




February 18, 2019

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

From:  Carrie Mathes, Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y19-715-RC, Internal Operations
Centre II Elevator Modernization

ACTION REQUESTED:

Approval to award Invitation for Bids Y19-715-RC, Internal Operations Centre II Elevator Modernization, to the sole responsive and responsible bidder, Skyline Elevator, Inc., in the total contract award amount of \$394,800 including additives 1 and 2.

PROCUREMENT:

Work will take place at the Orange County Internal Operations Centre II, consisting of elevator modernization and associated electrical work. The existing elevators are 30 years old and are experiencing failures and are in need of upgrades and improvement. This bid has two additives which will be included in this award. Additive one includes jack replacement and additive two includes providing a new hoist way door and entrance frame cladding in mirror. The project is located in District 4.

FUNDING:

Funding is available in account number 1023-043-0263-3810.

APPROVALS:

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

REMARKS:

A single bid was received from Skyline Elevator, Inc. To ensure an open and competitive bid process, the Invitation for Bids was posted on the Orange County website. A query from staff to potential sources who declined to participate in the bidding process resulted in the following findings:

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Award Invitation for Bid Y19-715-RC Internal Operations Centre II Elevator Modernization

Power Engineering Group Inc.

Power Engineering Group Inc. was unaware of the electrical work listed within the solicitation.

KONE Inc.

Due to our workload capacity, we are unable to bid.

CORE Engineering & Construction Inc.

After reviewing this solicitation, it did not appear that there was enough inter-trade coordination to justify a general contractor to pursue it and be competitive with an extra markup on top of an elevator company.

The construction industry is currently very active; as a result, specialized conveying/elevator contractors are in high demand. Construction projects of this nature are very complex, lacking enough firms in the state to bid on these projects. As such, during busy times like this, many elevator contractors are working on various large projects across the state, and their work force is extended due to the demand of work that is currently available. Not only is this project a renovation project, but it is also phased and requires unique expertise required by a specialty contractor for elevator modernization. With all of this said, it is not surprising that there was limited interest in proposing for this difficult project.

BIDS RECEIVED:	BASE BID	Additive 1	Additive 2	Total Base Bid
Skyline Elevator, Inc.	\$329,600	\$40,200	\$25,000	\$394,800



Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

February 8, 2019

TO: Rochelle Chambers, Senior Contract Administrator
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y19-715-RC / Internal Operations Centre II Elevator Modernization –
Base

The Business Development Division evaluated the one bid submitted for this project and found that the apparent low bidder Skyline Elevator, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

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 + ADDITIVES 1 & 2										
Y19-715-RC / Internal Operations Centre II Elevator Modernization										
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	Skyline Elevator, Inc.	\$394,800	\$0	0%	no					30/11