




May 30, 2023

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

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

Contact: Sara Flynn-Kramer, Manager II, Capital Projects Division  
407-836-0048

Subject: Award of Invitation for Bids Y23-748-ZR, Juvenile Assessment Center  
Generator and Electrical Upgrades

ACTION REQUESTED:

Approval to award Invitation for Bids Y23-748-ZR, Juvenile Assessment Center Generator and Electrical Upgrades, to the low responsive and responsible bidder, The New Florida Industrial Electrical, Inc., in the total contract award amount of \$678,347.46.

In the event the bidder recommended above fails to achieve timely compliance with pre-award deliverables, as defined in the Invitation for Bids, including, but not limited to, M/WBE participation sub-contract agreements, State Division of Corporations registration, E-verify, insurance and bonds, further request authorization for the Procurement Division to award to the next low responsive and responsible bidder as listed in the bid tabulation herein, to the extent practicable and advantageous to the County.

PROCUREMENT:

Work under this contract consists of the design and construction of a new generator and upgrade of the electrical distribution panel. The project is located in District 6.

FUNDING:

Funding is available in account number 1023-043-0263-3810.

APPROVALS:

The Capital Projects and Business Development Divisions concur with this recommendation.

Award Invitation for Bids Y23-748-ZR, Juvenile Assessment Center Generator and Electrical Upgrades

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REMARKS:

Six bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bid from Control Engineering Group was deemed non-responsive due to submission of additional terms and conditions. The bid submitted by Strong Cap, LLC was deemed non-responsive due to omission of required bid documents. The bids submitted by Mejia International Group Corp. and Zabatt Engine Services, Inc. dba Zabatt Power Systems, Inc. were deemed non-responsive by the Procurement Division, based on the analysis provided by the Business Development Division, which identified that the M/WBE participation goal were not achieved, and good faith effort documentation were not provided. The bid submitted by The New Florida Industrial Electric, Inc. is considered reasonable based on current market conditions. References provided were satisfactory for this type of work and The New Florida Industrial Electric, Inc. has been determined to be responsible. Therefore, award is recommended to The New Florida Industrial Electric, Inc.

The bid tabulation is as follows:

<b>Bidder</b>	<b>Total Bid Amount</b>
The New Florida Industrial Electric, Inc.	\$678,347.46
Carter Electric Inc.	\$777,319.00
CTR III Enterprise, Inc. dba Control Engineering Group	Non-Responsive
Mejia International Group Corp.	Non-Responsive
Strong Cap, LLC	Non-Responsive
Zabatt Engine Services, Inc. dba Zabatt Power Systems, Inc.	Non-Responsive



**BUSINESS DEVELOPMENT DIVISION**

June 7, 2023

**TO:** Zuliemy Ralat Perez, Contracting Agent  
Procurement Division

**FROM:** Princess Clarke, Senior Contract Administrator  
Business Development Division

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **Y23-748-ZR / Juvenile Assessment Center Generator and Electrical Upgrades**

The Business Development Division evaluated the three bids submitted for this project. The Business Development Division completed a M/WBE Availability Analysis. The scope of services for this project had limited M/WBE availability. As a result, the M/WBE goal was reduced from 25% to 5%. At the time of bid opening; at least 38 firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Zabatt Engine Services, Inc. dba Zabatt Power Systems, Inc., reported 4.74% in M/WBE participation. While they listed their company as a certified M/WBE Zabatt Engine Services, Inc. dba Zabatt Power Systems, Inc. in their bid, the company is not an Orange County certified M/WBE company.

Business Development issued a Submittal of Clarification email request on April 10, 2023, for the low bidder to submit:

- Prime contractor's scope of classification and scope of Services omitted on attachment C-2 form
- Subcontractor's scope of classification and scope of Services omitted on attachment C-2 form
- Good Faith Effort Form Action #1, #2, #3, #4, #5

*Sheena Ferguson*

On April 11, 2023, the low bidder responded and submitted:

- An attachment C-2 form
- Good Faith Effort Action #1- Some email correspondence provided not sufficient for completion of action.
- Good Faith Effort Action #2- No documentation submitted
- Good Faith Effort Action #3- No documentation submitted
- Good Faith Effort Action #4- Only 1 quote provided not sufficient to complete action #4
- Good Faith Effort Action #5- No documentation submitted

Therefore, no additional M/WBE participation can be included. The M/WBE participation will remain at 4.74% and doesn't meet the Orange County M/WBE participation goal **per the Ordinance requirement. Good Faith Effort (GFE) was not achieved per the Ordinance requirement if the M/WBE goal is not met.** Therefore, GFE was not achieved.

