



Interoffice Memorandum

February 24, 2017

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

Contact: Terry Devitt, Assistant Director, Orange County Convention Center  
407-685-9867

Subject: Award of Invitation for Bids Y17-730-MM, Orange County Convention  
Center North South Building Lighting Enhancements

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y17-730-MM, Orange County Convention Center North South Building Lighting Enhancements, to the sole responsive and responsible bidder, Comelco, Inc, for the total contract award amount of \$975,000.

**PROCUREMENT:**

The scope of work includes, but is not limited to, the installation of an exterior lighting enhancement system (lights and controls supplied by Owner) to the Orange County Convention Center North and South Concourse facades and arched skylights at four locations on the roof. The lighting system will elevate the Orange County Convention Center client and guest experience by offering ambiance lighting. The lighting system will provide different color schemes in support of Orange County Convention Center events, community awareness occasions and recognized holidays creating a distinct landmark on the Metro Orlando skyline. In addition, the arched skylights will be tinted to prevent distracting glare throughout the concourse and escalator/projection areas. The project is located in District 6.

**FUNDING:**

Funding is available in account number 4430 035 0965 6210.

**APPROVALS:**

The Convention Center and Business Development Division concur with this recommendation.

**REMARKS:**

A single bid was received from Comelco, Inc. To ensure an open and competitive bid process, the Invitation for Bids was posted on the Orange County website. Queries from staff to the other potential bidders who declined to compete on this project resulted in the following findings:

**Core Construction Services of Florida, LLC** Contractor performs this type of work and is currently mobilized at the site doing other roof related work, but stated when they contacted electrical firms that attended the pre-bid, they were told the electrical firms were bidding as prime contractors and would not provide them with a quote.

**Axios Construction Group, LLC** Contractor performs this type of work and is currently mobilized at the site, but stated this project was designed as an electrical project and they assumed electrical firms would bid as prime contractors and therefore a general contractor would not be competitive.

**J. Kokolakis** Contractor performs this type of work and is currently mobilized at the site, but stated this project was designed as an electrical project and they assumed electrical firms would bid as prime contractors and therefore a general contractor would not be competitive.

**Potential Electric, LLC** Contractor performs this type of work, but stated they were too busy doing other work.

**Electric Services, Inc** Contractor performs this type of work, but stated the MWBE goal was difficult for them to meet and they saw two other MWBE electrical firms at the pre-bid who self-perform work, therefore they did not believe they would be able to be competitive.

**Giles Electric Company** Contractor performs this type of work but stated their estimating department was too busy with previous commitments and they had concerns about whether they could meet the MWBE goal.

Comelco, Inc.'s bid was 12.66% below the estimate. Staff was able to negotiate with Comelco, Inc. since they were the sole bidder. During negotiations, they confirmed their understanding of the scope of work but also stated no significant reductions could be made to the bid price without deleting scope. Therefore, they agreed to reduce their bid from \$975,744.87 to \$975,000. Comelco, Inc.'s negotiated bid is 12.73% lower than the County's estimate. Comelco, Inc. is currently mobilized at the Convention Center at the North South Building, performing a large electrical project, which may have helped reduce mobilization and overhead fees on this bid and account for their bid being lower than the estimate. Based on technical review performed by staff and the design consultant the bid is considered reasonable. References provided were satisfactory for this type of work and Comelco, Inc. has been determined to be responsible.

This lighting system will enhance the Convention Center's client and guest experience by offering a landmark lighting feature. The lighting system will provide different color schemes in support of Orange County Convention Center events, client shows, community awareness occasions and recognized holidays creating a distinct landmark in the Convention District. In addition, the arched skylights will be tinted to prevent distracting glare and promote energy efficiency with cooling throughout the concourse.

Also, this tinting will enhance the client's purchased advertising and branding in the projection areas located at the four main entrances to the exhibit halls.

These facades and arched skylights, at four locations on the North and South building roofs, are unique architectural features at a very high height of greater than 110 feet, or approximately 10 stories high. This requires a contractor to possess unique experience working at this height and with this type of lighting system. In addition, a contractor's experience should include conducting this type of installation in an active, fully operational facility, to ensure there is no impact to scheduled events and the guest experience. Comelco, Inc has demonstrated this type of work experience through the project references during the bid process, as well as a previous history of successful projects at the Orange County Convention Center. Therefore, Capital Planning recommends moving forward with this award to Comelco, Inc.

**Bids Received:**

**Bid Amount:**

**Negotiated Bid Amount:**

Comelco, Inc.

**\$ 975,744.87**

**\$975,000**



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

February 28, 2017

TO: Marsha Mussori, Senior Contract Administrator  
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator *DW*  
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y17-730-MM / Orange County Convention Center North South Building  
Exterior Lighting Enhancements**

The Business Development Division evaluated the one bid submitted for this project and found that the apparent low bidder Orange County MWBE firm Comelco, Inc. met the MWBE participation goal and reported 62.71% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-hm	Comelco, Inc.	\$611,876
<b>Total MWBE Participation</b>		<b>\$611,876.00 (62.71%)</b>

Our evaluation of these bids was based on the participation listed on the subcontractor/supplier page. If the low bidder is not chosen, please let us know so that we may obtain Letters of Intent to confirm the participation.

Attached is a spreadsheet reconciling the bidders' compliance with the IFB's M/WBE requirements, including the percentage breakdown for all bidders and a comparison of the relative bids versus participation percentages.

c: Sheena Ferguson, Manager, Business Development Division

*Sheena Ferguson*

### BID COMPARISON

IFB-Y17-730-MM / Orange County Convention Center North South Building Exterior Lighting Enhancements										
Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Cornelco, Inc. [mbe-hm]	\$975,744.87	\$611,876	62.71%	na					