



**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 • TTY 954-357-5664

**MEMORANDUM**

**DATE:** April 12, 2021

**TO:** Salustio Jaramillo, Senior Purchasing Agent  
 Broward County Purchasing Division

**THRU:** Sandy-Michael McDonald, Director SANDY-MICHAEL MCDONALD Digitally signed by SANDY-MICHAEL MCDONALD Date: 2021.04.15 16:20:58 -0400  
 Office of Economic and Small Business Development

**FROM:** Maribel Feliciano, Assistant Director MARIBEL FELICIANO Digitally signed by MARIBEL FELICIANO Date: 2021.04.14 12:43:55 -0400  
 Office of Economic and Small Business Development

**SUBJECT: Bid No. PNC2120527C1, Security Credentialing Office Relocation Best and Final Offer - County Business Enterprise (CBE) Evaluation**

The Office of Economic and Small Business Development (OESBD) conducted a secondary compliance review, at the request of the Broward County Purchasing Division, of the best and final offers (BAFOs) of select respondents to the above-referenced solicitation. An overview of the respondents' compliance with the County Business Enterprise (CBE) requirements, after submitting their respective BAFOs, is provided as follows:

**CBE Goal for this project: 25.00%**

**Met the CBE Requirements:**

<u>Firm Name</u>	<u>Category</u>	<u>Amount</u>	<u>Percentage</u>
<b>Cosugas, LLC d/b/a Herman Giacomelli (prime)</b>	CBE	\$ 444,000.00	31.80%
• Bergen Sign Company, Inc.	CBE	\$ 24,885.00	1.80%
• HB Hoffman, LLC	CBE	\$ 145,000.00	10.40%
• Arbor Electrical Service, Inc. d/b/a Mr. Wireman Electric	CBE	\$ 171,832.00	12.30%
<b>Total</b>		<b>\$ 785,717.00</b>	<b>56.30%</b>

**Total Bid Amount: \$1,395,000.00\***

**CBE Participation: 56.30%**

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Bid No. PNC2120527C1, Security Credentialing Office Relocation  
Best and Final Offer - County Business Enterprise (CBE) Evaluation**

**Met the CBE Requirements (continued):**

<b><u>Firm Name</u></b>	<b><u>Category</u></b>	<b><u>Amount</u></b>	<b><u>Percentage</u></b>
<b><u>Gulf Building, LLC (prime)</u></b>			
• Dato Electric, Inc.	CBE	\$ 220,463.00	18.37%
• Bergen Sign Company, Inc.	CBE	\$ 23,825.00	1.99%
• Francis Engineering, Inc.	CBE	\$ 23,000.00	1.92%
• Commercial Interior Contractors, Corp.	CBE	\$ 48,518.80	4.04%
• Kool Flow, Inc.	CBE	<u>\$ 61,740.00</u>	<u>5.15%</u>
<b>Total</b>		<b>\$ 377,546.80</b>	<b>31.47%</b>

**Total Bid Amount: \$1,199,916.00\***

**CBE Participation: 31.47%**

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Home Express Corp. d/b/a Home Express Builders  
(prime)**

• AlliedBean Demolition	CBE	\$ 94,592.00	7.86%
• Commercial Interior Contractors, Corp.	CBE	\$ 48,518.80	4.03%
• JLS Security Plus, LLC	CBE	\$ 8,269.00	0.69%
• Custom Doors & Associates, LLC d/b/a CD & Associates, LLC	CBE	\$ 67,196.96	5.58%
• Coastal Lighting Distributors, Inc.	CBE	\$ 35,621.30	2.96%
• Tigo, Inc. d/b/a Expose Yourself USA	CBE	<u>\$ 61,578.50</u>	<u>5.12%</u>
<b>Total</b>		<b>\$ 315,776.56</b>	<b>26.24%</b>

**Total Bid Amount: \$1,203,394.71\***

**CBE Participation: 26.24%**

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**CBE Compliance Comments:**

Cosugas, LLC d/b/a Herman Giacomelli, Gulf Building, LLC, and Home Express Corp. d/b/a Home Express Builders each submitted LOIs with their respective best and final offers. Cosugas, LLC d/b/a Herman Giacomelli, Gulf Building, LLC, and Home Express Corp. d/b/a Home Express Builders are deemed compliant with the CBE requirements of the solicitation.

