



## Interoffice Memorandum

APPROVED BY ORANGE  
COUNTY BOARD OF COUNTY  
COMMISSIONERS

BCC Mtg. Date: July 12, 2016

June 20, 2016

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

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

Subject: Award of Invitation for Bids Y16-1077-PD, Fill Dirt and Natural Sand

### ACTION REQUESTED:

Approval to award Invitation for Bids Y16-1077-PD, Fill Dirt and Natural Sand, to the low responsive and responsible bidder, G.W. Trucking, Inc., in the estimated contract award amount of \$412,500 for a 1-year term. Further request authorization for the Procurement Division to exercise option years one and two.

### PROCUREMENT:

To provide the Stormwater Management Division with a source for fill dirt and natural sand to be ordered as needed for various projects throughout the county.

### FUNDING:

Funding is available in account number 1002-072-2708-4160.

### APPROVALS:

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

### REMARKS:

Four bids were received and evaluated for responsiveness, responsibility and price. G.W. Trucking, Inc. is the low responsive, responsible bidder. The bid is considered reasonable based on the technical evaluation and recommendation of staff.

Bid tabulation is as follows:

	BASIC YEAR	OPTION YEAR 1	OPTION YEAR 2	TOTAL EST BID
G.W. Trucking, Inc.	\$412,500	\$412,500	\$412,500	\$1,237,500
Paul E. Walsh Trucking, Inc.	\$437,500	\$481,500	\$529,800	\$1,448,800
Solan Trucking & Excavating, Inc.	\$565,000	\$565,000	\$565,000	\$1,695,000
Smith Brothers Land Clearing, Inc.	\$812,500	\$812,500	\$880,000	\$2,505,000




Interoffice Memorandum

**BUSINESS DEVELOPMENT DIVISION**

June 30, 2016

TO: Perry Davis, Senior Purchasing Agent  
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator   
Business Development Division

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **IFB-Y16-1077-PD, Fill Dirt and Natural Sand**

The Business Development Division evaluated the **4 bids** submitted for this project and found that this contract may be awarded to **G. W. Trucking, Inc.** a Certified Minority/Women Business Enterprise bidder. The Orange County certified firm is the lowest bidder. Thus, the bid preference does not apply, per the County's M/WBE Ordinance, Section 17-324.

c: Sheena Ferguson, Manager, Business Development Division



## BID COMPARISON

Y16-1077-PD, Fill Dirt and Natural Sand

Rank	Bidder	Bid Amount	\$ Over Low Bid	% Difference From Low Bid (5%)	\$ Over 2nd Low Bid	% Difference From 2nd Low Bid
Low Bid	G. W. Trucking, Inc. (AFAM)	\$1,237,500				
2nd Low	Paul E. Walsh Trucking, Inc. (AFAM)	\$1,448,800	\$211,300	17.07%		
3rd Low	Solan Trucking & Excavating, Inc. (AFAM)	\$1,695,000	\$457,500	36.97%	\$246,200	16.99%
4th Low	Smith Brothers Land Clearing, Inc.	\$2,505,000	\$1,267,500	102.42%	\$1,056,200	72.90%