



**Interoffice Memorandum**

BCC Mtg. Date: July 12, 2016

July 1, 2016

TO: Mayor Teresa Jacobs  
and the Board of County Commissioners

FROM: Carrie Woodell, Manager, Procurement Division

CONTACT: Rodney J. Lynn, P.E., Manager, Stormwater Management  
Division  
407-836-7991

SUBJECT: Award of Invitation for Bids Y16-1075-LC, Fence Installation and  
Repair

**ACTION REQUESTED**

Approval to award Invitation for Bids Y16-1075-LC, Fence Installation and Repair, to the low responsive and responsible bidder, All Rite Fence Services, Inc. for Lots A and B for a 1-year term contract. Further request authorization for the Procurement Division to renew the contracts for two additional 1-year periods.

<u>BIDDERS NAME</u>	<u>LOT</u>	<u>TOTAL ESTIMATED ANNUAL BID</u>
All Rite Fence Services, Inc.	Lot A, Stormwater Management Division	\$1,428,120.00
All Rite Fence Services, Inc.	Lot B, Parks and Recreation Division/Countywide	\$ 427,912.50

**PROCUREMENT:**

To furnish, install and repair fencing throughout the County on an as-needed basis. The Stormwater Management and Parks and Recreation Divisions are the primary users of the contract. The Stormwater Management Division will use the contract primarily to replace and repair pond fencing. The Parks and Recreation Division will use the contract to replace and repair fencing within the parks with other divisions using it on a limited basis.

**APPROVALS:**

The Stormwater Management, Parks and Recreation and Business Development Divisions concur with this recommendation.

**DISCUSSION**

Two bids were received for each lot and were evaluated for price, responsiveness and responsibility. All Rite Fence Services, Inc. met all qualification requirements and has a history of satisfactory performance with the County.

The estimated contract amount includes every conceivable requirement that may materialize during contract performance, while the total orders against the contract is based on budgetary limitations. Prices are deemed fair and reasonable based on a comparison of prices paid by other counties on similar contracts and our engineer's estimation.

Award is recommended by lot as listed above.

The bid tabulation is attached.

<u>Vendor</u>	<u>Estimated Annual Bid</u>
<u>Lot A.</u>	
All Rite Fence Services, Inc.	\$1,428,120.00
KMG Fence, LLC	\$1,681,472.50
<u>Lot B.</u>	
All Rite Fence Services, Inc.	\$ 427,912.50
KMG Fence, LLC	\$ 585,645.00




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

June 20, 2016

TO: Linda Carson, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y16-1075-LC, Fence Installation and Repairs (Lot A)**

The Business Development Division evaluated the **2 bids** submitted for this project and found that the **1** Orange County Certified Minority Women Business Enterprise bidder **was not within 5%** of the low bid for bid awards from \$750,000.01 to 2,000,000.00. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division



## BID COMPARISON

### Y16-1075-LC, Fence Installation and Repairs (Lot A)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	All-Rite Fence Services, Inc.	\$1,428,120				
2nd Low	KMG Fence, LLC (WF)	\$1,681,473	\$253,353	17.74%		




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**BUSINESS DEVELOPMENT DIVISION**

June 20, 2016

TO: Linda Carson, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y16-1075-LC, Fence Installation and Repairs (Lot B)**

The Business Development Division evaluated the **2 bids** submitted for this project and found that the **1** Orange County Certified Minority Women Business Enterprise bidder **was not within 7%** of the low bid for bid awards from \$100,000.00 to \$500,000.00. Hence, the bid preference program in accordance with the County's M/WBE Ordinance, Section 17-324 can not be applied.

c: Sheena Ferguson, Manager, Business Development Division



## BID COMPARISON

### Y16-1075-LC, Fence Installation and Repairs (Lot B)

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (7%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	All-Rite Fence Services. Inc.	\$427,912.50				
2nd Low	KMG Fence, LLC (WF)	\$585,645	\$157,733	36.86%		