



**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:** November 14, 2017

**TO:** Danae Cohen-Ebanks, 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:** Bid No. #PNC2113992C1 – Broward County Convention Center Concession Stand Renovation - County Business Enterprise (CBE) Reserve Compliance Evaluation

*This memorandum supercedes previous memorandum dated November 7, 2017.*

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

**This solicitation is a reserve opportunity for CBE firms.**

**Met the CBE Reserve Requirements:**

<u>Firms:</u>	<u>Category</u>	<u>Percentage</u>
<b>Pioneer Construction Management Services, Inc. (Prime)</b>	CBE	45.51%
Travis Contracting Services, Inc.	CBE	26.67%
Unique Air Conditioning, Inc.	CBE	13.70%
Juliana Enterprises, Inc.	CBE	14.12%
	<b>Total</b>	<b>100.00%</b>

- CBE Firm Bid Amount: \$1,269,954.21
- CBE Participation proposed: 100%

<b>Sanalil Construction, Inc. (Prime)</b>	CBE	71%
Unique Air Conditioning, Inc.	CBE	5%
Juliana Enterprises, Inc. d/b/a Power Pro	CBE	13%
Zager Global, Inc.	CBE	<u>11%</u>
	<b>Total</b>	<b>100%</b>

- CBE Firm Bid Amount: \$1,442,688.00
- CBE Participation proposed: 100%

<b>Primus Construction Services, Inc. (Prime)</b>	CBE	81%
Arbor Electric Services, Inc. d/b/a Mr. Wireman Electric	CBE	14%
Unique Air Conditioning, Inc.	CBE	<u>5%</u>
	<b>Total</b>	<b>100%</b>

- CBE Firm Bid Amount: \$1,523,730.00
- CBE Participation proposed: 100%

**Did Not Meet the CBE Reserve Requirements:**

**Firm:**

<b>Big Dog Construction Services, Inc. (Prime)</b>	CBE	25%
Juliana Enterprises	CBE	<u>15%</u>
	<b>Total</b>	<b>40%</b>

- CBE Firm Bid Amount: \$ 1,539,118.00
- CBE Participation proposed: 40%

<b>Messam Construction (Prime)</b>	CBE	59%
Arbor Electrical Service, Inc.	CBE	<u>18%</u>
	<b>Total</b>	<b>77%</b>

- CBE Firm Bid Amount: \$1,882,891.97
- CBE Participation proposed: 77%

**Republic Construction Corp** Non-CBE

**Graham Contracting LLC.** Non-CBE

**Compliance Comments:**

The Business Opportunity Act Administrative Procedures, Sec. 19-40.2(b)(4) states that in projects involving a CBE reserve, all work associated with the reserve must be performed by CBE firms in order to be considered responsible under the reserve requirement.

Pioneer Construction Management Services, Inc.(Pioneer)., Sanalil Construction, Inc. (Sanalil) and Primus Construction Services, Inc.(Primus) certified CBE firms at time of bid submittal, submitted incomplete Letters of Intent (LOI) with their bid. The firms were provided three (3) business days to address the correctable defects. Pioneer, Sanalil and Primus submitted the LOIs within the three (3) business days provided and are compliant with the CBE reserve requirements of the solicitation.

Big Dog Construction Services, Inc. (Big Dog) and Messam Construction (Messam) certified CBE firms submitted incomplete LOIs with their bid. The firms were provided three (3) business days to address the correctable defects and provide additional documentation as proof of their good faith efforts to meet the CBE Reserve requirements for this solicitation per Section 1-81.5(e)(2) of the Small Business Opportunity Act of 2012 (the Act). Additionally, OESBD communicated with these firms and provided clarification on the CBE Reserve requirements. Big Dog and Messam submitted the completed LOIs and additional supporting documentation of proof of good faith efforts within the three (3) business days. However, the firms did not meet the CBE reserve requirements.

Per the Broward County Business Opportunity Act of 2012” (the “Act”), Sec. 1-81.3(e), when a CBE reserve is established in connection with a County solicitation, CBEs and non-CBEs may respond to the solicitation. If a CBE is available with capacity to perform the reserved work, the reserved work will be awarded to a CBE (consistent with all applicable terms and conditions of the County’s Procurement Code). If no CBE firm is available to perform the reserved work, a non-CBE firm may be awarded the contract or the County may reject all bids and responses submitted.

Republic Construction Corp and Graham Contracting LLC are not certified County Business Enterprise (CBE) firms. The firms did not submit documentation supporting CBE participation and are not in compliance with the CBE reserve requirements of the solicitation.

Cc: Marcia Young, Small Business Development Specialist, OESBD