



July 25, 2016

To: Mayor Teresa Jacobs  
and the Board of County Commissioners

From: Carrie Woodell, Manager, Procurement Division

Contact: Marc Cannata, Manager, Orange County Convention Center  
Capital Planning and Building Systems Division  
407-685-5953

Subject: Award of Invitation for Bids Y16-781-MM, Orange County  
Convention Center West Concourse Flooring Replacement

**ACTION REQUESTED:**

Approval to award Invitation for Bids Y16-781-MM, Orange County Convention Center West Concourse Flooring Replacement, to the low responsive and responsible bidder, International Flooring, Inc., in the total contract award amount of \$1,724,406.27.

**PROCUREMENT:**

The project location includes all phases of the Orange County Convention Center West Building, excluding Phase II which was recently remodeled. The scope of work includes, but is not limited to, installation of owner supplied broadloom carpet and ceramic tile. In addition, the awarded contractor will supply and install terrazzo veneer at stairways and walk off mats at back of house and meeting room's exits. The theme from Phase II is carried to these remaining areas of the building by incorporating materials that were chosen for their durability in high volume areas, their ease of care and their sustainable qualities. The project is located in District 6.

**FUNDING:**

Funding is available in account number 4430 035 0960 6210.

**APPROVALS:**

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

Award of Invitation for Bids Y16-781-MM, Orange County Convention Center  
West Concourse Flooring Replacement

**REMARKS:**

Two bids were received. International Flooring, Inc. had a satisfactory performance record on similar projects per their references. The bid submitted by International Flooring, Inc. is considered reasonable based on technical analysis performed by the County. Although there was a 45.69% difference between International Flooring, Inc.'s bid and the second low bidder, a scope confirmation meeting was held with International Flooring, Inc. to ensure their bid was all inclusive of the design. Therefore award is recommended to the lowest, responsive, responsible bidder, International Flooring, Inc.

Bidder:	Estimated Bid:
International Flooring, Inc.	\$1,724,406.27
NHCS, LLC.	\$2,745,764.00



**BUSINESS DEVELOPMENT DIVISION**

July 21, 2016

TO: Marsha Mussori, Senior Contract Administrator  
Procurement Division

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

SUBJECT: Business Development Division Bid Evaluation

PROJECT: **Y16-781-MM / Orange County Convention Center West Concourse  
Flooring Replacement**

The Business Development Division evaluated the 2 bids submitted for this project and found that the apparent low bidder International Flooring, Inc. did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

The second low bid submitted by NHCS, LLC did not achieve good faith effort documentation and reported 0% MWBE participation in their bid.

None of the bids were within the MWBE sliding scale range to be awarded this contract over the low bidder.

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

*Sheena Ferguson*

**BID COMPARISON**

**IFB-Y16-781-MM / Orange County Convention Center West Concourse Flooring Replacement**

<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 (5%)</b>	<b>\$ Over 2nd Low Bid</b>	<b>% Difference From 2nd Low Bid</b>	<b>EEO % M / W</b>
Low Bid	International Flooring, Inc.	\$1,724,406.27	\$0	0%	no					0/0
2nd Low	NHCS, LLC	\$2,745,764.00	\$0	0%	no	\$1,021,357.73	59.23%			52/9