



Interoffice Memorandum

December 13, 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 Y18-715-CC, Lake Lucie Equestrian
Trailhead Parking

ACTION REQUESTED:

Approval to award Invitation for Bids Y18-715-CC, Lake Lucie Equestrian Trailhead Parking, to the low responsive, responsible, and MWBE compliant bidder, Café Construction & Development, Inc. in the total contract award amount of \$169,000.

PROCUREMENT:

The project consists of the construction of an equestrian trailhead at the Orange County Lake Lucie Conservation Area. The site will consist of tree removal, site grading, new drain pipe across new drives, installation of two gravel drives and parking lot, a new perimeter fence and gates, a concrete handicap space, and native landscaping. This project is located in District 2.

FUNDING:

Funding is available in account number 1023 068 1978 6310.

APPROVALS:

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

REMARKS:

Eight bids were received in response to this Invitation for Bids and evaluated for responsiveness and responsibility. Uribe Site Development, Inc. altered the bid form and, therefore, was determined to be non-responsive. The low bidder Condor Construction, Corp. failed to achieve the MWBE goal and did not achieve good faith effort documentation. Café Construction & Development, Inc., an Orange County MWBE firm, met the MWBE participation goal with 72.96% participation and is within the sliding scale of 7% of the low bidder to allow award in accordance with the MWBE provision of the solicitation.

Café Construction & Development, Inc. has a satisfactory record of performance and has been determined responsible. Therefore, award is recommended to Café Construction & Development, Inc.

Bids Received:

Condor Construction, Corp.
Café Construction & Development, Inc.
Schuller Contractors Incorporated
Price Construction, Inc.
All Terrain Tractor Service, Inc.
Cathcart Construction Company-Florida, LLC
Stage Door II, Inc.

Base Bid:

\$163,580.63
\$169,000.00
\$198,500.00
\$217,999.00
\$231,451.20
\$233,000.00
\$249,890.00

Uribe Site Development, Inc.

Non-Responsive



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

December 27, 2017

TO: Corie Cummings, Senior Contract Administrator
Procurement Division

FROM: Dexter Watts, Senior Contract Administrator
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y18-715-CC / Lake Lucie Equestrian Trailhead Parking

The Business Development Division evaluated the 3 lowest bids of the 7 bids submitted for this project and found that the apparent low bidder Condor Construction, Corp. did not achieve good faith effort documentation and reported 12.02% MWBE participation in their bid. Please note the following certified MWBE participation:

| | | |
|---------------------------------|---------------------------|-----------------------------|
| Mbe-hm | Sile & Sons, Inc. | \$16,470 |
| Wbe-wf | John B. Webb & Associates | \$3,200 |
| Total MWBE Participation | | \$19,670.00 (12.02%) |

The second low bid submitted by Orange County MWBE firm Café Construction & Development, Inc. is bidding as a prime. Therefore, Café Construction & Development, Inc. is required to self-perform no less than 51% of the contract per Sec. 17-321 in the MWBE Ordinance. In the event this requirement is not achieved, then other MWBE's will have to be included to achieve the 25% MWBE goal. Café Construction & Development, Inc. reported self-performing 72.96% and met the MWBE participation Goal. They reported 0% other MWBE participation in their bid. Café Construction & Development, Inc.'s bid is within the 7% sliding scale range of the low bidder's bid for contract awards from \$100,000 to \$500,000, at 3.31%. **Since the second low bidder met the MWBE goal and met the sliding scale criteria, this award may be made to the second low bidder Café Construction & Development, Inc.** Please note the following certified MWBE participation:

| | | |
|---------------------------------|---------------------------------------|---------------------------|
| Mbe-hm | Café Construction & Development, Inc. | \$123,300 |
| Total MWBE Participation | | \$123,300 (72.96%) |

The third low bid submitted by Schuller Contractors Incorporated did not achieve good faith effort documentation and reported 9.47% MWBE participation in their bid.

Dexter Watts
for sheena Ferguson

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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

| BID COMPARISON | | | | | | | | | | |
|--|--|--------------|----------------------|-----------------------|-----|--------------------|---|------------------------|--|----------------|
| Y18-715-CC / Lake Lucie Equestrian Trailhead Parking | | | | | | | | | | |
| 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 | Condor Construction, Corp. | \$163,580.63 | \$19,670 | 12.02% | no | | | | | 100/0 |
| 2nd Low | Café Construction & Development, Inc. [mbe-hm] | \$169,000.00 | \$123,300 | 72.96% | na | \$5,419.37 | 3.31% | | | 30/0 |
| 3rd Low | Schuller Contractors Incorporated | \$198,500.00 | \$18,800 | 9.47% | no | \$34,919.37 | 21.35% | \$29,500.00 | 17.46% | 80/5 |
| 4th Low | Price Construction, Inc. | \$217,999.00 | \$0 | 0.00% | no | \$54,418.37 | 33.27% | \$48,999.00 | 28.99% | 0/25 |
| 5th Low | All Terrain Tractor Service, Inc. | \$231,451.20 | \$13,320 | 5.75% | no | \$67,870.57 | 41.49% | \$62,451.20 | 36.95% | 26/14 |
| 6th Low | Cathcart Construction Company-Florida, LLC | \$233,000.00 | \$0 | 0.00% | no | \$69,419.37 | 42.44% | \$64,000.00 | 37.87% | 69/4 |
| 7th Low | Stage Door II, Inc. | \$249,890.00 | \$11,100 | 4.44% | no | \$86,309.37 | 52.76% | \$80,890.00 | 47.86% | 60/5 |