



**BUSINESS DEVELOPMENT DIVISION**

November 1, 2024

TO: Cassandra Reyes, Contracting Agent  
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y24-780-CR, Orange County Convention Center West Building Exhibit Halls D and E Improvements**

The Business Development Division evaluated three bids submitted for this project and completed an M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 19%. At the time of bid opening, at least 95 firms were certified available to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Poli Construction, Inc., reported 20.94% of the M/WBE participation. The apparent low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-AM	H3Four General Contractors	\$930,000.00
MBE-HM	Quality Cable Contractors	\$129,395.00
WBE-WF	Florida Surety Bonds	\$80,429.00
<b>Total MWBE Participation</b>		<b>\$1,139,824.00 (20.94%)</b>

The second low bid, submitted by Turner Construction Company, reported 19.79% of the M/WBE participation. The second low bid met the Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

*Sheena Ferguson 11.1.2024*

**Y24-780-CR, Orange County Convention Center West Building Exhibit Halls D and E Improvements**

Page 2 of 2

WBE-HF	Cornerstone Construction Services	\$54,143.00
MBE-HM	SkyBuilders	\$894,515.00
MBE-HM	Anaries, LLC	\$97,407.00
MBE-HM	Quality Cable Contractors	\$139,369.00
<b>Total MWBE Participation</b>		<b>\$1,185,434.00 (19.79%)</b>

The third low bid, submitted by The Whiting-Turner Contracting Company, reported 0% of the M/WBE participation. The third low bid did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**.

Business Development issued a Submittal of Clarification email request on October 31, 2024, for the third low bidder to submit:

- Contract and Subcontract Goal Participation Schedule form
- Good Faith Effort Action #1, #2, #3, #4, and #5

As of October 31, 2024, the third low bidder responded and submitted:

- Updated Contract and Subcontract Goal Participation Schedule form
- Good Faith Effort Action #1- Bidder provided insufficient documentation
- Good Faith Effort Action #2- Bidder provided documentation.
- Good Faith Effort Action #3- Bidder provided documentation.
- Good Faith Effort Action #4- Bidder provided documentation.
- Good Faith Effort Action #5- Bidder provided documentation.

The third low bid, submitted by The Whiting-Turner Contracting Company, reported 2.95% in M/WBE participation. The third low bid did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. Good Faith Effort documentation was not achieved. Please note the following certified M/WBE participation:

WBE-HF	Cornerstone Construction Services	\$177,108.00
<b>Total MWBE Participation</b>		<b>\$177,108.00 (2.95%)</b>

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.

**BID COMPARISON****Y24-780-CR, Orange County Convention Center West Building Exhibit Halls D and E Improvements**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 19%)</b>	<b>GFE</b>	<b>EEO % M / W</b>
Low Bid	Poli Construction, Inc.	\$5,442,357.00	\$1,139,824.00	20.94%	N/A	50 / 13 %
2nd Low	Turner Construction Company	\$5,988,827.00	\$1,185,434.00	19.79%	N/A	29 / 27 %
3rd Low	The Whiting-Turner Contracting Company	\$5,999,995.00	\$177,108.00	2.95%	No	19 / 24 %