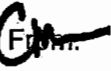




Interoffice Memorandum

December 5, 2022

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

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

Contact: Alberto Vargas, Manager II, Planning Division
407-836-5354

Subject: Award of Invitation for Bids Y22-7030-R2, International Drive District Signage
and Wayfinding Fabrication and Installation

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-7030-R2, International Drive District Signage and Wayfinding Fabrication and Installation, to the low responsive and responsible bidder, AC Signs, LLC in the total contract award amount of \$1,950,986.

PROCUREMENT:

This contract will provide services in the areas of monument and directional signage manufacturing and installation within the limits of the International Drive District Overlay Zone boundary. The project is located in District 6.

FUNDING:

Funding is available in account number 0001-068-3101-3197.

APPROVALS:

The Planning and Business Development Divisions concur with this recommendation.

REMARKS:

Five bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bids submitted by Don Bell Signs, LLC and Oakhurst Signs 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 was not achieved, and sufficient good faith effort documentation was not provided. The bid of Bergen Sign Company was deemed non-responsive for not submitting the bid schedule. The bid of Keeping Color, LLC was deemed non-responsive for not providing the required bid bond. AC Signs, LLC has a satisfactory record of performance for this type of work and has been determined to be responsible. Therefore, award is recommended to AC Signs, LLC.

Award of Invitation for Bids Y22-7030-R2, International Drive District Signage and Wayfinding
Fabrication and Installation

Page 2

<u>Bidder:</u>	<u>Total Estimated Bid:</u>
AC Signs, LLC	\$1,950,986
Keeping Color, LLC	Non-Responsive
Don Bell Signs, LLC	Non-Responsive
Bergen Sign Company	Non-Responsive
Oakhurt Signs	Non-Responsive



BUSINESS DEVELOPMENT DIVISION

November 9, 2022

TO: Rolando Melo, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division M/WBE Bid Evaluation

PROJECT: **Y22-7030-R2 / International Drive District Signage and Wayfinding
Fabrication and Installation (Revised)**

The Business Development Division evaluated three bids submitted for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had Minority/Women Business Enterprise availability. As a result, the M/WBE goal remained at 25%. At the time of bid opening, at least 35 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Orange County MBE firm AC Signs, LLC is bidding as a Prime contractor. Therefore, AC Signs, LLC is required to self-perform no less than 51 % of the contract per Sec. 17-321 of 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 **per the Ordinance requirement**. AC Signs, LLC, reported self-performing 100% with 0% subcontractor's participation on attachment C-2. The bidder reported 100% self-performing per the attachment C-2 question (#1). They met Orange County M/WBE participation goal **per the Ordinance requirement**. Please note the following certified M/WBE participation:

MBE-HM	AC Signs, LLC	\$1,950,986
Total MWBE Participation		\$1,950,986 (100%)

Aheena Ferguson

The apparent second low bid, submitted by Don Bell Signs, LLC, reported 21.52% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. While they listed MWBE firms with the bid, the scopes of services were not listed on attachment C-2, however the scopes of services were listed on non-executed letter of intent included with the bid. **Good Faith Effort (GFE) was not submitted per the Ordinance if the M/WBE goal is not met. Therefore, GFE was not achieved.** Please note the following certified M/WBE participation:

WBE-WF	Flash Rite	\$193,000
MBE-AFAM	G & C Welding	\$496,600
Total MWBE Participation		\$593,100 (21.52%)

The apparent third low bid, submitted by Illinois Avenue Partners, LLC dba Oakhurst Signs, reported 12.48% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. While they listed Instyle Technologies, the firm is not currently certified M/WBE Firm. **Good Faith Effort (GFE) was not submitted per the Ordinance if the M/WBE goal is not met. Therefore, GFE was not achieved.** Please note the following certified M/WBE participation that was not confirmed:

Not Orange County Certified	<i>Instyle Technologies*</i>	<i>\$544,000</i>
Total MWBE Participation (Not Confirmed)		\$544,100 (12.48%)

* At the time of bid the company is not Orange County certified.

In the event the lowest bidder is not the recommended bidder, then letters of intent must be obtained from the recommended bidder two business days after being contacted.

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**Y22-7030-R2 / International Drive District Signage and Wayfinding Fabrication and Installation**

Rank	Bidder	Bid Amount	Prime MWBE \$'s in the Bid	Sub-contractor M/WBE \$'s in Bid	% Prime MWBE self-performing (Goal 51%)	% Sub-contractor M/WBE (Goal 25%)	Total MWBE %	GFE	EEO % M / W
Low Bid	AC Signs, LLC	\$1,950,986.00	\$1,950,986.00	\$0.00	100.00%	0.00%	100.00%	N/A	58 / 33 %
2nd Low	Don Bell Signs, LLC	\$2,755,500.00	\$0.00	\$593,100.00	0.00%	21.52%	21.52%	No	0 / 42 %
3rd Low	Illinois Avenue Partners, LLC dba Oakhurst Signs	\$4,361,454.39	\$0.00	\$0.00	0.00%	0.00%	0.00%	No	No information Provided