



BUSINESS DEVELOPMENT DIVISION

August 12, 2024

TO: Zuleimy Ralat Perez Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation Revised

PROJECT: **Y24-774-ZR, Facilities Administration and Special Services Building Generator Upgrade (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 M/WBE availability. As a result, the M/WBE goal remained at 25%. At the time of bid opening, at least 52 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Orange County MBE firm Echo ED Corp. is bidding as a Prime contractor. Therefore, Echo ED Corp. is required to self-perform no less than 51 % of the contract per Sec. 17-321 per the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 25% M/WBE goal. Echo ED Corp. reported self-performing 99.58% with 0% subcontractor's participation. They met the 25% M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	Echo ED Corp.	\$226,000.00
Total MWBE Participation		\$226,000.00 (99.58%)

The second low bid, submitted by Zabatt Engine Services, Inc. dba Zabatt Power Systems reported 38.34% in 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:

MBE-AFAM	Key Mechanical Services	\$34,285.71
WBE-AFAF	Mims Construction	\$80,571.43
Total MWBE Participation		\$114,857.14 (38.34%)

Sheena Ferguson 8.9.2024

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The third low bid, submitted by Eau Gallie Electric, reported 21.21% in 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 June 25, 2024, for the third low bidder to submit:

- Good Faith Effort Action #1, #2, #3, #4, and #5

As of June 27, 2024, the third low bidder responded and submitted:

- Equal Employment Opportunity Workforce Schedule Form
- Contract and Subcontract Goal Participation Schedule Form
- Good Faith Effort Action #1- No documentation provided.
- Good Faith Effort Action #2- Bidder provided documentation.
- Good Faith Effort Action #3- Bidder provided insufficient documentation.
- Good Faith Effort Action #4- Bidder provided insufficient documentation.
- Good Faith Effort Action #5- Bidder provided documentation.

Based on the information received from the third low bidder we were unable to determine the percentage of the in-house scopes of services for the historically performed. **Per the Ordinance**, Sec. 17-321, A prime contractor is not required to subcontract out work that it has historically and consistently performed with its own work force. Good Faith Effort documentation was not achieved. Please note the following certified M/WBE participation:

WBE-AFAF	Mims Construction	\$56,400.00
MBE-HM	Diversified Supply	\$15,500.00
Total MWBE Participation		\$71,900.00 (21.21%)

Our evaluation of this bid 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**Y24-774-ZR, Facilities Administration and Special Services Building Generator Upgrade (Revised)**

Rank	Bidder	Bid Amount	Prime MWBE \$'s in the Bid	Sub-contractor M/WBE \$'s in Bid	% Prime MWBE self- performing (Goal 51%)	% Sub- contractor M/WBE (Goal 25%)	Total MWBE %	GFE	EEO % M / W
Low Bid	Echo ED Corp.	\$226,950.00	\$226,000.00	\$0.00	99.58%	0.00%	99.58%	N/A	100 / 17 %
2nd Low	Zabatt Engine Services, Inc. dba Zabatt Power Systems	\$299,609.48	\$0.00	\$114,857.14	0.00%	38.34%	38.34%	N/A	44 / 21 %
3rd Low	Eau Gallie Electric	\$339,000.00	\$0.00	\$71,900.00	0.00%	21.21%	21.21%	No	10 / 24 %