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



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**MEMORANDUM**

**DATE:** October 8, 2020

**TO:** Salustio Jaramillo, Purchasing Agent  
Broward County Purchasing Division

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

SANDY-MICHAEL MCDONALD  
Digitally signed by SANDY-MICHAEL MCDONALD  
Date: 2020.10.08 16:18:36 -04'00'

**FROM:** Maribel Feliciano, Assistant Director  
Office of Economic and Small Business Development

MARIBEL FELICIANO  
Digitally signed by MARIBEL FELICIANO  
Date: 2020.10.08 16:03:23 -04'00'

**SUBJECT: Bid No. PNC2120527C1, Security Credentialing Office Relocation  
County Business Enterprise (CBE) Evaluation**

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

**CBE Goal for this project: 25.00%**

**Met the CBE Requirements:**

<u>Firm Name</u>	<u>Category</u>	<u>Amount</u>	<u>Percentage</u>
Alen Construction Group, Inc. (prime)	CBE	\$461,250.00	25.00%

Total Bid Amount: \$1,845,000.00\*  
CBE Participation: 25.00%  
*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

<u>Big Dog Construction Services, Inc. (prime)</u>	<u>CBE</u>	<u>\$</u>	<u>Percentage</u>
• Rick Hamann & Son Demolition, Inc.	CBE	\$ 120,000.00	10.12%
• Demcon Group, LLC	CBE	\$ 115,000.00	9.70%
• CWJ Universal Enterprises, Inc.	CBE	\$ 88,230.00	7.44%
• CWJ Universal Enterprises, Inc.	CBE	\$ 284,532.00	24.00%
• Professional Flooring Contractors	CBE	\$ 26,420.00	2.23%
• Thousand and One Painting Corporation	CBE	\$ 35,500.00	2.99%
• Cooltrace International Corporation	CBE	\$ 102,293.00	8.63%
• Bergen Sign Company, Inc.	CBE	\$ 25,659.00	2.16%
<b>Total</b>		<b>\$ 797,634.00</b>	<b>67.27%</b>

Total Bid Amount: \$1,185,564.00\*  
CBE Participation: 67.27%  
*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Bid No. PNC2120527C1, Security Credentialing Office Relocation  
County Business Enterprise (CBE) Evaluation**

**Met the CBE Requirements:**

<b><u>Firm Name</u></b>	<b><u>Category</u></b>	<b><u>Amount</u></b>	<b><u>Percentage</u></b>
<b>Cosugas, LLC d/b/a Herman Giacomelli (prime)</b>	CBE	\$ 444,000.00	30.00%
• Bergen Sign Company, Inc.	CBE	\$ 24,885.00	1.70%
• HB Hoffman, LLC	CBE	\$ 145,000.00	9.80%
• Arbor Electrical Service, Inc. d/b/a Mr. Wireman Electric	CBE	<u>\$ 175,832.00</u>	<u>11.90%</u>
<b>Total</b>		<b>\$ 789,717.00</b>	<b>53.40%</b>

Total Bid Amount: \$1,475,940.00\*

CBE Participation: 53.40%

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Danto Builders, LLC d/b/a Maximum Energy Payback (prime)**

	CBE	\$ 254,820.00	15.00%
• Cooltrace International Corporation	CBE	\$ 36,995.00	2.18%
• Dato Electric, Inc.	CBE	<u>\$ 220,013.00</u>	<u>12.95%</u>
<b>Total</b>		<b>\$ 511,828.00</b>	<b>30.13%</b>

Total Bid Amount: \$1,698,800.75\*

CBE Participation: 30.13%

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Gulf Building, LLC (prime)**

