



**TO:** Nancy Olesen  
Purchasing Division  
**FROM:** Greg Balicki  
Water Wastewater Engineering Division  
**SUBJECT:** Solicitation No.: PNC2117202B1  
Regional Sewer Air Release Valves

Recommended Vendor: Southern Underground Industries, Inc.  
Recommended Group(s)/Line Item(s): Groups 1 - 3  
Initial Award Amount: \$1,619,905.00 Potential Total Amount: \$4,859,715  
Initial Contract Term: One Year Contract Term, including Renewals: Three Years

**CONCURRENCE:**

The agency has reviewed Vendor's response(s) for specification compliance and Vendor responsibility. I  
 have reviewed all documents including the Vendor Questionnaire and after careful evaluation, I concur with recommendation for award to the Vendor.

**FINANCIAL BACKGROUND/D & B REPORT: (check one)**

I am satisfied with the Vendor's financial background and/or rating and payment performance.  
 Not applicable Provide explanation if choosing this option

**LITIGATION HISTORY: (check one)**

I have reviewed the Litigation History Form and there is no issue of concern.  
 Refer to additional information from the Office of the County Attorney to address an issue/concern.

**PAST PERFORMANCE: (check all that apply)**

I have reviewed the Vendor's past Performance Evaluations in Contracts Central and:

Vendor received an overall rating  $\geq 2.59$  on all evaluations.  
 No evaluations within the past three years contained any items rated a score of 2 or less.  
 Vendor received a rating  $\leq 2.59$  on an evaluation(s). Refer to additional information.  
 Vendor received a score of  $\leq 2$  on an individual item(s). Refer to additional information.  
 Past evaluations are not relevant to the scope of this contract.  
 No past Performance Evaluations exist in Contracts Central.

**AND**

Reference Verification Forms are attached.

**OR**

Reference Verification Forms are not required: Commodity only purchase (less than \$250,000); Service less than \$50,000 and the Vendor has a Performance Evaluation within the past three years.

**NON-CONCURRENCE:**

I do not concur. Detailed reason for non-concurrence is attached.

TYPED NAME OF SIGNER: David J. O'Connor, P.E. TITLE: Engineering Unit Supervisor

SIGNATURE: David J. O'Connor DATE: 1/24/2019

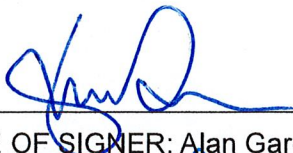
Director, Water & Wastewater

TYPED NAME OF SIGNER: Gregory M. Balicki, P.E.

TITLE: Engineering Division

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SIGNATURE:



DATE:

1/24/19

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TYPED NAME OF SIGNER: Alan Garcia  
(Individual authorized to administer the contract.)

TITLE: Director, Water & Wastewater Services

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SIGNATURE:



DATE:

1/25/19

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**Vendor Reference Verification Form**

Broward County Solicitation No. and Title: PNC2117202B1, Regional Sewer Air Release Valves  
 Reference for: (Name of Firm) Southern Underground Industries, Inc.  
 Organization/Firm Name providing reference: Palm Beach County Water Utilities Department  
 Contact Name/Title: Joseph Tanecredi, P.E.  
 Contact E-mail: jtabecredi@pbcwater.com  
 Contact Phone: (561) 493-6088  
 Name of Referenced Project: Water Main Extension Connecting SR15 to SR80  
 Contract No. n/a  
 Contract Amount: \$687,900  
 Date Services Provided: n/a

(list date range or date services began until "current")

Vendor's role in Project:  Prime Vendor  Sub-consultant/Sub-contractor  
 Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

**Description of services provided by Vendor:**  
 Constructed 6500 LF of 16-inch pipe in mostly grassed area of road right-of-way, connecting to existing 12-inch and 16-inch water mains.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
<b>1. Vendor's Quality of Service</b>				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>2. Vendor's Organization</b>				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<b>3. Timeliness of:</b>				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Additional Comments: (provide on additional sheet if needed)**  
 Recommended SUI for use on Broward County's Regional Sewer Air Release Valves contract.

