



Interoffice Memorandum

APPROVED BY ORANGE  
COUNTY BOARD OF COUNTY  
COMMISSIONERS

BCC Mtg. Date: Feb. 16, 2016

January 19, 2016

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From ~~John~~ <sup>John</sup> Johnny M. Richardson, Manager, Procurement Division

Contact: Terry Devitt, Assistant Director, Orange County Convention  
Center, 407- 685-9867

Subject: Award of Invitation for Bids Y16-717-MM, Orange County Convention  
Center West Entrance Flooring and Wall Finishes Replacements

ACTION REQUESTED:

Approval to award Invitation for Bids Y16-717-MM, Orange County Convention Center West Entrance Flooring and Wall Finishes Replacements, to the sole responsive and responsible bidder, Axios Construction Services, LLC, for the total contract award amount of \$230,144 which includes Additive bid item No.1.

PROCUREMENT:

The base bid includes the demolition of approximately 10,000 square feet of existing flooring at the Westwood Lobby Entrance of the West Building and installation of owner supplied ceramic tile. The additive bid includes approximately 40,000 square feet of refurbishment of wall surfaces, to include demolition of existing wall covering and installation of new acoustical wall covering and paint. The project is located in District 6.

FUNDING:

Funding is available in account number 4430 035 0960 6210.

APPROVALS:

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

REMARKS:

A single bid was received from Axios Construction Services, LLC. Queries from staff to potential bidders who failed to compete on this project resulted in the following detailed findings:

**R.L. Burns.** Contractor performs this type of work but stated the scope and project estimate was too small for them to expend their resources and they would prefer to bid on larger projects.

**Pillar Construction Group.** Contractor performs this type of work but stated they didn't believe they could be competitive and declined to bid the project.

**McCree General Contractors.** Contractor performs this type of work but stated they didn't believe they could be competitive and declined to bid the project.

Staff negotiated with Axios. Axios confirmed their understanding of the scope of work however no cost reduction could be made without a reduction in scope. Staff and the Consultant recommend the County proceed with the award. Axios' bid was approximately 48% lower than the County Consultant's estimate. Based on technical review performed by staff and the Design Consultant the bid is considered reasonable. References provided were satisfactory for this type of work and Axios Construction Services, LLC. has been determined to be responsible.

**Bids Received:**

**Bid Amount:**

**Axios Construction Services, LLC.**

**\$ 132,694**

**Additive #1:**

**\$ 97,450**

**Total:**

**\$ 230,144**



**BUSINESS DEVELOPMENT DIVISION**

January 19, 2016

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

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

**SUBJECT:** Business Development Division Bid Evaluation

**PROJECT:** Y16-717-MM / Orange County Convention Center West Entrance  
Flooring and Wall Finishes Replacement – Additive Bid

The Business Development Division evaluated the one bid submitted for this project and found that the apparent low bidder Orange County MWBE firm Axios Construction Services, LLC met the MWBE participation goal and reported 57.66% MWBE participation in their bid. Please note the following certified MWBE participation:

Mbe-afam	Axios Construction Services, LLC	\$132,694
<b>Total MWBE Participation</b>		<b>\$132,694.00 (57.66%)</b>

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 - ADDITIVE**

<b>IFB-Y16-717-MM / Orange County Convention Center West Entrance Flooring and Wall Finishes Replacement</b>										
<b>Rank</b>	<b>Bidder</b>	<b>Bid Amount</b>	<b>M/WBE \$'s in Bid</b>	<b>% M/WBE (Goal 25%)</b>	<b>GFE</b>	<b>\$ Over Low Bid</b>	<b>% Difference From Low Bid (7%)</b>	<b>\$ Over 2nd Low Bid</b>	<b>% Difference From 2nd Low Bid</b>	<b>EEO % M / W</b>
Low Bid	Axios Construction Services, LLC [mbe-afam]	\$230,144	\$132,694	57.66%	na					71/29