• Dato Electric, Inc.	CBE	\$ 224,313.00	16.71%
• Bergen Sign Company, Inc.	CBE	\$ 36,445.00	2.71%
• Francis Engineering, Inc.	CBE	\$ 23,000.00	1.71%
• Commercial Interior Contractors, Corp.	CBE	\$ 48,518.80	3.61%
• R2R Demolition, Inc.	CBE	<u>\$ 79,000.00</u>	<u>5.89%</u>
<b>Total</b>		<b>\$ 411,276.80</b>	<b>30.63%</b>

Total Bid Amount: \$1,342,362.17\*

CBE Participation: 30.63%

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Home Express Corp. d/b/a Home Express Builders (prime)**

• Kailas Corp		\$ 220,265.25	16.90%
• Custom Doors & Associates, LLC d/b/a CD & Associates, LLC		\$ 67,196.96	5.16%
• Coastal Lighting Distributors, Inc.		\$ 35,621.30	2.73%
• Tigo, Inc. d/b/a Expose Yourself USA		<u>\$ 61,578.50</u>	<u>4.72%</u>
<b>Total</b>		<b>\$ 384,662.01</b>	<b>29.51%</b>

Total Bid Amount: \$1,303,394.71\*

CBE Participation: 29.51%

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**Bid No. PNC2120527C1, Security Credentialing Office Relocation  
County Business Enterprise (CBE) Evaluation**

**Met the CBE Requirements (continued):**

<b><u>Firm Name</u></b>	<b><u>Category</u></b>	<b><u>Amount</u></b>	<b><u>Percentage</u></b>
<b>Sagoma Construction Services, Inc. (prime)</b>			
• AlliedBean Demolition, Inc.	CBE	\$ 90,592.00	6.00%**
• Florida Palm Construction d/b/a Glades Plumbing	CBE	\$ 69,356.00	5.00%**
• Powercom, LLC	CBE	\$ 259,000.00	17.00%**
• VMECH, Inc.	CBE	<u>\$ 67,500.00</u>	<u>5.00%**</u>
<b>Total</b>		<b>\$ 486,448.00</b>	<b>33.00%**</b>

Total Bid Amount: \$1,956,613.00\*

CBE Participation: 24.86%\*\*

\*Total Bid Amount does not include \$466,613.00 bid allowance.

\*\*The CBE percentage is calculated by dividing the CBE Contract Amount on the LOI by the Total Bid Amount. Based on the submitted Total Bid Amount of \$1,956,613.00, the respective percentages should be 4.63%, 3.54%, 13.24%, 3.45% for a total of 24.86%. The Bidder informed the OESBD that its Total Bid Amount in Periscope included the bid allowance and should have been \$1,490,000.00.

**The Marc J. Parent Company, Inc. d/b/a PB Builders, LLC (prime)**

• J. Nadeau Enterprises, Inc.	CBE	\$ 239,300.00	18.28%
• Dato Electric, Inc.	CBE	<u>\$ 213,605.00</u>	<u>16.31%</u>
<b>Total</b>		<b>\$ 452,905.00</b>	<b>34.59%</b>

Total Bid Amount: \$1,309,387.00\*

CBE Participation: 34.59%

\*Total Bid Amount does not include \$466,613.00 bid allowance.

**Travis Contracting Services, Inc. (prime)**

• Dato Electric, Inc.	CBE	\$ 583,177.00	43.70%
<b>Total</b>		<b>\$ 796,782.00</b>	<b>59.70%</b>

Total Bid Amount: \$1,333,332.00\*

CBE Participation: 59.70%

\*Total Bid Amount does not include \$466,613.00 bid allowance.

