



June 5, 2019

To: Mayor Jerry L. Demings  
and the Board of County Commissioners

From:  Carrie Mathes, Manager, Procurement Division

Contact: Richard Steiger, Manager, Facilities Management Division  
(407) 836-7473

Subject: Award of Invitation for Bids Y19-1053-EB, Maintenance of Stormwater  
Ponds

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-1053-EB, Maintenance of Stormwater Ponds, to the low responsive and responsible bidder, Frank Gay Plumbing, Inc. in the estimated contract award amount of \$293,522.50 for the base year. Further request authorization for the Procurement Division to exercise contract option years one and two. The estimated contract amount includes every conceivable requirement that may arise during the performance of the contract.

PROCUREMENT:

Work under this contract consists of providing all labor, equipment, maintenance of traffic, and incidentals necessary to remove, clear, and dispose of sediment, vegetation, material, and debris from Orange County owned wet and dry stormwater ponds. The work also includes making repairs to the drainage structures, erosion control measures, and sodding of affected areas.

FUNDING:

Funding is available in account number 0001-043-1716-3810.

APPROVALS:

The Facilities Management Division and Business Development Division concur with this recommendation.

REMARKS:

Four bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid of Frank Gay Plumbing, Inc. is substantially lower than the second low bid submitted. Staff attributed the price difference to current market fluctuations and the experience, knowledge, and means and methods utilized by Frank Gay Plumbing, Inc. in the performance of previous County stormwater pond maintenance contracts. Frank Gay Plumbing, Inc. has a satisfactory record of performance and has been determined responsible. Therefore, award is recommended to Frank Gay Plumbing, Inc. The bid from W.T. Comp, Inc. did not meet the requirements of the solicitation and was determined non-responsible. W.T. Comp, Inc. submitted a protest that was later withdrawn.

Award of Invitation for Bids Y19-1053-EB, Maintenance of Stormwater Ponds

Bid Tabulation is as follows:


<b>Bidders</b>	<b>Bid Total</b>
Frank Gay Plumbing, Inc.	\$293,522.50 Base Year \$300,545.00 Year 1 <u>\$308,002.50</u> Year 2 \$902,070.00
Brownie's Septic & Plumbing	\$669,095.00 Base Year \$669,095.00 Year 1 <u>\$669,095.00</u> Year 2 \$2,007,285.00
C & M Dredging, Inc.	\$717,260.00 Base Year \$717,260.00 Year 1 <u>\$717,260.00</u> Year 2 \$2,151,780.00
W.T. Comp, Inc.	Non-responsible



**BUSINESS DEVELOPMENT DIVISION**

May 6, 2019

**TO:** Elia Batista, Senior Contract Administrator  
Procurement Division

**FROM:** Kesi Warren, Senior Contract Administrator   
Business Development Division

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** Y19-1053-EB, Maintenance of Stormwater Ponds

The Business Development Division evaluated the 3 bids submitted for this project and found that the apparent low bidder Frank Gay Plumbing, Inc. did not meet the Orange County M/WBE participation goal of 25%. They reported 5% M/WBE participation in their bid. While they listed a M/WBE firm, Walker Miller Equipment Co. in their bid. Walker Miller Equipment Co. was not a certified M/WBE firm at the time of the bid. Therefore, they will not be included in the M/WBE participation. Frank Gay did not provide good faith effort documentation. Please note the following certified M/WBE participation:

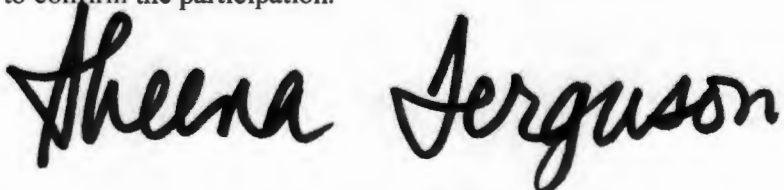
AM(Is)	Massive Transportation, Inc.	\$44,916
<b>Total MWBE Participation</b>		<b>\$44,916</b>

The second low bid submitted by Brownie's Septic & Plumbing did not meet the Orange County M/WBE participation goal of 25%. While they listed a M/WBE firm, Tek Hauling, Inc. in the bid. They reported 0% MWBE participation in their bid and did not provide good faith effort documentation.

The third low bid submitted by C & M Dredging, Inc. did not meet the Orange County M/WBE participation goal of 25%. They reported 12% M/WBE participation in their bid and did not provide good faith effort documentation. Please not the following certified M/WBE Participation:

AFAM	Tek Hauling, Inc.	\$250,000
<b>Total MWBE Participation</b>		<b>\$250,000</b>

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. If the low bidder is not chosen, please let us know so that we may obtain Letters of Intent to confirm the participation.



Interoffice Memorandum

Attached is a spreadsheet reconciling the bidders' compliance with the IFB's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: contract file

**BID COMPARISON****IFB-Y19-1053-EB, Maintenance of Stormwater Ponds**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	Frank Gay Plumbing, Inc.	\$902,070	\$44,916		No					0%/0%
2nd Low	Brownie's Septic & Plumbing	\$2,007,285	\$0	0%	No	\$1,105,215	122.52%			60%/05%
3rd Low	C & M Dredging, Inc.	\$2,151,780	\$250,000	12%	No	\$1,249,710	138.54%	\$144,495	7.20%	0%/16%