



December 30, 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 II, Capital Projects Division
407-836-0048

Subject: Award of Invitation for Bids Y22-7015-RC Orange County Public
Works Building 2 and 5 Roof Replacement

ACTION REQUESTED:

Approval to award Invitation for Bids Y22-7015-RC, Orange County Public Works Building 2 and 5 Roof Replacement, to the low responsive and responsible bidder, Atlas Apex Roofing, LLC, in the total contract award amount of \$952,000.

PROCUREMENT:

This project includes building, site work and related construction work to produce a complete and functional roof assembly, including but not limited to, the removal of the existing metal panel and associated flashings and replacement of the existing roofing assembly including the roof panels, roof insulation, and metal roof flashings. The project is located in District 6.

FUNDING:

Funding is available in account number 1023-043-2052-3810.

APPROVALS:

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

REMARKS:

Three bids were received in response to the Invitation for Bids and evaluated for responsiveness, responsibility, and price reasonableness. Clyde Johnson Construction & Roofing CJC was deemed non-responsive for failing to submit the required bid bond with their bid submittal. Architectural Sheet Metal, Inc. was

Award Invitation for Bid Y22-7015-RC , Orange County Public Works Buildings 2 and 5 Roof Replacement
Page 2

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 submitted from Atlas Apex Roofing, LLC is considered reasonable based on comparison to the engineer's estimate. References provided were satisfactory for this type of work and Atlas Apex Roofing, LLC has been determined to be responsible. Therefore, award is recommended to Atlas Apex Roofing, LLC.

Bid tabulation is as follows:

BID RECEIVED:	Base Bid
Atlas Apex Roofing, LLC	\$952,000
Architectural Sheet Metal, Inc.	Non-Responsive
Clyde Johnson Construction & Roofing CJC	Non-Responsive



BUSINESS DEVELOPMENT DIVISION

December 5, 2022

TO: Rochelle Chambers, Contracting Agent
Procurement Division

FROM: Princess Clarke, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division M/WBE Bid Evaluation Revised

PROJECT: Y22-7015-RC / Orange County Public Works Bldgs 2 & 5 Roof Replacement (Base Bid plus Additive #1) (Revised)

The Business Development Division evaluated two bids submitted 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 from 25% to 9%. At the time of bid opening, at least 39 M/WBE firms were certified to provide the scope of services at the subcontract level.

The apparent low bid, submitted by Architectural Sheet Metal, Inc. reported 29.97% in M/WBE participation and did not meet the Orange County M/WBE participation goal **per the Ordinance requirement**. While they listed firm Merit Fasteners in their bid, the firm is not a currently certified M/WBE Firm. No letters of intent were received from the low bidder for certified M/WBE subcontractors. **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	Merit Fasteners*	\$227,044.33
Total MWBE Participation (Not Confirmed)		\$227,044.33 (29.97%)

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

The apparent second low bid, submitted by Atlas Apex Roofing, LLC, reported 10.22% in M/WBE participation and met the Orange County M/WBE participation goal **per the Ordinance requirement**. While they listed firm McLean Lightning Protection in their bid, the firm is not a currently certified M/WBE Firm. Please note the following certified M/WBE participation:

MBE-HM	C.G. R. Construction Co.	\$98,000
Not Orange County Certified	McLean Lightning Protection*	\$12,825
Total MWBE Participation		\$98,000 (10.22%)

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

Sheena Ferguson

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. The Procurement Division notified the Business Development Division on November 23, 2022, to state Atlas Apex Roofing, LLC was under consideration for award recommendation and therefore letters of intent (LOI's) needed to be obtained. The Business Development Division received the LOI's on December 1, 2022.

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						
Y22-7015-RC / Orange County Public Works Bldgs 2 & 5 Roof Replacement (Base Bid plus Additive #1)						
Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 9%)	GFE	EEO % M / W
Low Bid	Architectural Sheet Metal, Inc.	\$757,685.00	\$0.00	0.00%	No	13 / 13 %
2nd Low	Atlas Apex Roofing, LLC	\$958,500.00	\$98,000.00	10.22%	N/A	49 / 2 %