Please note the following certified M/WBE participation:

Not Orange County Certified	<i>Zabatt Engine Services</i>	\$491,607.82
MBE-HM	Reys Concrete	\$25,000
<b>Total MWBE Participation</b>		<b>\$25,000 (4.74%)</b>

\* At the time of bid the firm was not Orange County Certified.

The second low bid, submitted by Mejia International Group Corp, reported 2.89% in M/WBE participation.

Business Development issued a Submittal of Clarification email request on April 10, 2023, for the second low bidder to submit:

- Good Faith Effort Form Action #1, #2, #3, #4, #5

On April 10, 2023, the second low bidder responded and submitted:

- an updated Attachment C-2
- Good Faith Effort Action #1- Yes email documentation provided.
- Good Faith Effort Action #2- No documentation submitted
- Good Faith Effort Action #3- Yes attachment C-4 provided.
- Good Faith Effort Action #4- A few quotes provided not sufficient to complete action #4
- Good Faith Effort Action #5- No documentation submitted

Interoffice Memorandum

Therefore, additional M/WBE participation can be included for Central Florida Construction Walls on the clarification attachment C-2 therefore the updated M/WBE participation reported at 4.15%. The M/WBE participation reported is 4.15% and doesn't meet the Orange County M/WBE participation goal **per the Ordinance requirement. Good Faith Effort (GFE) was not achieved per the Ordinance requirement if the M/WBE goal is not met.** Therefore, GFE was not achieved.

Please note the following certified M/WBE participation:

MBE-HM	Reys Concrete	\$25,000
MBE-HM	Central Florida Construction Walls	\$8,070
<b>Total MWBE Participation</b>		<b>\$26,570 (4.15%)</b>

The third low bid, submitted by The New Florida Industrial Electric, Inc., reported 5.74% in M/WBE participation. While they listed Fast Signs as a certified M/WBE in their bid, the company is not an Orange County certified M/WBE company. While they listed M/WBE firms in their bid, they did not specify scope of service on attachment C-2.

Business Development issued a Submittal of Clarification email request on April 10, 2023, for the third low bidder to submit:

- Prime contractor's dollar amount omitted on attachment C-2 form
- Subcontractor's scope of services omitted on attachment C-2 form
- Good Faith Effort Form Action #1, #2, #3, #4, #5

On April 12, 2023, the third low bidder provided no response.

Therefore, no additional M/WBE participation can be included. The M/WBE participation will remain at 5.74% and meets the Orange County M/WBE participation goal **per the Ordinance requirement.** Please note the following certified M/WBE participation:

MBE-HM	Cabral Engineering	\$1,918.39
Not Orange County Certified	<i>Fast Signs*</i>	\$7,040
MBE-HM	<del>Diversified Supply (Not Confirmed)</del>	<del>\$103,691.87</del>
MBE-HM	On Point Surveying	\$37,020
<b>Total MWBE Participation</b>		<b>\$38,938.39 (5.74%)</b>

\* At the time of bid the firm was not Orange County Certified.

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****Y23-748-ZR / Juvenile Assessment Center Generator and Electrical Upgrades**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 5%)</b>	<b>GFE</b>	<b>EEO % M / W</b>
Low Bid	Zabatt Engine Services, Inc. dba Zabatt Power Systems, Inc.	\$527,632.82	\$25,000.00	4.74%	No	34 / 7 %
2nd Low	Mejia International Group Corp	\$639,710.50	\$26,570.00	4.15%	No	100 / 0 %
3rd Low	The New Florida Industrial Electric, Inc.	\$678,347.46	\$38,938.39	5.74%	N/A	14 / 0 %