




September 6, 2022

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

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

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

Subject: Award of Invitation for Bids Y22-7005-MB, Administration Center Lighting
Upgrades

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-7005-MB, Administration Center Lighting Upgrades, to the low responsive and responsible bidder, CTR III Enterprise Inc., d/b/a Control Engineering Group, in the total contract award amount of \$1,232,603.88.

PROCUREMENT:

Work under this contract will consist of replacement of existing interior lightning with new LED fixtures and code compliance controls, and adjustment of ceilings in select areas to accommodate the new fixtures. The project is located in District 5.

FUNDING:

Funding is available in account number 1023-043-2050-3810.

APPROVALS:

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

REMARKS:

Four bids were received in response to this Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. The bids from Carter Electric, Inc. and GreenTech Energy Services, 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 was not achieved, and sufficient good faith effort documentation was not provided.

Staff determined that the bid from CTR III Enterprise Inc., d/b/a Control Engineering Group is considered reasonable for this type of work. References provided by CTR III Enterprise Inc., d/b/a Control Engineering Group were verified and deemed satisfactory for this type of work. Therefore, award is recommended to CTR III Enterprise Inc., d/b/a Control Engineering Group.

Award of Invitation for Bids Y22-7005-MB, Administration Center Lighting Upgrades
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Bid tabulation is as follows:

| <u>Bidder</u> | <u>Estimated Total Bid</u> |
|--|----------------------------|
| CTR III Enterprise Inc., d/b/a Control Engineering Group | \$1,232,603.88 |
| S.A. Casey Construction, Inc. | \$1,499,000.00 |
| Carter Electric, Inc. | Non-Responsive |
| GreenTech Energy Services, Inc. | Non-Responsive |



BUSINESS DEVELOPMENT DIVISION

August 19, 2022

TO: Michelle Black, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division M/WBE Bid Evaluation

PROJECT: Y22-7005-MB / Administration Center Lighting Upgrades (Revised)

The Business Development Division evaluated four bids received for this project. The Business Development Division completed an M/WBE Availability Analysis. The scope of services for this project had limited Minority/Women Business Enterprise availability. As a result, the M/WBE goal was reduced to 23%. At the time of bid opening, at least 37 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Carter Electric, Inc., reported 26.59% in M/WBE participation in their bid. They did not meet the 23% M/WBE participation goal and did not achieve good faith effort. While they listed Alden Electric, Inc., the firm is not currently a certified M/WBE firm. No letters of intent were received from the low bidder for certified M/WBE subcontractors. Please note the following not confirmed M/WBE participation:

| | | |
|---|----------------------------------|------------------------------|
| Not Orange County Certified | Alden Electric, Inc.* | \$278,778.00 |
| Total MWBE Participation (Not Confirmed) | | \$278,778.00 (26.59%) |

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

The apparent second low bid, submitted by GreenTech Energy Services, Inc., reported 0% in M/WBE participation in their bid. They did not meet the 23% M/WBE participation goal and did not achieve good faith effort.

Aheena Ferguson

Interoffice Memorandum

The apparent third low bid, submitted by Orange County MBE firm CTR III Enterprise, Inc. dba Control Engineering Group is bidding as a Prime contractor. Therefore, CTR III Enterprise, Inc. dba Control Engineering Group 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 23% M/WBE goal. CTR III Enterprise, Inc. dba Control Engineering Group, reported self-performing 93.92% with 0% subcontractor's participation on attachment C-2. They met the 23% M/WBE participation goal. Please note the following certified M/WBE participation:

| | | |
|---------------------------------|--|--------------------------------|
| MBE-HM | CTR III Enterprise, Inc. dba Control Engineering Group | \$1,157,603.88 |
| Total MWBE Participation | | \$1,157,603.88 (93.92%) |

The fourth low bid, submitted by S.A. Casey Construction, Inc., reported 60.51% in M/WBE participation in their bid. The M/WBE goal was met. Please note the following certified M/WBE participation:

| | | |
|---------------------------------|-----------------|------------------------------|
| MBE-HM | D'Novo Services | \$907,000.00 |
| Total MWBE Participation | | \$907,000.00 (60.51%) |

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.

cc: Sheena Ferguson, Manager, Business Development Division

| BID COMPARISON | | | | | | | | | |
|---|--|----------------|-------------------------------|--|---|---|--------------|-----|----------------|
| Y22-7005-MB / Administration Center Lighting Upgrades (Revised) | | | | | | | | | |
| 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 23%) | Total MWBE % | GFE | EEO % M / W |
| Low Bid | Carter Electric, Inc. | \$1,048,505.00 | \$0.00 | \$0.00 | 0.00% | 0.00% | 0.00% | No | 31 / 6 % |
| 2nd Low | GreenTech Energy Services, Inc. | \$1,089,549.00 | \$0.00 | \$0.00 | 0.00% | 0.00% | 0.00% | No | 27 / 27 % |
| 3rd Low | CTR III Enterprise, Inc. dba Control Engineering Group | \$1,232,603.88 | \$1,157,603.88 | \$0.00 | 93.92% | 0.00% | 93.92% | N/A | 67 / 0 % |
| 4th Low | S.A. Casey Construction, Inc. | \$1,499,000.00 | \$0.00 | \$907,000.00 | 0.00% | 60.51% | 60.51% | N/A | 0 / 13 % |