



October 23, 2023

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

**C** 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 Y23-793-MB, Orange County Courthouse Public  
Defender Office Building A, Heating, Ventilation, Air Conditioning Redundancy

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-793-MB, Orange County Courthouse Public Defender Office Building A, Heating, Ventilation, Air Conditioning Redundancy to the low responsive and responsible bidder, Air Mechanical & Service Corporation, in the total contract award amount of \$428,800.

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 will include replacement of eight uninterrupted power supply systems, which will improve reliability, efficiency and add redundancy in the system in these locations: Central Energy Plant, Building A – Public Defender, Building B – State Attorney and Building C – Tower Courthouse. The project is located in District 5.

FUNDING:

Funding is available in account number 1023-043-2049-3810.

APPROVALS:

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

REMARKS:

Three bids were received in response to this Invitation for Bids and were evaluated for responsiveness and responsibility, and price reasonableness. The bid from Sparks Air, LLC was deemed non-responsive for failing to submit the required Bid Bond.

Staff determined that the bid from Air Mechanical & Service Corporation is reasonable for this type of work. References provided by Air Mechanical & Service Corporation were verified and satisfactory for this type of work. Therefore, award is recommended to Air Mechanical & Service Corporation.

The bid tabulation is as follows:

<u>Bidder:</u>	<u>Total Bid:</u>
Air Mechanical & Service Corporation	\$428,800
S.A. Casey Construction, Inc	\$463,900
Sparks Air, LLC	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

September 20, 2023

**TO:** Michelle Black, Contracting Agent  
Procurement Division

**FROM:** Kambria Anderson, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division M/WBE Bid Evaluation (Revised)

**PROJECT:** Y23-793-MB, OC Courthouse Public Defender Office Building A, HVAC Redundancy

The Business Development Division evaluated the two bids submitted for this project and completed a Minority/Women Business Enterprise (M/WBE) Availability Analysis. The scope of services for this project has M/WBE availability. As a result, the M/WBE goal remained at 25%. At the time of bid opening, at least 70 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid was submitted on July 27, 2023, by Air Mechanical & Service Corporation, and reported 25.83% M/WBE participation. However, the Bidder listed M/WBE sub-contractor Lakeside Electrical Services (Lakeside) - whose M/WBE Certification with Orange County Government expired on May 31, 2023, and was not renewed until August 14, 2023. As a result of Lakeside's lapse in certification, the Business Development Division could not consider the Lakeside entry on the Bidder's Contract and Sub-Contract Schedule Form. Consequently, the Bidder's M/WBE participation totaled 3.95%. Therefore, the firm did not meet the 25% Orange County M/WBE participation goal, **per the M/WBE Ordinance requirement.**

Please note the following certified M/WBE participation:

MBE-HM	Lakeside Electrical Services, Inc.	\$93,825.00
MBE-HM	Rey's Concrete	\$8,000.00
MBE-HM	RCR Mechanical Insulation, Inc.	\$8,950.00
<b>Total MWBE Participation</b>		<b>\$1,695.00 (3.95%)</b>

The second low bid was submitted by S.A. Casey Construction, Inc., and reported 25.01% M/WBE participation. Therefore, the firm met the 25% Orange County M/WBE participation goal, **per the M/WBE Ordinance requirement.**

Please note the following certified M/WBE participation:

*Sheena Ferguson*

<b>MBE-HM</b>	<b>D'Novo Services</b>	<b>\$116,000.00</b>
<b>Total MWBE Participation</b>		<b>\$116,000.00 (25.01%)</b>

Our evaluation of these bids was based on the participation listed on the Contract and Sub-Contract Goal Participation Schedule form. 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****Y23-793-MB, Courthouse Public Defender HVAC**

Rank	Bidder	Bid Amount	M/WBE \$'s In Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Air Mechanical & Service Corporation	\$428,800	\$16,950	3.95%	N/A					42 / 7 %
2nd Low	S.A. Casey Construction, Inc.	\$463,900	\$116,000	25.01%	N/A	\$35,100	8.19%			39 / 22 %