



January 7, 2020

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

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

Contact: Richard Steiger, Manager, Facilities Management Division
(407) 836-7473

Subject: Award of Invitation for Bids Y20-140-EB, Term Contract for County Wide
Roof Maintenance and Repairs

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-140-EB, Term Contract for County Wide Roof Maintenance and Repairs, to the low responsive and responsible bidders. The County intends to award two contracts as a result of this solicitation. The primary contract will be awarded to Advanced Roofing, Inc., in the total estimated contract award amount of \$489,877.50 for the base year and the secondary contract will be awarded to Alpha Roofing and Sheet Metal LLC, in the total estimated contract award amount of \$544,104.50 for the base year. Further request authorization for the Procurement Division to exercise contract option years one and two for both contracts. The estimated contract amount of each contract includes every conceivable requirement that may arise during the performance of the contract.

PROCUREMENT:

Work under this contract consists of providing all labor, supervision, materials, equipment, maintenance of traffic and incidentals necessary to perform roof maintenance, repairs and replacements at County owned and operated facilities. The work may include miscellaneous roof repairs, emergency roof repairs and replacement of roofs up to a maximum 10,000 sf per replacement.

FUNDING:

Funding is available in account number 0001-043-1711-3810.

APPROVALS:

The Facilities Management Division and Business Development Division concur with this recommendation.

REMARKS:

Three bids were received in response to the Invitation for Bids. The bids were evaluated for responsiveness, responsibility, and price reasonableness. Advanced Roofing, Inc. and Alpha Roofing and Sheet Metal LLC. have a satisfactory record of performance and have been determined responsible. Therefore, award is recommended to Advanced Roofing, Inc. and Alpha Roofing and Sheet Metal LLC.

Bid Tabulation is as follows:

| <u>Bidder:</u> | <u>Bid Total:</u> |
|---|---|
| Advanced Roofing, Inc. | \$489,877.50 Base Year \$513,265.30 Year 1 <u>\$532,133.50</u> Year 2 \$1,535,276.30 |
| Alpha Roofing and Sheet Metal LLC. | \$544,104.50 Base Year \$573,005.50 Year 1 <u>\$581,513.60</u> Year 2 \$1,698,623.6 |
| Atlas Apex Roofing, LLC | \$854,970.00 Base Year \$854,970.00 Year 1 <u>\$854,970.00</u> Year 2 \$2,564,910.00 |



BUSINESS DEVELOPMENT DIVISION

January 17, 2020

TO: Elia Batista, Senior Contract Administrator
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y20-140-EB, Countywide Roof Maintenance and Repair

The Business Development Division evaluated the three bids submitted for this project and found that at the time of bid opening, there were at least six M/WBE's certified at the prime level and five M/WBE's certified at the sub level in the scope of services.

The apparent low bidder Advanced Roofing, Inc. did not meet the Orange County M/WBE participation goal of 25%. They reported 0% M/WBE participation in their bid and did not provide good faith effort documentation.

The second low bid submitted by Alpha Roofing and Sheet Metal LLC. did not meet the Orange County M/WBE participation goal of 25%. They reported 0% M/WBE participation in their bid and did not provide good faith effort documentation. While they indicated that they are a M/WBE. They are not an Orange County certified M/WBE.

The third low bid submitted by Atlas Apex Roofing, LLC did not meet the Orange County M/WBE participation goal of 25%. They reported 0% M/WBE participation in their bid and did not provide good faith effort documentation.

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 IFB's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: contract file

Aheena Ferguson

BID COMPARISON**IFB-Y20-140-EB, Orange County Wide Roof Maintenance and Repairs**

| Rank | Bidder | Bid Amount | M/WBE \$'s in Bid | % M/WBE (Goal 25%) | GFE | \$ Over Low Bid | % Difference From Low | \$ Over 2nd Low Bid | % Difference From 2nd | EEO M / W |
|-------------|------------------------------------|-------------------|------------------------------|-------------------------------|------------|----------------------------|--------------------------------------|------------------------------------|--------------------------------------|----------------------|
| Low Bid | Advanced Roofing, Inc. | \$1,535,276.30 | \$0 | 0% | No | | | | | 32%/10% |
| 2nd Low | Alpha Roofing and Sheet Metal LLC. | \$1,698,623.60 | \$0 | 0% | No | \$163,347 | 10.64% | | | 0%/0% |
| 3rd Low | Atlas Apex Roofing, LLC | \$2,565,810 | \$0 | 0% | No | \$1,030,534 | 67.12% | \$867,186 | 51.05% | 84%/01% |