



**OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT**  
**Governmental Center Annex**

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400 • FAX 954-357-5674

**MEMORANDUM**

**DATE:** January 3, 2018

**TO:** James R. Hepburn, Purchasing Agent  
Purchasing Division

**THRU:** Sandy-Michael McDonald, Director *SM*  
Office of Economic and Small Business Development

**FROM:** Freddy Castillo, Small Business Development Manager *FC*  
Office of Economic and Small Business Development

**SUBJECT:** Solicitation No. OPN2115556B1 - Pavement Marking Materials  
County Business Enterprise (CBE) Evaluation

The Office of Economic and Small Business Development (OESBD) conducted a review of the respondents' compliance with CBE Program requirements for the above referenced project. An overview is provided as follows:

The CBE goal for this project: 15%

**Met the CBE Requirements:**

<u>Firms</u>	<u>Category</u>	<u>Percentage</u>
<b>Florida Transcor, Inc. (Prime)</b> Airport and Commercial Equipment Suppliers, Inc. d/b/a A.C.E.S., Inc.	<b>CBE</b>	<b>15.0%</b>
<b>Total</b>		<b>15.0%</b>
Contractor's Bid Amount: \$736,981.00 CBE Participation Commitment: 15.0%		
<b>Airport and Commercial Equipment Suppliers, Inc. d/b/a A.C.E.S., Inc. (Prime)</b>	<b>CBE</b>	<b>100.0%</b>
<b>Total</b>		<b>100.0%</b>
Contractor's Bid Amount: \$787,248.00 CBE Participation Commitment: 100.0%		

**Did Not Meet the CBE Requirements:**

**Firm**

**Osburn Associates, Inc. (Prime)**

Non-CBE

None

Contractor's Bid Amount: \$782,924.88

CBE Participation Commitment: None

**CBE Compliance Comments:**

Florida Transcor, Inc. submitted the required documentation in accordance with the solicitation's requirements and is compliant with the CBE program requirements.

Airport and Commercial Equipment Suppliers, Inc. d/b/a A.C.E.S., Inc. initially submitted an incomplete CBE Letter of Intent (LOI). The firm was given three (3) business days to provide a complete LOI or documentation demonstrating their good faith efforts to meet the goal. Airport and Commercial Equipment Suppliers, Inc. d/b/a A.C.E.S., Inc. submitted a revised LOI and is therefore in compliance with the solicitation and CBE program requirements.

Osburn Associates, Inc. initially submitted an incomplete CBE LOI. The firm was given three (3) business days to provide completed LOIs or documentation demonstrating their good faith efforts to meet the goal. The firm submitted supporting documentation for the evaluation of good faith effort. Upon review of their good faith effort, OESBD has determined that they did not meet the quality, quantity and extent in their efforts to meet the goal in accordance with Section 1-81.5 of the Broward County Business Opportunity Act of 2012. Therefore, Osburn Associates, Inc. is not in compliance with the CBE requirements of this solicitation.

In addition, per Section 1-81.5 (e) (3) Determination of a Good Faith Effort of the Broward County Equal Opportunity Act of 2012 states: "In determining whether a bidder has made a good faith effort, the Program Director may also consider the level of participation proposed by other bidders. The closer the bidder's proposed participation is to the goal or to the proposed participation by other bidders, the greater the indication of good faith effort by the bidder." There were three (3) bids submitted for this project of which the remaining two (2) bids met or exceeded the CBE requirement. Therefore, it is determined that Osburn Associates, Inc. is non-compliant with the CBE program requirements.

cc: Nichole Francis, Small Business Development Specialist, OESBD