




Interoffice Memorandum

August 11, 2020

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

FROM:  Carrie Mathes, CFCM, CPPO, C.P.M., Manager, Procurement Division

CONTACT: Rich Steiger, FMA, Manager, Facilities Management Division
(407) 836-7473

SUBJECT: Award of Invitation for Bids Y20-1034-WA, Exterior Painting Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y20-1034-WA, Exterior Painting Services, to the low responsive and responsible bidder, by lot, for a one-year term. Further request authorization for the Procurement Division to renew the contracts for four additional one-year terms.

Lot A

Greg Brown Painting, LLC - \$226,150

Lot B

Quick Painting Group Corp. - \$248,500

Lot C

Silva's Painting & General Services, LLC - \$298,700

PROCUREMENT:

These contracts will provide labor and material on an as-needed basis for countywide exterior painting services.

FUNDING:

Funding is available in account numbers 0001-043-1713-3810, 0001-043-1715-3810, 0001-043-1717-3810, 0001-043-1718-3810, and 0001-043-1719-3810.

APPROVALS:

The Facilities Management and the Business Development Divisions concur with this request.

REMARKS:

Six bids were received and evaluated for responsiveness, responsibility, and price. Bidders were only eligible to be awarded one lot.

Award of Invitation for Bids Y20-1034-WA, Exterior Painting Services

The bids submitted by Five12 Painting & Remodeling, LLC and Samantha's Walls, LLC were deemed non-responsive for failing to meet the required number of years in business. Greg Brown Painting, LLC is the low responsive, responsible bidder for Lot A. Quick Painting Group, LLC is the low responsive, responsible bidder for Lot B. Silva's Painting & General Services, LLC is the low responsive, responsible bidder for Lot C. The bids are considered reasonable based on the technical evaluation and recommendation of staff.

The bid tabulation is as follows:

Company Name	Total Annual Bid	Total Annual Bid	Total Annual Bid
	Lot A	Lot B	Lot C
Greg Brown Painting, LLC	\$217,646	\$217,646	\$217,646
Quick Painting Group	\$226,150	\$248,500	\$240,500
Silva's Painting & General Services, LLC	\$256,500	\$274,375	\$241,962.50
Lenard Bell Painting, Inc.	\$298,700	\$298,700	\$298,700




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 12, 2020

TO: William Aree, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-1034-WA, Exterior Painting Services (Lot A)**

The Business Development Division evaluated the **four bids** submitted for this project. One of the bidders was a Minority Business Enterprise (MBE) firm. At the time of bid opening at least 27 firms were certified at the prime level in the scope of service. The **one** Orange County Certified Minority Business Enterprise firm **was not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

A large, handwritten signature in black ink that reads "Sheena Ferguson". The signature is written in a cursive, flowing style.

BID COMPARISON

Y20-1034-WA, Exterior Painting Services (Lot A)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Greg Brown Painting, LLC	\$226,150				
2nd Low	Quick Painting Group Corp.	\$256,500	\$30,350	13.42%		
3rd Low	Silva's Painting & General Services, LLC (HM)	\$298,700	\$72,550	32.08%	\$42,200	16.45%
4th Low	Lenard Bell Painting, Inc. (AFAM)	\$383,535	\$157,385	69.59%	\$127,035	49.53%




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 12, 2020

TO: William Arce, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-1034-WA, Exterior Painting Services (Lot B)**

The Business Development Division evaluated the **four bids** submitted for this project. One of the bidders was a Minority Business Enterprise (MBE) firm. At the time of bid opening at least 27 firms were certified at the prime level in the scope of service. The **one** Orange County Certified Minority Business Enterprise firm **was not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

A handwritten signature in black ink that reads "Sheena Ferguson". The signature is written in a cursive, flowing style.

BID COMPARISON

Y20-1034-WA, Exterior Painting Services (Lot B)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Quick Painting Group Corp.	\$248,500				
2nd Low	Greg Brown Painting, LLC	\$274,375	\$25,875	10.41%		
3rd Low	Silva's Painting & General Services, LLC (HM)	\$298,700	\$50,200	20.20%	\$24,325	8.87%
4th Low	Lenard Bell Painting, Inc. (AFAM)	\$383,535	\$135,035	54.34%	\$109,160	39.78%




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

August 12, 2020

TO: William Aree, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division 

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y20-1034-WA, Exterior Painting Services (Lot C)**

The Business Development Division evaluated the **four bids** submitted for this project. One of the bidders was a Minority Business Enterprise (MBE) firm. At the time of bid opening at least 27 firms were certified at the prime level in the scope of service. The **one** Orange County Certified Minority Business Enterprise firm **was not within 7%** of the low bid for bid awards greater than \$100,000 to \$500,000. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

c: Sheena Ferguson, Manager, Business Development Division

A large, handwritten signature in black ink that reads "Sheena Ferguson".

BID COMPARISON

Y20-1034-WA, Exterior Painting Services (Lot C)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Quick Painting Group Corp.	\$240,500.00				
2nd Low	Greg Brown Painting, LLC	\$241,962.50	\$1,463	0.61%		
3rd Low	Silva's Painting & General Services, LLC (HM)	\$298,700.00	\$58,200	24.20%	\$56,738	23.45%
4th Low	Lenard Bell Painting, Inc. (AFAM)	\$383,535.00	\$143,035	59.47%	\$141,573	58.51%