




November 7, 2022

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

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

Contact: Terry Devitt, Deputy Director, Orange County Convention Center  
407-685-9867

Subject: Award of Invitation for Bids Y22-7045-RC Orange County Convention  
Center Campus Dry Sprinkler Pipe Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-7045-RC, Orange County Convention Center Campus Dry Sprinkler Pipe Replacement, to the low responsive and responsible bidder, J. Kokolakis Contracting, Inc. dba Kokolakis Contracting, in the total contract award amount of \$ 14,627,940, inclusive of additives number one and two.

PROCUREMENT:

This contract will remove and replace the existing Dry Sprinkler System at the OCCC West Building, North-South Building and the Connector Pedestrian Bridge. Contractor shall remove and replace the exterior ceilings as required to execute the dry pipe sprinkler system replacement. The project includes various dry sprinkler system zones across the West Building, North-South Building and the Connector Pedestrian Bridge as needed to maintain the overall integrity of the facility's life-safety functions and extend the life of the building's fire protection system. Additive number one includes the removal and replacement of the existing fire protection systems at the Pedestrian Bridge connecting West and South concourses. The pedestrian bridge will be updated with new dry pipe sprinkler systems charged with nitrogen. Additive number two includes the removal and replacement of a large portion of the existing loading dock ceilings and northwest canopy. New dry pipe sprinkler systems will be placed above the new ceilings. The project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0960-6210.

APPROVALS:

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

Award Invitation for Bids Y22-7045-RC, Orange County Convention Center Campus  
Dry Sprinkler Pipe Replacement.

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REMARKS:

Two bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. CORE Construction Services of Florida, LLC was deemed non-responsive by the Procurement Division based on the evaluation by the Business Development Division, which identified that the M/WBE participation goal was not achieved, and good faith effort documentation was not provided. The bid submitted by J. Kokolakis Contracting, Inc. dba Kokolakis Contracting is considered reasonable based on comparison to the engineer's estimate. References provided were satisfactory for this type of work and J. Kokolakis Contracting, Inc. dba Kokolakis Contracting has been determined to be responsible. Therefore, award is recommended to J. Kokolakis Contracting, Inc. dba Kokolakis Contracting.

Bid tabulation is as follows:

<b>Bidder:</b>	<b>Base Bid</b>	<b>Additive No. 1</b>	<b>Additive No. 2</b>	<b>Total Award Amount</b>
J. Kokolakis Contracting, Inc. dba Kokolakis Contracting	\$10,562,540	1,019,900	3,045,500	<b>\$14,627,940</b>
CORE Construction Services of Florida, LLC	Non-Responsive			



**BUSINESS DEVELOPMENT DIVISION**

October 19, 2022

**TO:** Rochelle Chambers, Contracting Agent  
Procurement Division

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

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **Y22-7045-RC / Orange County Convention Center Campus Dry  
Sprinkler Pipe Replacement (Base Bid plus Additive #1 and Additive #2)**

The Business Development Division evaluated the two bids submitted for this project. The Business Development Division completed a M/WBE Availability Analysis. The scope of services for this project had M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 18%. At the time of bid opening; at least 50 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by J. Kokolakis Contracting, Inc. dba Kokolakis Contracting, reported 2.10% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. No 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:

WBE-HF	Competitive Edge Partners	\$210,000
MBE-AFAM	IQ Painters	\$97,500
<b>Total MWBE Participation</b>		<b>\$307,500 (2.10%)</b>

**Interoffice Memorandum**

The apparent second low bid, submitted by CORE Construction Services of Florida, LLC, reported 13.11% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. While the listed M/WBE firms with their bid there is no scope of services listed on attachment C-2. **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 that was not confirmed:

MBE-HM	Sky Builders	\$1,500,484
MBE-AFAM	Grasslands	\$478,761
<b>Total MWBE Participation (Not Confirmed)</b>		<b>\$1,979,245 (13.11%)</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.

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****Y22-7045-RC / Orange County Convention Center Campus Dry Sprinkler Pipe Replacement  
(Base Bid plus Additive #1 and Additive #2)**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 18%)</b>	<b>GFE</b>	<b>EEO % M / W</b>
Low Bid	J. Kokolakis Contracting, Inc. dba Kokolakis Contracting	\$14,627,940.00	\$307,500.00	2.10%	No	17 / 17 %
2nd Low	CORE Construction Services of Florida, LLC	\$15,099,000.00	\$0.00	0.00%	No	6 / 10 %