



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

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MEMORANDUM

DATE: September 20, 2018

TO: Angela Brown, Purchasing Agent
Purchasing Division

THRU: Sandy Michael-McDonald, Director *SMM*
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. OPN2117226B1, Air Hose Trolley System for PC Air Units
County Business Enterprise (CBE) Evaluation**

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondent's compliance to the County Business Enterprise (CBE) requirements for this solicitation. An overview is provided as follows:

This project is a Reserved Opportunity for CBE firms.

Met the CBE Requirements:

<u>Firm Name</u>	<u>Category</u>	<u>Amount</u>	<u>Percentage</u>
• Airport & Commercial Equipment Suppliers, Inc., d/b/a A.C.E.S., Inc. (Prime) Bid Amount: \$527,868.00 CBE Participation: 100.00%	CBE	\$527,868.00	100.00%
• Amos Supply, Inc. (Prime) Bid Amount: \$572,154.00 CBE Participation: 100.00%	CBE	\$572,154.00	100.00%
• Thermo Air, Inc. (Prime) Bid Amount: \$547,800.00 CBE Participation: 100.00%	CBE	\$547,800.00	100.00%

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Did Not Meet the CBE Requirements:

<u>Firm Name</u>	<u>Category</u>	<u>Amount</u>	<u>Percentage</u>
<ul style="list-style-type: none"> • Keyrolo, LLC d/b/a Begus Online, LLC (Prime) Bid Amount: \$85,932.00 CBE Participation: 0.00% 	Non-CBE	\$0.00	0.00%
<ul style="list-style-type: none"> • The Tools Man, Inc. d/b/a The Tools Man Industrial Supply (Prime) Bid Amount: \$563,442.00 CBE Participation: 0.00% 	CBE	\$0.00	0.00%
<ul style="list-style-type: none"> • Verde GSE, Inc. (Prime) Bid Amount: \$503,184.00 CBE Participation: 0.00% 	Non-CBE	\$0.00	0.00%

CBE Compliance Comments:

Airport and Commercial Equipment Suppliers, Inc. d/b/a A.C.E.S., Inc., Amos Supply, Inc., Thermo Air, Inc., and The Tools Man, Inc. d/b/a The Tools Man Industrial Supply did not submit executed Letters of Intent (LOIs) with their respective bid responses. The firms were given three (3) business days to provide executed LOIs that met the goal or to provide documentation demonstrating their respective good faith efforts to meet the goal. Airport and Commercial Equipment Suppliers, Inc. d/b/a A.C.E.S., Inc., Amos Supply, Inc., and Thermo Air, Inc. provided executed LOIs within the stipulated timeframe and are deemed compliant with the CBE goal requirements. The Tools Man, Inc. d/b/a The Tools Man Industrial Supply did not provide the requested LOI within the stipulated timeframe and is deemed non-compliant with the CBE goal requirements.

Pursuant to Section 1-81.3(f) of the Broward County Business Opportunity Act of 2012 (the "Act"), as amended, when a CBE reserve is established in connection with a County solicitation, CBEs and non-CBEs may respond to the solicitation. Keyrolo, LLC d/b/a Begus Online, LLC and Verde GSE, Inc., are non-CBE certified firms that responded to the solicitation.

If a CBE firm is not found to be the lowest responsive and responsible bidder or the highest-ranked responsive and responsible proposer, as applicable, the Purchasing Division may award the contract to a non-CBE with the lowest responsive and responsible bid or the highest-ranked responsive and responsible proposal, as applicable, or may reject all bids and responses submitted. If the Purchasing Division opts to make an award to a non-CBE firm, the award will be contingent on the firm meeting at least a twenty-five percent (25%) CBE goal - unless the CBE goal is waived or otherwise modified by Board action.

cc: Donna-Ann Knapp, Small Business Development Specialist, BCAD/OESBD