



BUSINESS DEVELOPMENT DIVISION

August 5, 2024

TO: Gerson Vazquez Gonzalez, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y24-778-GV, Generator and Tank Replacement at Fleet, LEVO, and Apopka & Ocoee Service Centers

The Business Development Division evaluated four bids submitted for this project. The Business Development Division completed an 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 13%. At the time of bid opening, at least 77 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Orange County MBE firm Echo ED Corp is bidding as a Prime contractor. Therefore, Echo ED Corp is required to self-perform no less than 51 % of the contract per Sec. 17-321 per the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 13% M/WBE goal. Echo ED Corp reported self-performing 100% with 0% subcontractor's participation and met the 13% M/WBE participation goal per the Ordinance requirement. Please note the following certified M/WBE participation:

MBE-HM	Echo ED Corp	\$1,170,000.00
Total MWBE Participation		\$1,170,000.00 (100%)

The second low bid, submitted by Zabatt Power Systems, reported 0% in M/WBE participation. The second low bid did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**.

Sheena Ferguson 8.5.2024

Y24-778-GV, Generator and Tank Replacement at Fleet, LEVO, and Apopka & Ocoee Service Centers

Page 2 of 3

Business Development issued a Submittal of Clarification email request on July 30, 2024, for the second low bidder to submit:

- Contract and Subcontract Goal Participation Schedule form
- Good Faith Effort Action #1, #2, #3, #4, and #5

As of July 31, 2024, the second low bidder responded and submitted:

- Equal Employment Opportunity Schedule form
- Contract and Subcontract Goal Participation Schedule form
- Good Faith Effort Action #1- No documentation provided.
- Good Faith Effort Action #2- No documentation provided.
- Good Faith Effort Action #3- No documentation provided.
- Good Faith Effort Action #4- No documentation provided.
- Good Faith Effort Action #5- No documentation provided.

The second low bid, submitted by Zabatt Power Systems, reported 16.02% 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-AFAM	Key Mechanical Services	\$76,923.08
WBE-AFAF	Mims Construction	\$146,230.77
Total MWBE Participation		\$223,153.85 (16.02%)

The third low bid, submitted by Eau Gallie Electric, reported 5.37% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**.

Business Development issued a Submittal of Clarification email request on July 30, 2024, for the third low bidder to submit:

- Good Faith Effort Action #1, #2, #3, #4, and #5

As of August 1, 2024, the third low bidder responded and submitted:

- Good Faith Effort Form
- Contract and Subcontract Goal Participation Schedule form
- Good Faith Effort Action #1- Bidder provided insufficient documentation.
- Good Faith Effort Action #2- Bidder provided documentation.
- Good Faith Effort Action #3- Bidder provided insufficient documentation.
- Good Faith Effort Action #4- Bidder provided documentation.
- Good Faith Effort Action #5- Bidder provided documentation.

On the Good Faith Effort exception form the bidder failed to list the percentage 0% of the work to be historically performed in house, therefore Business Development was unable to determine the remaining percentage for the scope of work available. Good Faith Effort (GFE) was not

Y24-778-GV, Generator and Tank Replacement at Fleet, LEVO, and Apopka & Ocoee Service Centers

Page 3 of 3

achieved **per the Ordinance requirement** if the M/WBE goal is not met. Please note the following certified M/WBE participation:

MBE-HM	Rey's Concrete	\$76,400.00
Total MWBE Participation		\$76,400.00 (5.37%)

The fourth low bid, submitted by Prime Construction Group, Inc., reported 13.32% in M/WBE participation. The fourth low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-AFAM	HZ Construction	\$238,040.00
Total MWBE Participation		\$238,040.00 (13.32%)

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.

BID COMPARISON**Y24-778-GV, Generator and Tank Replacement at Fleet, LEVO, and Apopka & Ocoee Service Centers**

Rank	Bidder	Bid Amount	Prime MWBE \$'s in the Bid	Sub-contractor M/WBE \$'s in Bid	% Prime MWBE self- performing (Goal 51%)	% Sub- contractor M/WBE (Goal 13%)	Total MWBE %	GFE	EEO % M / W
Low Bid	Echo ED Corp	\$1,170,000.00	\$1,170,000.00	\$0.00	100.00%	0.00%	100.00%	N/A	100 / 17 %
2nd Low	Zabatt Power Systems	\$1,392,882.13	\$0.00	\$223,153.85	0.00%	16.02%	16.02%	N/A	44 / 21 %
3rd Low	Eau Gallie Electric	\$1,424,000.00	\$0.00	\$76,400.00	0.00%	5.37%	5.37%	No	10 / 24 %
4th Low	Prime Construction Group, Inc.	\$1,787,000.00	\$0.00	\$238,040.00	0.00%	13.32%	13.32%	N/A	67 / 10 %