



**BUSINESS DEVELOPMENT DIVISION**

July 24, 2024

TO: Corrie Cummings, Contracting Agent  
Procurement Division

FROM: Kambria Anderson, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division M/WBE Bid Evaluation

PROJECT: **Y24-787-CC, Gravity R/R Replacement Package 6**

The Business Development Division evaluated each of the three (3) bids submitted for this project and completed a Minority/Women Business Enterprise (M/WBE) Availability Analysis. The M/WBE goal was 25%. At the time of bid opening, at least 64 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid was submitted by SanPik, Inc., who reported 10.53% M/WBE participation in their proposal. Therefore, the bidder did not meet the Orange County M/WBE participation goal of 25%, **per the M/WBE Ordinance requirement.**

If the M/WBE participation goal is not achieved bidders are required to demonstrate that they have submitted Good Faith Effort, **per the M/WBE Ordinance requirement.** The bidder submitted documentation demonstrating that they completed Action #2 and Action #4 on the Good Faith Effort Form. However, the bidder did not demonstrate that Action #1, Action #3, and Action #5 were completed.

On July 12, 2024, the Business Development Division issued a Request for Clarification requesting that the firm ensure that they have submitted a completed Good Faith Effort Form demonstrating that their firm completed Action #1, Action #2, Action #3, Action #4, and Action #5, along with supporting documentation.

On July 15, 2024, the bidder responded and submitted documentation demonstrating they performed:

- Good Faith Effort Actions #2 and #4

*Sheena Ferguson 9.9.2024*

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Based on the response and the evaluation, the bidder did not meet the Good Faith Effort requirement.

The bidder indicated they have historically performed (84.49% In-house) the scope of services denoted on the Good Faith Effort Exception Form. **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.

Please note the bidder's certified M/WBE participation:

WBE-AFAF	LMCC Specialty Contractors	\$40,625.00
MBE-HM	On Point Surveying, Inc.	\$4,555.00
MBE-HM	JCA Surety	\$101,500.00
WBE-WF	Flash-rite, Inc.	\$50,509.92
MBE-HM	EM Paving Corporation	\$143,065
MBE-HM	Flotech Environmental, LLC	\$8,271.50
WBE-WF	LP Video	\$650.00
WBE-WF	The Pipe and Nipple Supply Company	\$7,685.43
<b>Total M/WBE Participation</b>		<b>\$356,861.40 (10.53%)</b>

In the chart above, the bidder demonstrates 10.53% M/WBE participation, leaving 4.98% of scopes of services available for this project unaccounted for by the bidder.

The second low bid was submitted by R.P. Utility & Excavation Corp., who reported 25.03% M/WBE participation in their proposal. Therefore, the bidder met the 25% M/WBE participation goal, **per the M/WBE Ordinance requirement.**

Please note the following certified M/WBE participation:

MBE-AFAM	SOP Consulting LLC	\$797,000.00
MBE-HM	Central Florida Construction Walls Inc.	\$27,000
MBE-HM	TEK Hauling, Inc.	\$10,000
MBE-HM	Corcel Corp.	\$2,000
MBE-HM	EM Paving, Inc.	\$131,000
MBE-AFAM	Sterling Silver Scape & Sod, Inc.	\$5,000.00
<b>Total M/WBE Participation</b>		<b>\$972,000 (25.03%)</b>

The third low bid was submitted by Prime Construction Group, Inc. who reported 6.67% M/WBE participation in their proposal. Therefore, the bidder did not meet the Orange County M/WBE participation goal of 25%, **per the M/WBE Ordinance requirement.**

If the M/WBE participation goal is not achieved bidders are required to demonstrate that they have submitted Good Faith Effort, **per the M/WBE Ordinance requirement.** The bidder submitted documentation demonstrating that they completed Action 1, Action #2, and Action #3 on the Good Faith Effort Form. However, the bidder did not demonstrate that Action #4 and #5 were completed.

On July 12, 2024, the Business Development Division issued a Request for Clarification requesting that the firm ensure that they have submitted a completed Good Faith Effort Form

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demonstrating that their firm completed Action #1, Action #2, Action #3, Action #4, and Action #5, along with supporting documentation.

On July 15, 2024, the bidder responded and submitted documentation demonstrating they performed:

- Good Faith Effort Actions #1, #2 and #3

Based on the response and the evaluation, the bidder did not meet the Good Faith Effort requirement.

The bidder indicated they have historically performed (90.54% In-house) the scope of services denoted on the Good Faith Effort Exception Form. **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.

Please note the bidder's certified M/WBE participation:

WBE-WF	JML Advertising, Inc.	\$2,250.00
MBE-HM	On Point Surveying, Inc.	\$11,800.00
MBE-HM	Flotech Environmental, LLC	\$8,271.05
WBE-WF	Flash-rite, Inc.	\$50,509.92
MBE-HM	EM Paving, Inc.	\$143,065.00
WBE-WF	Global-5, Inc.	\$50,000.00
MBE-HM	La Costa Sod LLC	\$5,000.00
MBE-HM	Corcel Corp.	\$5,547.00
MBE-HM	Central Florida Construction Walls Inc.	\$24,523.00
MBE-HM	Trujillo Trucking	\$8,000.00
<b>Total M/WBE Participation</b>		<b>\$308,959.63 (6.67%)</b>

In the chart above, the bidder demonstrates 6.67% M/WBE participation, leaving 2.79% of scopes of services available for this project unaccounted for by the bidder.

Our evaluation of these bids was based on the participation listed on the Contract and Subcontract Goal Participation Schedule Form and the Good Faith Effort Form. 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.