



October 13, 2023

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

Handwritten signature of Carrie Mathes in black ink.

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

Contact: Terry Devitt, Deputy Director, Orange County Convention Center
407-685-9867

Subject: Award of Invitation for Bids Y23-7010-CC, Orange County Convention
Center North/South Concourse Floor Coverings Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-7010-CC, Orange County Convention Center North/South Concourse Floor Coverings Replacement, to the low responsive and responsible bidder, International Flooring, Inc., in the total contract award amount of \$3,989,827.03, inclusive of additive numbers one and two.

PROCUREMENT:

Work under this contract includes the installation of a new epoxy terrazzo system, and installation of new owner-provided axminster broadloom carpeting in the North/South Building Concourse levels two and three. Additive number one includes providing and installing Terrazzo base board. Additive number two includes providing and installing Precast Terrazo stair treads and risers. The project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0965-25-6210.

APPROVALS:

The Orange County Convention Center and Business Development Division concurs with this recommendation.

REMARKS:

Three bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid submitted by Balfour Beatty Construction (US) was deemed non-responsive for qualifying their bid. The bid submitted by Terra Firma Construction Group, Inc. was deemed non-responsive for failing to provide the required bid bond. The bid from International Flooring, Inc. is considered reasonable based on estimates and current market factors. References provided were satisfactory for this type of work and International Flooring, Inc. has been

Award Invitation for Bids Y23-7010-CC, Orange County Convention Center
North/South Concourse Floor Coverings Replacement

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determined to be responsible. Therefore, award is recommended to International
Flooring, Inc.

The bid tabulation is as follows:

Bidder:	Amount
International Flooring, Inc.	\$3,403,319.08
Additive #1	\$262,203.90
Additive #2	\$324,304.05
Total Bid	\$3,989,827.03
Balfour Beatty Construction (US)	Non-responsive
Terra Firma Construction Group, Inc.	Non-responsive



BUSINESS DEVELOPMENT DIVISION

September 25, 2023

TO: Corie Cummings, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y23-7010-CC / Orange County Convention Center North/South
Concourse Floor Coverings Replacement (Base Bid plus Additive No.1
and Additive No. 2)**

The Business Development Division evaluated one bid submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had M/WBE availability. As a result, the M/WBE goal the goal remained at 25%. At the time of bid opening, at least 41 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by International Flooring, Inc, reported 0% in M/WBE participation. The M/WBE participation doesn't meet the Orange County M/WBE participation goal of 25% **per the Ordinance requirement.**

Business Development issued a Submittal of Clarification email request on September 18, 2023, for the apparent low bidder to submit:

- Please complete the Contract and Sub-Contract Goal Participation Schedule form
- Good Faith Effort Form Action #1, #2, #3, #4, and #5

As of September 20, 2023, the apparent low bidder provided no response. The M/WBE participation is 0% and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement.** The bidder indicated that they have historically performed all the other scope of services listed on the Good Faith Effort 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.

Sheena Ferguson

Interoffice Memorandum

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. 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.

cc: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON**Y23-7010-CC, Orange County Convention Center North/South Concourse Floor Coverings
Replacement (Base Bid plus Additive No.1 and Additive No. 2)**

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	EEO % M / W
Low Bid	International Flooring, Inc	\$3,727,623.13	\$0.00	0.00%	N/A	31 / 38 %