

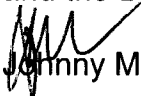


APPROVED  
BY ORANGE COUNTY BOARD  
OF COUNTY COMMISSIONERS

JUN 10 2014 NP/CAS

May 16, 2014

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From:  Johnny M. Richardson, Manager, Procurement Division

Contact: John P. McGowan, Manager, Capital Planning Division  
407-685-5838

Subject: Award of Invitation for Bids Y14-783-MM, Orange County Convention  
Center West Building Dock 7 Server Room AHU Addition

ACTION REQUESTED:

Approval to award Invitation for Bids Y14-783-MM, Orange County Convention Center West Building Dock 7 Server Room AHU Addition, to the low responsive and responsible bidder, Air Mechanical & Service Corp, for the total contract award amount of \$150,670.

PROCUREMENT:

The work includes the installation of an owner-provided 20 ton AHU-3-16A. The contractor will provide and install all new supply and return ductwork from the new AHU to serve the server room, building automation connections/programming, fire alarm connections/programming, electrical connections and structural improvements. Diffusers and grilles are required and shall be appropriately located to create a hot aisle/cold aisle for the electronic equipment in the room. The project location is in District 6.

FUNDING:

Funding is available in account number 4430 035 0960 6210.

APPROVALS:

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

REMARKS:

Two bids were received. The County's design consultant and staff evaluated the bids for reasonableness. Air Mechanical & Service Corp. was low bidder. The approximate 22.78% difference between the low bid and the second low bidder, Axios Construction Services LLC, is attributed to the fact that the second low bidder is a general contractor with a higher markup than the low bidder. The low bidder is a mechanical contractor who will perform the work with its own workforce. Air Mechanical & Service Corp. has a satisfactory record of performance and has been determined to be responsible. Therefore, award is recommended to Air Mechanical & Service Corp.

<b><u>Bids Received:</u></b>	<b><u>Bid Amount:</u></b>
Air Mechanical & Service Corp.	\$150,670.00
Axios Construction Services LLC	\$185,000.00



**BUSINESS DEVELOPMENT DIVISION**

May 1, 2014

**TO:** Marsha Mussori, Senior Contract Administrator  
Procurement Division

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

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** **Y14-783-MM / Orange County Convention Center West Building Dock 7  
Server Room AHU Addition**

The Business Development Division evaluated the 2 bids submitted for this project and found that the apparent low bidder Air Mechanical & Service Corp. did not achieve good faith effort documentation and reported 24.23% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-hm	Lakeside Electrical Services LLC	\$36,500.00
<b>Total MWBE Participation</b>		<b>\$36,500.00 (24.23%)</b>

The second low bid submitted by Orange County MWBE firm Axios Construction Services, LLC met the MWBE participation goal and reported 42.16% 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: Errick Young, Manager, Business Development Division

### BID COMPARISON

IFB-Y14-783-MM / Orange County Convention Center West Building Dock 7 Server Room AHU Addition										
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	Air Mechanical & Service Corp.	\$150,670	\$36,500.00	24.23%	no					18/14
2nd Low	Axios Construction Services, LLC [mbe-afam]	\$185,000	\$78,000.00	42.16%	na	\$34,330.00	22.78%			60/20