



May 30, 2023

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

A handwritten signature in black ink, appearing to read "Carrie Mathes".

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

Contact: Sara Flynn-Kramer, Manager II, Capital Projects Division
407-836-0048

Subject: Award of Invitation for Bids Y23-772-ZR, East Orange Community
Center Generator

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-772-ZR, East Orange Community Center Generator, to the low responsive and responsible bidder, Eau Gallie Electric, Inc, in the total contract award amount of \$699,000.

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 consists of the installation of a new campus generator. The project is located in District 4.

FUNDING:

Funding is available in account number 1023-043-0263-6210.

APPROVALS:

The Capital Projects and Business Development Divisions concur with this recommendation.

REMARKS:

Six bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bids submitted by CJ's Sales and Service of Ocala, Inc and Zabatt Power Systems, Inc. were deemed non-responsive by the Procurement Division, based on the analysis provided by the Business Development Division, which identified that the M/WBE participation goal were not achieved, and good faith effort documentation were not provided. The bid submitted by Eau Gallie Electric, Inc is considered reasonable based on current market conditions. References provided were satisfactory for this type of work and Eau Gallie Electric, Inc has been determined to be responsible. Therefore, award is recommended to Eau Gallie Electric, Inc.

The bid tabulation is as follows:

Bidder	Total Bid Amount
Eau Gallie Electric, Inc	\$699,000
Carter Electric Inc.	\$749,793
Expert Construction Managers, Inc.	\$823,000
Oelrich Construction, Inc.	\$874,617
CJ's Sales and Service of Ocala, Inc.	Non-Responsive
Zabatt Power Systems, Inc.	Non-Responsive



BUSINESS DEVELOPMENT DIVISION

April 26, 2023

TO: Zuleimy Ralat Perez, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y23-772-ZR / East Orange Community Center Generator (Revised)

The Business Development Division evaluated the three bids submitted for this project. The Business Development Division completed a M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 6%. At the time of bid opening; at least 55 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by CJ's Sales and Service of Ocala, Inc., reported 0% in M/WBE participation.

Business Development issued a Submittal of Clarification email request on April 18, 2023, for the low bidder to submit:

- Prime Contractor's scope of Services, scope of classification, and dollar amount is omitted on the Contract and Sub-Contract Goal Participation Schedule form
- Subcontractor's scope of Services, scope of classification, and dollar amount is omitted on the Contract and Sub-Contract Goal Participation Schedule form
- Good Faith Effort Form Action #1, #2, #3, #4, and #5

On April 20, 2023, the low bidder provided no response.

Therefore, no additional M/WBE participation can be included. The M/WBE participation will remain at 0% and doesn't meet the Orange County M/WBE participation goal **per the Ordinance requirement. Good Faith Effort (GFE) was not achieved per the Ordinance requirement if the M/WBE goal is not met.** Therefore, GFE was not achieved.

Sheena Ferguson

The second low bid, submitted by Zabatt Power Systems, Inc. reported 0% in M/WBE participation.

Business Development issued a Submittal of Clarification email request on April 18, 2023, for the second low bidder to submit:

- Prime Contractor’s scope of Services, scope of classification, and dollar amount is omitted on the Contract and Sub-Contract Goal Participation Schedule form
- Subcontractor’s scope of Services, scope of classification, and dollar amount is omitted on the Contract and Sub-Contract Goal Participation Schedule form
- Good Faith Effort Form Action #1, #2, #3, #4, and #5

On April 18, 2023, the second low bidder responded and submitted:

- An email response that all documentation was provided on April 11, 2023 to the portal.
- Contract and Sub-Contract Goal Participation Schedule form- No documentation submitted
- Good Faith Effort Action #1- No documentation submitted
- Good Faith Effort Action #2- No documentation submitted
- Good Faith Effort Action #3- No documentation submitted
- Good Faith Effort Action #4- No documentation submitted
- Good Faith Effort Action #5- No documentation submitted

Therefore, no additional M/WBE participation can be included. The M/WBE participation will remain at 0% and doesn’t meet the Orange County M/WBE participation goal **per the Ordinance requirement**. The bidder did not meet the Orange County M/WBE participation goal of 6% and indicated in their bid that they have historically performed all of the other scope of services listed in the bid form on the Good Faith Effort form. **Per the Ordinance**, Sec. 17-321, A prime contractor is not required to subcontract out work that it has historically and consistently performed with its own work force. However, the bidder failed to denote any scopes of services on the Contract and Sub-Contract Goal Participation Schedule form therefore we could not determine the historically performed scopes of services.

The third low bid, submitted by Eau Gallie Electric, reported 6.52% in M/WBE participation. The third low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-AM	Rey’s Concrete	\$25,000
MBE-HM	Diversified Supply	\$20,598
Total MWBE Participation		\$45,598 (6.52%)

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**Y23-772-ZR / East Orange Community Center Generator (Revised)**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 6%)	GFE	EEO % M / W
Low Bid	CJ's Sales and Service of Ocala, Inc.	\$497,241.00	\$0.00	0.00%	No	16 / 11 %
2nd Low	Zabatt Power Systems, Inc.	\$649,085.00	\$0.00	0.00%	No	39 / 41 %
3rd Low	Eau Gallie Electric, Inc.	\$699,000.00	\$45,598.00	6.52%	N/A	22 / 66 %