



## **BUSINESS DEVELOPMENT DIVISION**

November 27, 2024

TO: Tracy Attenasio, Contracts Supervisor  
Procurement Division

FROM: Kambria Anderson, Senior Contract Administrator  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

**PROJECT: Y25-707, Sheriff's Sector IV Electrical Distribution Systems and Generator Replacement (Base Bid Plus Additive 1 and Additive 2)**

The Business Development Division evaluated each of the three bids submitted for this project. The Business Development Division (BDD) completed an M/WBE Availability Analysis. The scope of services for this project had M/WBE availability. As a result, the M/WBE goal remained at 25%. At the time of bid opening, at least 111 firms were certified to provide the scope of services at the subcontract level.

BDD performed separate bid evaluations based on each bidder's base bid, base bid plus Additive 1, base bid plus Additive 2 and base bid plus Additive 1 and Additive 2. The following information pertains to the bidders' base bid plus Additive 1 and Additive 2.

The apparent low bid was submitted by Orange County Certified Minority Business Enterprise, Echo Ed Corp, who is bidding as a prime. Therefore, Echo Ed Corp is required to self-perform no less than 51% of the contract per Sec. 17-321 in the M/WBE Ordinance. In the event this requirement is not achieved, other M/WBE's will have to be included to achieve the 25% M/WBE goal. Echo Ed Corp reported self-performing 100%. Therefore, the bidder met the 25% Orange County M/WBE participation goal **per the Ordinance requirement**.

On November 5, 2024, BDD issued a Request for Clarification for the bidder to:

- Complete and submit separate Contract and Sub-Contract Goal Participation Schedule Forms for:
  - Additive One
  - Additive Two

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- Submit a completed Good Faith Effort Form demonstrating that your firm has completed Action #1 #2, #3, #4 and #5 (If the goal is not achieved)

On November 7, 2024, the bidder responded with separate Contract and Sub-Contract Goal Participation Schedule Forms for:

- Additive One
- Additive Two

Please note the following certified M/WBE participation:

MBE-HM	Echo Ed Corp	\$1,567,640 + \$221,440 + \$195,280
<b>Total M/WBE Participation</b>		<b>\$1,984,360.00 (100%)</b>

The apparent second low bid submitted by CIC Construction Group USA, LLC., reported 23.56% in M/WBE participation. Therefore, the bidder did not meet the 25% Orange County M/WBE participation goal, **per the 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 did not fully complete the Good Faith Effort Form.

On November 18, 2024, BDD issued the bidder a Request for Clarification for the bidder to:

- Submit a completed Good Faith Effort Form and documentation demonstrating that their firm completed Action #1, #2, #3, #4 and #5

On November 20, 2024, the bidder responded with:

- An incomplete Good Faith Effort Form and insufficient documentation to demonstrate that their firm completed Action #1, #2, #3, #4 and #5

Please note the following certified M/WBE participation:

WBE-WF	KMG Fencing	\$5,300
MBE-HM	Rey's Concrete	\$73,000
MBE-HM	Diversified Supply	\$261,000 + \$75,000 + \$87,600
<b>Total M/WBE Participation</b>		<b>\$501,900.00 (23.56%)</b>

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The third bid was submitted by Eau Gallie Electric did not include a Contract and Sub-Contract Goal Participation Schedule form. The M/WBE participation could not be determined.

On November 5, 2024, BDD issued the bidder a Request for Clarification for the bidder to:

- Complete and submit separate Contract and Sub-Contract Goal Participation Schedule Forms for:
  - Additive One
  - Additive Two
- Submit a completed Good Faith Effort Form and documentation demonstrating that their firm completed Action #1, # 2, #3, #4 and #5 (If the goal was not achieved)

On November 6, 2024, the bidder responded with:

- Separate Contract and Sub-Contract Goal Participation Schedule Forms:
  - Base Bid Plus Additive One
  - Base Bid Plus Additive Two
- Insufficient documentation to demonstrate the firm completed Action #1 #2, # 3, #4 and #5.

BDD was unable to determine the M/WBE participation, because Eau Gallie Electric combined the Base Bid with the Additives.

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

BID COMPARISON									
Y25-707, Sheriff's Sector IV Electrical Distribution Systems and Generator Replacement (BASE BID + ADDITIVE 1 & ADDITIVE 2)									
Rank	Bidder	Bid Amount	Prime M/WBE \$'s in the Bid	Sub-contractor M/WBE \$'s in Bid	% Prime M/WBE self- performing (Goal 51%)	% Sub- contractor M/WBE (Goal 25%)	Total M/WBE %	GFE	EEO % M / W
Low Bid	ECHO ED CORP	\$1,984,360.00	\$1,984,360.00	\$0.00	100.00%	0.00%	100.00%	N/A	100 / 17
2nd Low	CIC CONSTRUCTION GROUP USA, LLC	\$2,130,333.00	\$0.00	\$501,900.00	0.00%	23.56%	23.56%	No	71 / 43
3rd Bid	EAU GALLIE ELECTRIC	\$2,572,080.00*	\$0.00	Value undeterminable	Value Undeterminable	Value Undeterminable	Value Undeterminable	No	10 / 24