References Checked By  
 Name: David J. O'Connor, P.E. Title: Engineering Unit Supervisor  
 Division/Department: BC Water and Wastewater Services Date of Verification: 11/29/2018



**Vendor Reference Verification Form**

Broward County Solicitation No. and Title: PNC2117202B1, Regional Sewer Air Release Valves  
 Reference for: (Name of Firm) Southern Underground Industries, Inc.  
 Organization/Firm Name providing reference: Akerblom Contracting, Inc.  
 Contact Name/Title: Jeanne Akerblom  
 Contact E-mail: N/A  
 Contact Phone: (954) 224-4437  
 Name of Referenced Project: Pump Station 8 Force Main & Gravity Sewer Improvements/Town of Davie  
 Contract No. N/A  
 Contract Amount: \$200,000  
 Date Services Provided: N/A

(list date range or date services began until "current")

Vendor's role in Project:  Prime Vendor  Sub-consultant/Sub-contractor  
 Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

**Description of services provided by Vendor:**  
**Subcontract work installing force main and gravity sewer piping in the Town of Davie.**

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
1. Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Vendor's Organization				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
3. Timeliness of:				
a. Project	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**Additional Comments: (provide on additional sheet if needed)**  
 N/A

References Checked By  
 Name: David J. O'Connor Title: Engineering Unit Supervisor  
 Division/Department: VVWED/VVWS/PWD Date of Verification: 12/19/2018



**Vendor Reference Verification Form**

Broward County Solicitation No. and Title: PNC2117202B1, Regional Sewer Air Release Valves  
 Reference for: (Name of Firm) Southern Underground Industries, Inc.  
 Organization/Firm Name providing reference: City of Delray Beach, FL  
 Contact Name/Title: Steven Dellaquila  
 Contact E-mail: Dellaquilla@mydelraybeach.com  
 Contact Phone: (561)504-0321  
 Name of Referenced Project: Reclaimed Water Main - Area 11A  
 Contract No. N/A  
 Contract Amount: \$800,000  
 Date Services Provided: N/A

(list date range or date services began until "current")

Vendor's role in Project:  Prime Vendor  Sub-consultant/Sub-contractor  
 Would you use this vendor again?  Yes  No If No, please specify in Additional Comments (below).

**Description of services provided by Vendor:**  
 Subcontract work installing 18" Reclaimed Water Main in downtown Delray Beach, FL.

Please rate your experience with the referenced Vendor:	Needs Improvement	Satisfactory	Excellent	Not Applicable
<b>1. Vendor's Quality of Service</b>				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<b>2. Vendor's Organization</b>				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>3. Timeliness of:</b>				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Additional Comments: (provide on additional sheet if needed)**  
 N/A

References Checked By  
 Name: David J. O'Connor Title: Engineering Unit Supervisor  
 Division/Department: WWED/WWWS/PWD Date of Verification: 12/20/2018




Public Works Department • Water and Wastewater Services  
**WATER AND WASTEWATER ENGINEERING DIVISION**  
2555 West Copans Road • Pompano Beach Florida 33069  
PHONE: 954-831-0745 • FAX: 954 831-0798/0925


Our Best.  
Nothing Less.

**MEMORANDUM**

**DATE:** December 1, 2018

**TO:** Nancy Olesen  
Purchasing Division

**THRU:** Gregory M. Balicki, P.E., Director   
Water and Wastewater Engineering Division

**FROM:** David J. O'Connor, P.E.   
Engineering Unit Supervisor

**RE:** **SOLICITATION NO. PNC2117202B1**  
**SOUTHERN UNDERGROUND INDUSTRIES**  
**CBE NON-COMPLIANCE ON PROJECT 9087 – C-14 CANAL FORCE MAIN PROJECT**

Southern Underground Industries (SUI) failed to meet or exceed the 80% CBE goal that they committed to on this project. Although the minimum goal in the Contract documents was set at 15%, SUI optimistically committed to a goal of 80%.

The following is a list of reasons that explain why SUI achieved only approximately 69% CBE participation in this contract, instead of the 80% goal:

1. Unanticipated change order work at the force main's east connection point required the services of a non-CBE contractor to install temporary line stops and bypass piping at a cost of \$131,802.
2. Tree Replacements by a non-CBE contractor at a cost of \$105,680.
3. Directional Bored HDPE pipe installation by a non-CBE contractor at an actual cost of \$343,200 (anticipated at time of bid at a cost of \$385,000).
4. The Final Contract Amount was less than the Contract Award Amount by \$55,313.00.

In retrospect, SUI was being too optimistic in believing that the 80% CBE goal was attainable, since 20% of the contract work was committed to a non-CBE contractor at the time of bid (directional bored pipe (item 3., above). This left little room for further non-CBE work (items 1. and 2., above) and a reduction in contract price (item 4., above).

Should you have any questions or concerns, please call me at X0910.

DJO/dbm

cc: Project File 100947/9227 – 7.7

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