



Interoffice Memorandum

April 10, 2017

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

Contact: Marc Cannata, Manager, Orange County Convention Center Capital
Planning and Building Systems Division
(407) 685-5953

Subject: Award of Invitation for Bids Y17-736-MM, Orange County Convention
Center Demarcation (Demarc), Main Distribution (MDR), and Main
Distribution Frame (MDF) Rooms HVAC Upgrade

ACTION REQUESTED:

Approval to award Invitation for Bids Y17-736-MM, Orange County Convention Center Demarcation (Demarc), Main Distribution (MDR), and Main Distribution Frame (MDF) Rooms HVAC Upgrade to the low, responsive, and responsible bidder, Starr Mechanical, Inc., in the total contract award amount of \$168,600.

PROCUREMENT:

The project involves electrical and mechanical work in three rooms of the North South Building at the Orange County Convention Center, known as the Demarc, MDF and MDR Rooms. This work includes, but is not limited to: demolition of partition walls, acoustical ceiling tiles, grills, electrical panels and chilled water piping and installation of new computer room air conditioning units, new chilled water piping, condensate lines, electrical wiring and minor architectural finishes to complete the spaces. The project is located in District 6.

FUNDING:

Funding is available in account number 4430 035 0965 6210.

APPROVALS:

The Orange County Convention Center Capital Planning and Building Systems Division and the Business Development Division concur with this recommendation.

REMARKS:

Four bids were received. The bid received from Emcor Services/Mechanical Services of Central Florida, Inc. was determined non-responsive due to taking exceptions to the terms and conditions of the solicitation. Starr Mechanical, Inc.'s price is 27% below the price of Pipeline Mechanical, Inc., the second low bidder. This difference is attributed to the varying general conditions between companies and to the contractor's means and methods. Starr Mechanical, Inc. achieved the MWBE goal with 29% participation.

Y17-736-MM

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Starr Mechanical, Inc. has a satisfactory record of performance and has been determined responsible. Therefore, award is recommended to Starr Mechanical, Inc.

<u>Bids Received:</u>	<u>Bid Price</u>
Starr Mechanical, Inc.	\$168,600
Pipeline Mechanical, Inc.	\$230,085
Air Mechanical Service Corp.	\$232,000

Non-Responsive:

EMCOR Services/Mechanical Services of Central Florida, Inc.



BUSINESS DEVELOPMENT DIVISION

April 3, 2017

TO: Elia Batista, Senior Contract Administrator
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y17-736-MM / Orange County Convention Center North South Building Demarcation (Demarc), Main Distribution (MDR), and Main Distribution Frame (MDF) Rooms' HVAC Upgrade

The Business Development Division evaluated the 3 bids submitted for this project and found that the apparent low bidder Starr Mechanical, Inc. met the MWBE participation goal and reported 29.95% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-afam	Celectsys, Inc.	\$50,500
Total MWBE Participation		\$50,500.00 (29.95%)

The second low bid submitted by Pipeline Mechanical, Inc. did not achieve good faith effort documentation and reported 21.95% MWBE participation in their bid.

The third low bid submitted by Air Mechanical & Service Corp. achieved good faith effort documentation and reported 16.70% MWBE participation in their bid.

None of the bids were within the MWBE sliding scale range to be awarded this contract over the low bidder.

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-Y17-736-MM / Orange County Convention Center North South Building Demarcation (Demarc), Main Distribution (MDR), and Main Distribution Frame (MDF) Rooms' HVAC Upgrade

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO % M / W
Low Bid	Starr Mechanical, Inc.	\$168,600	\$50,500	29.95%	na					20/15
2nd Low	Pipeline Mechanical, Inc.	\$230,085	\$50,500	21.95%	no	\$61,485	36.47%			25/25
3rd Low	Air Mechanical & Service Corp.	\$232,000	\$38,750	16.70%	yes	\$63,400	37.60%	\$1,915	0.83%	39/6