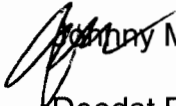




APPROVED  
BY ORANGE COUNTY BOARD  
OF COUNTY COMMISSIONERS  
AUG 05 2014 CAS/KH

July 11, 2014

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From:  Johnny M. Richardson, Manager, Procurement Division

Contact: Deodat Budhu, Manager, Roads and Drainage Division  
(407) 836-7871

Subject: Award of Invitation for Bids Y14-1050-J2, Stormwater Pipe Installation  
and Repair

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y14-1050-J2, Stormwater Pipe Installation and Repair, to the low responsive and responsible bidder, Stage Door II, Inc., in the estimated contract award amount of \$6,485,430 for a 1-year term. Further request authorization for the Procurement Division to exercise contract option years one and two.

**PROCUREMENT:**

Work under this contract consists of providing all labor materials, equipment and incidentals necessary to install and repair storm sewer pipe, ditch bottom inlets, curb inlets and roadside ditches. The scope also includes site preparation, hauling, grading, stabilizing and sodding, with miscellaneous asphalt and concrete work. Work shall be issued on an as needed basis throughout Orange County, Florida.

**FUNDING:**

Funding is available in account number 1002-072-2906-3816.

**APPROVALS:**

The Roads and Drainage Division and the Business Development Division concur with this recommendation.

REMARKS:

Three bids were received. Although the bid of Stage Door II, Inc. was approximately 16% lower than the next low bidder, Johnson Bros. Corporation, staff attributed price differences to related experience, market conditions and labor advantages as a local company. Stage Door II, Inc. also provided written confirmation of prices and assurance of their understanding of the work. Therefore, the bid was determined to be reasonable. Stage Door II, Inc. has a satisfactory record of performance for this type of work and has been determined to be responsible.

Bids Received


|                                   |                |                        |
|-----------------------------------|----------------|------------------------|
| Stage Door II, Inc.               | Base Year:     | \$ 6,485,430.00        |
|                                   | Option Year 1: | \$ 6,485,330.00        |
|                                   | Option Year 2: | <u>\$ 6,485,330.00</u> |
|                                   | Total Bid:     | \$19,456,090.00        |
| Johnson Bros. Corporation         | Base Year:     | \$ 7,530,113.10        |
|                                   | Option Year 1: | \$ 7,533,656.40        |
|                                   | Option Year 2: | <u>\$ 7,533,656.40</u> |
|                                   | Total Bid:     | \$22,597,425.90        |
| Schuller Contractors Incorporated | Base Year:     | \$ 8,302,425.00        |
|                                   | Option Year 1: | \$ 8,302,325.00        |
|                                   | Option Year 2: | <u>\$ 8,302,325.00</u> |
|                                   | Total Bid:     | \$24,907,075.00        |



**BUSINESS DEVELOPMENT DIVISION**

June 18, 2014

TO: John Schmidt, Senior Contract Administrator  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y14-1050-J2, Storm Water Pipe Installation and Repair**

The Business Development Division evaluated the **3 bids** submitted for this project and found that the apparent low bidder **Stage Door II, Inc.** did not meet the Orange County MWBE participation goal of 25%. They reported 2% MWBE participation in their bid and provided good faith effort documentation. Please note the following certified MWBE participation:


|                                 |                        |                     |
|---------------------------------|------------------------|---------------------|
| WF                              | Winter Garden Grassing | \$310,000.00        |
| <b>Total MWBE Participation</b> |                        | <b>\$310,000.00</b> |

The second low bid submitted by Johnson Bros Corporation, a Southland Company did not meet the Orange County MWBE participation goal of 25%. They reported 7% MWBE participation in their bid and provided insufficient good faith effort documentation.

The third low bid submitted by Schuller Contractors Incorporated did not meet the Orange County MWBE participation goal of 25%. They reported 0% MWBE participation in their bid and provided insufficient good faith effort documentation.

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: contract file 

**BID COMPARISON**  
**IFB-Y14-1050-J2, Stormwater Pipe Installation and Repair (Revised)**

| Rank    | Bidder                            | Bid Amount      | M/WBE \$'s in Bid | % M/WBE (Goal 25%) | GFE   | \$ Over Low Bid | % Difference From Low Bid (3%) | \$ Over 2nd Low Bid | % Difference From 2nd Low Bid | EEO M / W |
|---------|-----------------------------------|-----------------|-------------------|--------------------|-------|-----------------|--------------------------------|---------------------|-------------------------------|-----------|
| Low Bid | Stage Door II, Inc.               | \$19,456,090    | \$310,000         | 2%                 | Yes   |                 |                                |                     |                               | 20%       |
| 2nd Low | Johnson Bros. Corporation         | \$22,597,425.90 | \$1,540,000       | 7%                 | Insuf | \$3,141,336     | 16.15%                         |                     |                               | 7%        |
| 3rd Low | Schuller Contractors Incorporated | \$24,907,075    | \$0               | 0%                 | Insuf | \$5,450,985     | 28.02%                         | \$2,309,649         | 10.22%                        | 33%       |