




November 30, 2022

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

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

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

Subject: Award of Invitation for Bids Y23-701-MB, Courthouse Chiller Replacement

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y23-701-MB, Courthouse Chiller Replacement, to the low responsive and responsible bidder, Air Mechanical & Service Corp., in the total contract award amount of \$5,568,962.

**PROCUREMENT:**

Work under this contract will consist of installation of two new water-cooled chillers, pumps, piping, valves and variable speed drives/variable frequency drives to improve mechanical rooms ventilation and cooling. The project is located in District 5.

**FUNDING:**

Funding is available in account number 1023-043-2071-3810.

**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, responsibility, and price reasonableness. The bids from Gibson Air Conditioning and Refrigeration, LLC, and Sauer Construction, LLC, 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 was not achieved, and sufficient good faith effort documentation was not provided.

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

Award of Invitation for Bids Y23-701-MB, Courthouse Chiller Replacement  
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Bid tabulation is as follows:

<u>Bidder</u>	<u>Total Bid</u>
Air Mechanical & Service Corp	\$5,568,962
Gibson Air Conditioning and Refrigeration, LLC	Non-Responsive
Sauer Construction, LLC	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

November 22, 2022

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

**FROM:** Princess Clarke, Senior Contract Administrator  
Business Development Division

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

**PROJECT:** **Y23-701-MB / Courthouse Chiller Replacement (Revised)**

The Business Development Division evaluated three bids submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited Minority/Women Business Enterprise availability. As a result, the M/WBE goal was reduced from 25% to 17%. At the time of bid opening, at least 93 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Gibson Air Conditioning and Refrigeration, LLC, reported 16.36% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. While they listed firm Sims HD-Heavy Duty Moving Solutions in their bid, the firm is not a currently certified M/WBE Firm. Letters of intent were received from the low bidder for certified M/WBE subcontractors. **Good Faith Effort (GFE) was not submitted per the Ordinance if the M/WBE goal is not met**. Therefore, GFE was not achieved. Please note the following certified M/WBE participation:

Not Orange County Certified	<del>Sims HD-Heavy Duty Moving Solutions</del> *	\$28,226.80
MBE-AFAM	C. Pearson Contracting	\$430,000
MBE-HM	Lakeside Electrical Services	\$415,950
WBE-AFAF	Votum Construction	\$12,926
<b>Total MWBE Participation</b>		<b>\$858,876 (16.36%)</b>

\*At the time of bid the company is not Orange County certified

**Interoffice Memorandum**

The apparent second low bid, submitted by Air Mechanical & Service Corp., reported 13.15% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement, however, did achieve good faith effort documentation.** Please note the following certified M/WBE participation:

MBE-HM	Lakeside Electrical Services	\$398,950
WBE-HF	First Option Insulation	\$48,305.77
MBE-HM	Central Florida Construction Walls	\$206,226
MBE-NA	First American Steel Erectors Corp.	\$79,110
<b>Total MWBE Participation</b>		<b>\$732,591.77 (13.15%)</b>

The apparent third low bid, submitted by Sauer Construction, LLC, reported 1.07% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement. Good Faith Effort (GFE) was not submitted per the Ordinance if the M/WBE goal is not met.** Therefore, GFE was not achieved. Please note the following certified M/WBE participation:

MBE-AFAM	C. Pearson Contracting	\$100,000
<b>Total MWBE Participation</b>		<b>\$100,000 (1.07%)</b>

In the event the lowest bidder is not the recommended bidder, then letters of intent must be obtained from the recommended bidder two business days after being contacted. *The Procurement Division notified Business Development Division on November 17, 2022, to state Air Mechanical & Service Corp. was under consideration for award recommendation and therefore letters of intent (LOI's) needed to be obtained. Business Development Division received the LOI's on November 18, 2022.*

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

*VaSantha Raysor, BDD Administrator*

*11/22/2022*

**BID COMPARISON****Y23-701-MB / Courthouse Chiller Replacement**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 17%)</b>	<b>GFE</b>	<b>EEO % M / W</b>
Low Bid	Gibson Air Conditioning and Refrigeration, LLC	\$5,250,000.00	\$858,876.00	16.36%	No	22 / 11 %
2nd Low	Air Mechanical & Service Corp.	\$5,568,962.00	\$732,591.77	13.15%	Yes	33 / 0 %
3rd Low	Sauer Construction, LLC	\$9,330,000.00	\$100,000.00	1.07%	No	10 / 4 %