



Interoffice Memorandum

April 26, 2023

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

**FROM:** Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II, Procurement Division

**CONTACT:** Eduardo Avellaneda, P.E., Manager, Roads and Drainage Division  
407-836-7871

**SUBJECT:** Award of Invitation for Bids Y23-127-MM, Furnish Asphalt Products for Public Works Roads and Drainage Division

RECOMMENDATION:

Approval to award Invitation for Bids Y23-127-MM, Furnish Asphalt Products for Public Works Roads and Drainage Division, to the sole responsive and responsible bidder, Hubbard Construction Company, for Lots 1 and 2, in the estimated contract award amount of \$3,991,000 for a one-year term. Further request authorization for the Procurement Division to renew the contract for four additional one-year terms.

PROCUREMENT:

This contract will furnish asphalt products for the Roads and Drainage Division as required for supporting roadway maintenance and construction.

FUNDING:

Funding is available in account number 1002-072-2906-3816.

APPROVALS:

The Roads and Drainage Division and Business Development Division concur with this recommendation.

REMARKS:

One bid was received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility and price reasonableness. Hubbard Construction Company has the necessary manpower and equipment to perform this contract.

Staff has determined that the bid prices of Hubbard Construction Company are reasonable, based on market research. While their bid prices were higher than the County's original estimate, the proposed prices are considered acceptable for the services and materials. Based on Florida Department of Transportation (FDOT) analysis, prices for modified and unmodified bituminous

materials have risen on average 25% to 41.2% from January 2022 to January 2023. FDOT is adjusting pricing accordingly on all contracts from January 2007 and forward. Prices appear to be dropping slightly from February to April 2023, however this slight decrease is attributed to a decrease in construction activity and demand, as well as lack of available staffing for construction. Hubbard Construction Company meets all specifications and other requirements of this solicitation. Therefore, recommendation for award is made to Hubbard Construction Company.

To ensure an open and competitive bid process, the Invitation for Bids was posted through the County's e-procurement portal. A query from staff to potential bidders that declined to compete on this project resulted in the following:

- Middlesex Asphalt: Advised they only maintain one of the two tack products the County requires. They use a different tack product in their operation. They did request to be considered for any future opportunities.
- Dobbs Equipment: Did not respond to our inquiry.
- Alan Environmental: Did not respond to our inquiry.
- Ranger Construction: Did not respond to our inquiry.
- Preferred Materials: Did not respond to our inquiry.

The bid tabulation is as follows:

Hubbard Construction Company

|                                     |             |
|-------------------------------------|-------------|
| Lot 1: Annual Bid Total:            | \$1,396,000 |
| Lot 2: Annual Bid Total:            | \$2,595,000 |
| Total Estimated Bid (Lots 1 and 2): | \$3,991,000 |



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

March 30, 2023

TO: Megan Miller, Contracting Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: IFB #Y23-127-MM, Furnish Asphalt**

The Business Development Division evaluated the **one bid** submitted for this project. The **bidder is not an** Orange County Certified Minority/Women Business Enterprise (M/WBE) firm. At the time of bid opening, there was no M/WBE availability. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 cannot be applied.

Also, I confirm my recommendation is free of conflicts of interest.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*