



Interoffice Memorandum

APPROVED BY ORANGE
COUNTY BOARD OF COUNTY
COMMISSIONERS

BCC Mtg. Date: May 24, 2016

April 28, 2016

To: Mayor Teresa Jacobs
and the Board of County Commissioners

From: *CW* Carrie Woodell, Acting Manager, Procurement Division

Contact: Richard Steiger, Manager, Facilities Management Division
(407) 836-7473

Subject: Award of Invitation for Bids Y16-182-EB, County Wide Roof
Maintenance and Repair Services

ACTION REQUESTED:

Approval to award Invitation for Bids Y16-182-EB, County Wide Roof Maintenance and Repair Services, to the low responsive and responsible bidder, Advanced Roofing, Inc. in the total estimated annual contract award amount of \$667,522.50. Further request authorization for the Procurement Division to exercise contract option years one and two. The estimated contract amount includes every conceivable requirement that may arise during the performance of the contract.

PROCUREMENT:

Work under this contract consists of providing all labor, materials, equipment, services and incidentals necessary to provide regular and emergency roof repairs and replacements on various roof systems throughout Orange County buildings.

FUNDING:

Funding is available in account number 0001 043 1713 3810.

APPROVALS:

The Facilities Management Division and the Business Development Division concur with this recommendation.

REMARKS:

Three bids were received. The bid of Advanced Roofing, Inc. is approximately 75% lower than the second low bid submitted. Staff attributed the price difference to current market fluctuations and the means and methods utilized by Advanced Roofing, Inc. in the performance of previous County roof repair and replacement contracts. Advanced Roofing, Inc. has a satisfactory record of performance and has been determined responsible. Therefore, award is recommended to Advanced Roofing, Inc.

Award of Invitation for Bids Y16-182-EB, County Wide Roof Maintenance and Repair Services
Page 2 of 2

Bids Received

Advanced Roofing, Inc.	Base Year:	\$ 667,522.50
	Option Year 1:	\$ 687,816.50
	Option Year 2:	<u>\$ 693,531.50</u>
	Total Bid:	\$2,048,870.50

Atlas Apex Roofing, LLC	Base Year:	\$1,127,155.00
	Option Year 1:	\$1,127,155.00
	Option Year 2:	<u>\$1,179,559.00</u>
	Total Bid:	\$3,433,869.00

Roof Control Services, Inc.	Base Year:	\$1,104,429.00
	Option Year 1:	\$1,322,172.40
	Option Year 2:	<u>\$1,315,056.45</u>
	Total Bid:	\$3,741,657.85




Interoffice Memorandum

BUSINESS DEVELOPMENT DIVISION

April 21, 2016

TO: Elia Batista, Senior Contract Administrator
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: Y16-182-EB, Countywide Roof Maintenance and Repair

The Business Development Division evaluated the 3 bids submitted for this project and found that the apparent low bidder **Advanced Roofing, Inc.** did not meet the Orange County MWBE participation goal of 25%. They reported 0% MWBE participation in their bid and did not provide good faith effort documentation.

The second low bid submitted by Atlas Apex Roofing, LLC did not meet the Orange County MWBE participation goal of 25%. They reported 0% MWBE participation in their bid and did not provide good faith effort documentation.

The third low bid submitted by Roof Control Services, Inc. did not meet the Orange County MWBE participation goal of 25%. They reported 0% MWBE participation in their bid and did not provide 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

Sheena Ferguson

BID COMPARISON

IFB-Y16-182-EB, County Wide Roof Maintenance and Repair (Revised)

Rank	Bidder	Bid Amount	M/WBE \$'s in Bid	% M/WBE (Goal 25%)	GFE	\$ Over Low Bid	% Difference From Low Bid (4%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid	EEO M / W
Low Bid	Advanced Roofing, Inc.	\$2,048,870.50	\$0	0%	NO					40%
2nd Low	Atlas Apex Roofing, LLC	\$3,433,869	\$0	0%	NO	\$1,384,999	67.60%			97%
3rd Low	Roof Control Services, Inc.	\$3,741,657.85	\$0	0%	NO	\$1,692,787	82.62%	\$307,789	8.96%	0%