




October 27, 2022

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

From:  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 Y22-7052-CR, Internal Operations Center I Chiller  
Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-7052-CR, Internal Operations Center I Chiller Replacement, to the low responsive and responsible bidder, Air Mechanical & Service Corp., in the total contract award amount of \$865,832.

PROCUREMENT:

Work under this contract consists of replacing chiller, pumps, valves, piping, electrical, plumbing and all other associated appurtenances with new equipment to increase efficiency and performance, reduce energy cost, and extend the life of the equipment. The project is located in District 3.

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 this 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 sufficient good faith effort documentation was not provided. Air Mechanical & Service Corp. has a satisfactory record of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to Air Mechanical & Service Corp.

Award of Invitation for Bid Y22-7052-CR, Internal Operations Center I Chiller Replacement  
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Bid tabulation is as follows:

<u>Bidder:</u>	<u>Total Bid:</u>
Air Mechanical & Service Corp.	\$865,832
General Mechanical Corporation	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

October 19, 2022

TO: Cassandra Reyes, Contracting Agent  
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y22-7052-CR / Internal Operations Center I Chiller 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 limited M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 9%. At the time of bid opening; at least 37 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Air Mechanical & Service Corp., reported 20.78% in M/WBE participation. They met the 9% Orange County M/WBE participation goal **per the Ordinance requirement**. Letters of intent were received from the low bidder for certified M/WBE subcontractors. Please note the following certified M/WBE participation:

WBE-HF	First Option Insulation	\$18,474.83
MBE-AFAM	Celectsys	\$102,225.00
MBE-NA	First American Steel Erectors Corp.	\$59,250.00
<b>Total MWBE Participation</b>		<b>\$179,949.83 (20.78%)</b>

The apparent second 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.

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.

*Aheena Ferguson*

**Interoffice Memorandum**

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****Y22-7052-CR / Internal Operations Center I Chiller Replacement**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 9%)</b>	<b>GFE</b>	<b>EEO % M / W</b>
Low Bid	Air Mechanical & Service Corp.	\$865,832.00	\$179,949.83	20.78%	N/A	30 / 0 %
2nd Low	General Mechanical Corporation	\$999,174.00	\$0.00	0.00%	No	18 / 0 %