



## Interoffice Memorandum

April 3, 2017

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y17-733-CC, Animal Services East  
Side Spay/Neuter Clinic

### ACTION REQUESTED:

Approval to award Invitation for Bids Y17-733-CC, Animal Services East Side Spay/Neuter Clinic, to the sole responsive and responsible bidder, Café Construction & Development, Inc., in the total contract award amount of \$283,700.

### PROCUREMENT:

The contract is for work associated with construction of a spay/neuter clinic to include the installation of a 1,650 sq. ft. modular building, equipment for the clinic, and all related site work. This project is located in District 4.

### FUNDING:

Funding is available in account number 1023 060 2393 6210.

### APPROVALS:

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

### REMARKS:

One bid was received. The bid of Café Construction & Development, Inc. is approximately 49% higher than estimated. Due to the fact that a sole bid was received, staff negotiated a \$14,950 price reduction from \$298,650 to \$283,700. Staff evaluated the negotiated price and determined the bid was reasonable.

Café Construction & Development, Inc. has a satisfactory record of performance and has been determined to be responsible. Café Construction & Development, Inc. exceeded the MWBE goal of 25% with 76% participation. Therefore, award is recommended to Café Construction & Development, Inc.

To ensure an open and competitive bid process this Invitation for Bids was posted on the Orange County website and emails were sent to several potential bidders to facilitate the submission of competitive bids. Queries from staff to those bidders who failed to compete on this project resulted in the following findings:

1. P.W. Hearn, Inc. missed the advertisement of this project and failed to have enough time to submit a bid.
2. Axios Construction Services, LLC stated they could not provide the requested reference.
3. Ovation Construction stated that their estimator fell ill so they missed out on this opportunity.
4. CORE Engineering and Construction, Inc. stated that they are currently starting up several simultaneous out-of-state projects, and were not able to allocate resources to bid on this project.

Café Construction's bid of \$298,650 exceeded the construction estimate by \$98,650. Due to the size of the job, the estimate for the work was based on the estimate from the engineer of record for the project. During the negotiation meeting, the scopes of work between the engineer's estimate and the contractor's estimator were compared. It was discovered that the engineer had underestimated the parking lot lights and related utility work, so the cost of the work from the contractor reflects the actual cost of the work had all of the utility scope been included in the estimate. This revised and negotiated price is in keeping with our revised budget that includes the full scope of the utility and parking lot lighting work. This contractor has worked with the County on other portable building projects and is uniquely suited to do this work at a reasonable cost. Re-bidding the work would result in a long and damaging time delay and is unlikely to produce a bidder with a lower price.

This highly anticipated project was approved in the FY15 CIP budget. There were challenges in finding appropriate location that delayed the implementation of this much needed CIP. This new clinic will offer much needed low cost spays and neuters to help control the animal population in Orange County. This project is widely supported and with this project moving forward the benefits of its services will be able to start and help contribute to reducing the number of unwanted pets.

<b><u>Bid Received:</u></b>	<b><u>Bid Amount:</u></b>	<b><u>Negotiated Bid Amount:</u></b>
Café Construction & Development, Inc.	\$298,650	\$283,700



Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

March 20, 2017

TO: Corie Cummings, Senior Contract Administrator  
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y17-733-CC / Animal Services East Side Spay/Neuter Clinic**

The Business Development Division evaluated the one bid submitted for this project and found that the apparent low bidder Orange County MWBE firm Café Construction & Development, Inc. met the MWBE participation goal and reported 76.56% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-hm	Café Construction & Development, Inc.	\$176,396
Mbe-hm	M & M Electric Of Central Florida, Inc.	\$39,904
Mbe-hm	Fresh Ink Print LLC	\$900
<b>Total MWBE Participation</b>		<b>\$217,200.00 (76.56%)</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-Y17-733-CC / Animal Services East Side Spay/Neuter Clinic

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Café Construction & Development, Inc. [mbe-hm]	\$283,700	\$217,200	76.56%	na					16/0