




Interoffice Memorandum

November 3, 2022

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

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

Contact: Rich Steiger, FMA, Manager II, Facilities Management Division
407-836-7473

Subject: Award of Invitation for Bids Y22-7046-R2, Mable Butler Building Chiller
Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-7046-R2, Mable Butler Building Chiller Replacement, to the low responsive and responsible bidder, Air Mechanical & Service Corp. in the total contract award amount of \$478,000.

PROCUREMENT:

Work under this contract consists of replacement of existing 179-ton chiller and pumps with new 120-ton air-cooled screw chiller and pump units. The project is located in District 3.

FUNDING:

Funding is available in account number 1023-043-0263-3810.

APPROVALS:

The Facilities Management 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 submitted by Comfort Aircon, Inc. and General Mechanical Corporation 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. Air Mechanical & Service Corp. has a satisfactory record of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to Air Mechanical & Service Corp.

Award of Invitation for Bids Y22-7046-R2, Mable Butler Building Chiller Replacement
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<u>Bidder:</u>	<u>Total Estimated Bid:</u>
Air Mechanical & Service Corp.	\$478,000
Comfort Aircon, Inc.	Non-Responsive
General Mechanical Corporation	Non-Responsive



BUSINESS DEVELOPMENT DIVISION

October 6, 2022

TO: Rolando Melo, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division M/WBE Bid Evaluation

PROJECT: **Y22-7046-R2 / Mable Butler Building Chiller Replacement**

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 remained at 25%. At the time of bid opening, at least 50 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Air Mechanical & Service Corp., reported 6.12% in M/WBE participation. They did not meet the 25% M/WBE participation goal however did achieve good faith effort documentation. Letters of intent were received from the low bidder for certified M/WBE subcontractors. Please note the following certified M/WBE participation:

MBE-AFAM	Celectsys	\$7,500
WBE-HF	First Option Insulation	\$5,747.79
MBE-HM	Rey's Concrete	\$16,000
Total MWBE Participation		\$29,247.79 (6.12%)

The apparent second low bid, submitted by Comfort Aircon Inc., reported 2.01% in M/WBE participation. While they listed MBE firm in their bid, they did not specify scope of service nor scope of classification on attachment C-2. They did not meet the 25% M/WBE participation goal and did not achieve good faith effort documentation. Please note the following certified M/WBE participation that was not confirmed:

MBE-AFAM	Celectsys	\$10,000.00
Total MWBE Participation (Not Confirmed)		\$10,000.00 (2.01%)

The apparent third low bid, submitted by General Mechanical Corporation, reported 0% in M/WBE participation. They did not meet the 25% M/WBE participation goal and did not achieve good faith effort documentation.

Sheena Ferguson

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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.

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**Y22-7046-R2 / Mable Butler Building Chiller Replacement**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	EEO % M / W
Low Bid	Air Mechanical & Service Corp.	\$478,000.00	\$29,247.79	6.12%	Yes	33 / 0 %
2nd Low	Comfort Aircon Inc.	\$497,000.00	\$0.00	0.00%	No	100 / 0 %
3rd Low	General Mechanical Corporation	\$502,102.00	\$0.00	0.00%	No	18 / 0 %