



Interoffice Memorandum

September 19, 2022

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

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

CONTACT: Lynette Strong, Assistant to Director, Utilities Department
407-254-9596

SUBJECT: Award of Invitation for Bids Y22-191-KK, Exterior Painting and Pressure Washing for Utilities Department

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-191-KK, Exterior Painting and Pressure Washing for Utilities Department, to the low responsive and responsible bidder, Directa, LLC, in the estimated contract award amount of \$262,032.50 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 provide exterior painting and pressure washing services for the Orange County Utilities Department.

FUNDING:

Funding is available in account numbers 4420-038-1301-3810, 4420-038-1310-3810, 4410-038-1359-3810, 4410-038-1013-3810, and 4410-038-1031-3810.

APPROVALS:

The Utilities Department and Business Development Division concur with this recommendation.

REMARKS:

Fifteen bids were received in response to this Invitation for Bids (IFB) and was evaluated for responsiveness, responsibility, and price reasonableness. MTD Painting & Construction Corp. was deemed non-responsive for failing to submit a written affirmation statement as required by the IFB.

Prices submitted were determined fair and reasonable based on comparison to current Orange County term contracts. All references for Directa, LLC, were verified as satisfactory. Therefore, award is recommended to Directa, LLC.

The bid tabulation is below:

Bidder:	Amount
Directa, LLC	\$262,032.50
Five 12 Painting & Remodeling, LLC	\$288,005.00
Kodiak Property Maintenance	\$291,450.00
Quick Painting Group Corp	\$302,000.00
Lamphier & Company	\$346,175.00
Silva's Painting & General Services, LLC	\$354,840.00
Blessing Painting Services, LLC	\$357,518.00
Painters on Demand	\$472,362.50
Razorback, LLC	\$515,075.00
HZ Construction, Inc.	\$533,955.00
Ferreira Painting Group Corp.	\$590,318.50
M.E. Hayes, LLC	\$1,427,595.00
West Florida Maintenance, Inc.	\$2,644,419.50
Trust Painting, LLC	\$2,755,250.00
MTD Painting & Construction Corp.	Non-responsive



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

September 10, 2022

TO: Kaitlin Kolhoff, Contracting Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y22-191-KK, Exterior Painting and Pressure Washing
for Utilities**

The Business Development Division evaluated the **14 bids** submitted for this project. **Three** of the bidders are Minority Business Enterprise (MBE) firms. At the time of bid opening at least seven firms were certified at the prime level in the scope of service. The **three** Orange County Certified Minority Business Enterprise firms **were 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.

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

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

BID COMPARISON

Y22-191-KK, Exterior Painting and Pressure Washing for Utilities

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	Difference From 2nd Low Bid
Low Bid	Directa, LLC	\$262,032.50				
2nd Low	Five12 Painting & Remodeling, LLC (HM)	\$288,005	\$25,973	9.91%		
3rd Low	Kodiak Property Maintenance	\$291,450	\$29,418	11.23%	\$3,445	1.20%
4th Low	Quick Painting Group Corp	\$302,000	\$39,968	15.25%	\$13,995	4.86%
5th Low	Lamphier & Company	\$346,117	\$84,085	32.09%	\$58,112	20.18%
6th Low	Silva's Painting & General Services, LLC (HISP)	\$354,840	\$92,808	35.42%	\$66,835	23.21%
7th Low	Blessing Painting Services, LLC	\$357,518	\$95,488	36.44%	\$69,513	24.14%
8th Low	Painters on Demand	\$472,362.50	\$210,330	80.27%	\$184,358	62.07%
9th Low	Razorback, LLC	\$515,075	\$253,043	96.57%	\$227,070	78.84%
10th Low	HZ Construction, Inc. (AAMR)	\$533,955	\$271,923	103.77%	\$245,950	85.40%
11th Low	Ferreira Painting Group Corp	\$590,318.50	\$328,286	125.28%	\$302,314	104.97%
12th Low	M.E. Hayes LLC	\$1,427,595	\$1,165,563	444.82%	\$1,139,590	395.68%
13th Low	West Florida Maintenance, Inc.	\$2,644,419.50	\$2,382,387	909.20%	\$2,356,415	818.19%
14th Low	Trust Painting, LLC	\$2,755,250	\$2,493,218	951.49%	\$2,467,245	856.67%