



BCC Mtg. Date: November 1, 2016

October 10, 2016

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

Handwritten initials, possibly "CW" or "CWJ", in black ink.

Contact: Rich Steiger, Manager, Facilities Management Division
407-836-7473

Subject: Award of Invitation for Bids Y16-1125-PD, Exterior Painting Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y16-1125-PD, Exterior Painting Services, to the low responsive and responsible bidders, Lot A, Silva's Painting & General Services, LLC in the estimated contract award amount of \$273,600, Lot B, Lenard Bell Painting, Inc. in the estimated contract award amount of \$340,825 and Lot C, Quick Painting Group Corporation in the estimated contract award amount of \$299,825 for a 1-year term. Further request authorization for the Procurement Division to renew the contract for four additional 1-year periods.

PROCUREMENT:

This contract will provide labor and materials on an as-needed basis for exterior painting services.

FUNDING:

Funding is available in account numbers 0001 043 1713 3810, 0001 043 1717 3810, 0001 043 1718 0310 and 0001 043 1719 3810.

APPROVALS:

The Facilities Management and the Business Development Divisions concur with this recommendation.

REMARKS:

Four bids were received and evaluated for responsiveness, responsibility and price. Bidders were only eligible to be awarded a maximum of one lot. Silva's Painting & General Services, LLC is the low responsive, responsible bidder for Lot A.

Lenard Bell Painting, Inc. is the low responsive, responsible bidder for Lot B and Quick Painting Group Corporation is the low responsive, responsible bidder for Lot C. The bids are considered reasonable based on the technical evaluation and recommendation of staff.

Bid Tabulation:

<u>BIDDERS</u>	<u>PRICE</u>
Lot A	
Silva's Painting & General Services, LLC	\$ 273,600.00
Lenard Bell Painting, Inc.	\$ 355,825.00
Quick Painting Group Corporation	\$ 533,907.50
Harry's Painting	\$1,928,264.00
Lot B	
Silva's Painting & General Services, LLC	\$ 258,600.00
Lenard Bell Painting, Inc.	\$ 340,825.00
Quick Painting Group Corporation	\$ 518,907.50
Harry's Painting	\$1,913,264.00
Lot C	
Silva's Painting & General Services, LLC	\$ 207,600.00
Lenard Bell Painting, Inc.	\$ 208,407.00
Quick Painting Group Corporation	\$ 299,825.00
Harry's Painting	\$1,085,323.00




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

October 20, 2016

TO: Perry Davis, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y16-1125-PD, Exterior Painting Services (Lot A)**

The Business Development Division evaluated the **4 bids** submitted for this project and found that this contract may be awarded to **Silva's Painting & General Services, LLC**, a Certified Minority/Women Business Enterprise bidder. The Orange County certified firm is the lowest bidder. Thus, the bid preference does not apply, per the County's M/WBE Ordinance, Section 17-324.

c: Sheena Ferguson, Manager, Business Development Division



BID COMPARISON

Y16-1125-PD, Exterior Painting Services (Lot A)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Silva's Painting & General Services (HM)	\$273,600				
2nd Low	Lenard Bell Painting	\$335,825	\$62,225	22.74%		
3rd Low	Quick Painting Group Corp.	\$533,907.50	\$260,308	95.14%	\$198,083	58.98%
4th Low	Harry's Painting	\$1,928,264	\$1,654,664	604.77%	\$1,592,439	474.19%



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

October 20, 2016

TO: Perry Davis, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y16-1125-PD, Exterior Painting Services (Lot B)

The Business Development Division evaluated the **4 bids** submitted for this project and found that this contract may be awarded to **Silva's Painting & General Services, LLC** a Certified Minority/Women Business Enterprise bidder. The Orange County certified firm is the lowest bidder. Thus, the bid preference does not apply, per the County's M/WBE Ordinance, Section 17-324.

However, Facilities Management Division states "as a part of the bid evaluation process, prices on the bid response forms were compared to determine which bidder could provide the required services at the lowest cost to the County. One lot can be awarded to each bidder per the requirement in the IFB. Silva Painting is recommended for award of Lot A, therefore Lot B is being awarded to **Lenard Bell Painting, Inc.**

c: Sheena Ferguson, Manager, Business Development Division

BID COMPARISON

Y16-1125-PD, Exterior Painting Services (Lot B)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid 7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Silva's Painting & General Services, LLC (HM)	\$258,600				
2nd Low	Lenard Bell Painting, Inc.	\$340,825	\$82,225	31.80%		
3rd Low	Quick Painting Group Corporation	\$518,907.50	\$260,308	100.66%	\$178,083	52.25%
4th Low	Harry's Painting	\$1,913,264	\$1,654,664	639.85%	\$1,572,439	461.36%

However, Facilities Management Division states "as a part of the bid evaluation process, prices on the bid response forms were compared to determine which bidder could provide the required services at the lowest cost to the County. One lot can be awarded to each bidder per the requirement in the IFB. Silva's Painting & General Services, LLC is recommended for award of Lot A, therefore Lot B is being awarded to **Lenard Bell Painting, Inc.**



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

October 20, 2016

TO: Perry Davis, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: IFB-Y16-1125-PD, Exterior Painting Services (Lot C)

The Business Development Division evaluated the **4 bids** submitted for this project and found that this contract may be awarded to **Silva's Painting & General Services, LLC** a Certified Minority/Women Business Enterprise bidder. The Orange County certified firm is the lowest bidder. Thus, the bid preference does not apply, per the County's M/WBE Ordinance, Section 17-324.

However, Facilities Management Division states "as a part of the bid evaluation process, prices on the bid response forms were compared to determine which bidder could provide the required services at the lowest cost to the County. One lot can be awarded to each bidder per the requirement in the IFB. Silva Painting is recommended for award of Lot A, therefore Lot C is being awarded to **Quick Painting Group Corp.**

c: Sheena Ferguson, Manager, Business Development Division

Sheena Ferguson

BID COMPARISON

Y16-1125-PD, Exterior Painting Services (Lot C)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	Silva's Painting & General Services, LLC (HM)	\$207,600				
2nd Low	Lenard Bell Painting, Inc.	\$208,407	\$807	0.39%		
3rd Low	Quick Painting Group Corporation	\$299,825	\$92,225	44.42%	\$91,418	43.87%
4th Low	Harry's Painting	\$1,085,323	\$877,723	422.80%	\$876,916	420.77%

However, Facilities Management Division states "as a part of the bid evaluation process, prices on the bid response forms were compared to determine which bidder could provide the required services at the lowest cost to the County. One lot can be awarded to each bidder per the requirement in the IFB. Silva's Painting & General Services, LLC is recommended for award of Lot A, therefore Lot C is being awarded to **Quick Painting Group Corporation**.