




December 26, 2018

To: Mayor Jerry L. Demings  
and the Board of County Commissioners

From:  Carrie Mathes, Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y19-716-JS, Orange County Convention Center  
West Building W322 & W323 Conference Room Upgrades

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-716-JS, Orange County Convention Center West Building W322 & W323 Conference Room Upgrades, to the low responsive and responsible bidder, EPS Contractor Group, Corp., in the total contract award amount of \$197,600.

PROCUREMENT:

The project consists of upgrades of conference rooms W322 and W323 to better serve clients in regards to upgraded infrastructure for technology equipment, lighting controls, food service, and audio/visual presentations. The upgrades provide additional seating capacity for meetings and breakout sessions. The upgraded finishes carry the design standard from previously completed conference rooms and provide a more contemporary style. This project is located in District 6.

FUNDING:

Funding is available in account number 4430-035-0966-33-6210.

APPROVALS:

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

REMARKS:

Four bids were received in response to the Invitation for Bids and were evaluated for responsiveness, responsibility, and price reasonableness. EPS Contractor Group, Corp. has a satisfactory record of performance and is considered responsible. Therefore, award is recommended to EPS Contractor Group, Corp.

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Y19-716-JS, Orange County Convention Center West Building W322 & W323  
Conference Room Upgrades

**BIDDERS**

EPS Contractor Group, Corp.  
S.A. Casey Construction, Inc.  
Axios Construction Services, LLC  
J. Kokolakis Contracting, Inc.

**BID AMOUNT**

\$197,600  
\$250,784  
\$258,598  
\$328,648



**BUSINESS DEVELOPMENT DIVISION**

December 10, 2018

TO: Jacqueta Scott, Senior Contract Administrator  
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y19-716-JS / Orange County Convention Center West Building W322 & W323 Conference Room Upgrades**

The Business Development Division evaluated the 3 lowest bids of the 4 bids submitted for this project and found the apparent low bidder Orange County MWBE firm EPS Contractor Group, Corp. is bidding as a prime. Therefore, EPS Contractor Group, Corp. 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, other MWBE's will have to be included to achieve the 25% MWBE goal. EPS Contractor Group, Corp. reported self-performing 51.02%. They reported 0% other MWBE participation in their bid and met the MWBE participation goal.

Mbe-hm	EPS Contractor Group, Corp.	\$100,825
<b>Total MWBE Participation</b>		<b>\$100,825 (51.02%)</b>

The second low bid submitted by S.A. Casey Construction, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The third low bid submitted by Orange County MWBE firm Axios Construction Services, LLC. is bidding as a prime. Therefore, Axios Construction Services, LLC. 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, other MWBE's will have to be included to achieve the 25% MWBE goal. Axios Construction Services, LLC. reported self-performing only 29.02%. They reported 0% other MWBE participation in their bid and did not achieve good faith effort documentation.

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

*Aheena Ferguson*

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**Y19-716-JS / Orange County Convention Center West Building W322 & W323 Conference Room Upgrades**

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**

## **Y19-716-JS / Orange County Convention Center West Building W322 & W323 Conference Room Upgrades**

<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>Prime MWBE \$'s in the Bid</b>	<b>Sub- contractor M/WBE \$'s in Bid</b>	<b>% Prime MWBE self- performing (Goal 51%)</b>	<b>% Sub- contractor M/WBE (Goal 25%)</b>	<b>Total MWBE %</b>	<b>GFE</b>	<b>\$ Over Low Bid</b>	<b>% Difference From Low Bid (7%)</b>	<b>EEO % M / W</b>
Low Bid	EPS Contractor Group, Corp. [mbe-hm]	\$197,600	\$100,825	\$0	51.02%	0%	51.02%	na			50/0
2nd Low	S.A. Casey Construction, Inc.	\$250,784	\$0	\$0	0.00%	0%	0.00%	no	\$53,184	26.91%	23/11
3rd Low	Axios Construction Services, LLC. [mbe-afam]	\$258,598	\$75,050	\$0	29.02%	0%	29.02%	no	\$60,998	30.87%	100/0
4th Low	J. Kokolakis Contracting, Inc.	\$328,648	\$0	\$0	0.00%	0%	0.00%	no	\$131,048	66.32%	16/15