




December 6, 2022

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

 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 Y23-718-ZR, Sheriff's Sector IV Chiller  
and Roof Top Unit Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-718-ZR, Sheriff's Sector IV Chiller and Roof Top Unit Replacement, to the low responsive and responsible bidder, Air Mechanical & Service Corp., in the total contract award amount of \$1,329,000.

PROCUREMENT:

Work under this contract consists of the replacement of the existing chiller and roof top unit. The project is located in District 6.

FUNDING:

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

APPROVALS:

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

REMARKS:

Two bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted by General Mechanical Corporation was 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 good faith effort documentation was not provided. The bid submitted by Air Mechanical & Service Corp. is considered reasonable based on current market conditions. References provided were satisfactory for this type of work, and Air Mechanical & Service Corp. has been determined to be responsible. Therefore, award is recommended to Air Mechanical & Service Corp.

Award Invitation for Bid Y23-718-ZR, Sheriff's Sector IV Chiller and Roof Top  
Unit Replacement

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Bid tabulation is as follows:

<b>Bidder</b>	<b>Total Bid Amount</b>
Air Mechanical & Service Corp.	\$1,329,000
General Mechanical Corporation	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

November 18, 2022

**TO:** Zuleimy Ralat Perez, Contracting Agent  
Procurement Division

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

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **Y23-718-ZR / Sheriff's Sector IV Chiller and Roof Top Unit Replacement**

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 remained at 25%. At the time of bid opening; at least 33 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by General Mechanical Corporation, reported 0% 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.

The apparent second low bid, submitted by Air Mechanical & Service Corp., reported 10.69% in M/WBE participation. They did not meet the 25% Orange County M/WBE participation goal **per the Ordinance requirement**, however, did achieve good faith effort documentation. No 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	\$34,500
MBE-HM	First Option Insulation	\$54,893.44
WBE-WF	ABC Cleaning	\$52,700
<b>Total MWBE Participation</b>		<b>\$142,093.44 (10.69%)</b>

*Aheena Ferguson*

**Interoffice Memorandum**

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****Y23-718-ZR / Sheriff's Sector IV Chiller and Roof Top Unit Replacement**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 25%)</b>	<b>GFE</b>	<b>EEO % M / W</b>
Low Bid	General Mechanical Corporation	\$1,150,000.00	\$0.00	0.00%	No	9 / 0 %
2nd Low	Air Mechanical & Service, Corp.	\$1,329,000.00	\$142,093.44	10.69%	Yes	33 / 0%