCUREMENT:

This contract will provide temporary labor for painting requirements at the Orange County Convention Center.

FUNDING:

Funding is available in account number 4430-035-0922-3810.

APPROVALS:

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

REMARKS:

Five bids were received in response to this Invitation for Bids and were evaluated for price, responsiveness and responsibility. Knight Restoration Services, LP, Lenard Bell Painting, Inc. and Painting by Brothers, LLC were determined to be non-responsive due to failure to submit all solicitation requirements. The bid received by Silva's Painting & General Services, LLC was considered reasonable when compared to similar agency contracts. The bidder also met the minimum requirements established by the solicitation and has a satisfactory record of performance with the County. Therefore, award is recommended to Silva's Painting & General Services, LLC.

Award of Invitation for Bids Y20-1025-AH, Painting Services at the Orange County Convention Center

The bid tabulation is as follows:

<u>Bidder</u>	<u>Annual Bid Total</u>	<u>Estimated 3-Year Bid</u>
Silva's Painting & General Services, LLC	\$1,282,310	\$3,846,930
Competitive Edge Partners & Consulting, LLC	\$1,685,500	\$5,056,500
Knight Restoration Services, LP	Non-Responsive	
Lenard Bell Painting, Inc.	Non-Responsive	
Painting by Brothers, LLC	Non-Responsive	




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

June 22, 2020

TO: Alina Hernandez Fernandez, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-1025-AH, Painting Services at the Orange County Convention Center**

The Business Development Division evaluated the **two bids** submitted for this project and found that this contract may be awarded to **Silva's Painting & General Services, LLC.**, a Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening at least 23 firms were certified at the prime level in the scope of service. The Orange County certified firm is the lowest bidder. 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

A handwritten signature in black ink that reads "Sheena Ferguson". The signature is written in a cursive, flowing style.

Y20-1025-AH, Painting Services at the Orange County Convention Center

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Silva's Painting and General Services, LLC (HM)	\$3,846,930				
2nd Low	Competitive Edge Partners & Consulting, LLC (HF)	\$5,056,500	\$1,209,570	31.44%		