**Waypoint Contracting, Inc. (prime)**

• AlliedBean Demolition, Inc.	CBE	\$ 79,592.00	5.59%
• Vmech, Inc.	CBE	\$ 67,500.00	4.74%
• Dato Electric, Inc.	CBE	\$ 220,013.00	15.45%
• Professional Flooring Contractors	CBE	<u>\$ 20,036.00</u>	<u>1.41%</u>
<b>Total</b>		<b>\$ 387,141.00</b>	<b>27.19%</b>

Total Bid Amount: \$1,424,395.00\*

CBE Participation: 27.19%

\*Total Bid Amount does not include \$466,613.00 bid allowance.

**Did Not Meet the CBE Requirements:**

<u>Firm Name</u>	<u>Category</u>	<u>Amount</u>	<u>Percentage</u>
Shiff Construction & Development (prime)	Non-CBE	\$ 0.00	0.00%

Total Bid Amount: \$1,654,282.43\*

CBE Participation: 0.00%

*\*Total Bid Amount does not include \$466,613.00 bid allowance.*

**CBE Compliance Comments:**

Alen Construction submitted the required documentation in accordance with the solicitation's requirements and are compliant with the CBE Program requirements.

Big Dog Construction Services, Inc., Home Express Corp. d/b/a Home Express Builders, Sagoma Construction Services, Inc. and Shiff Construction & Development did not include LOIs with their respective bid submittals. The firms were given three (3) business days within which to provide executed Letters of Intent (LOIs) that meet the established goal or provide documentation of their respective good faith efforts to meet the goal. Both firms responded within the stipulated three-day period and provided LOIs that meet the established goal. Big Dog Construction Services, Inc. and Home Express Corp. d/b/a Home Express Builders are deemed compliant with the CBE requirements of the solicitation.

Sagoma Construction Services, Inc. did not include LOIs with its bid submittal. The firm was given three (3) business days within which to provide executed LOIs that meet the established goal or provide documentation of its good faith efforts to meet the goal. The firm responded within the stipulated timeframe but submitted LOIs that contained technical errors with regard to the CBE participation percentage of its subcontractors. The LOIs overstated the overall CBE participation as 33.00% when, based on the Total Bid Amount and the proposed subcontract amounts, it should be 24.86%. The firm was notified of the technical errors, and provided with an opportunity to correct the percentage calculations. In its response to the OESBD, Sagoma Construction Services, Inc. indicated that the Total Bid Amount in Periscope (f/k/a BidSync) reflected their intended bid submittal plus the bid allowance amount that Periscope automatically added to all Bidders' submittals. In accordance with the Business Opportunity Act of 2012 (the Act), as amended, Section 1-81.1(d)(12), which states the determination of Good Faith efforts shall be made by the Program Director upon evaluation of the Bidder's response, the OESBD Director determined that Sagoma Construction Services, Inc. has demonstrated good faith efforts to meet the established CBE goal. Sagoma Construction Services, Inc. is deemed compliant with the CBE requirements of the solicitation.

Cosugas, LLC d/b/a Herman Giacomelli submitted LOIs that were missing information and that had technical errors. Danto Builders, LLC d/b/a Maximum Energy Payback submitted an LOI with technical errors. The Marc J. Parent Company, Inc. d/b/a PB Builders, LLC submitted LOIs that were missing information. Travis Contracting Services, Inc. submitted LOIs that were missing information and that contained technical errors. The firms were given three (3) business days to correct the errors and provide the missing information on their respective LOIs. Cosugas, LLC d/b/a Herman Giacomelli, Danto Builders, LLC d/b/a Maximum Energy Payback, The Marc J. Parent Company, Inc. d/b/a PB Builders, LLC and Travis Contracting Services, Inc. provided the requested information within the stipulated timeframe and are deemed compliant with the CBE requirements of the solicitation.

Gulf Building, LLC submitted LOIs with its bid submittal, one of which was executed with a firm that is not CBE-certified. Gulf Building, LLC was given three (3) business days to either replace the non-CBE firm with a CBE firm or take no further action as its submitted LOIs, even without a replacement firm, met the established goal. Gulf Building, LLC responded within the stipulated timeframe and opted not to replace the non-CBE firm with a CBE firm. Gulf Building, LLC is deemed compliant with the CBE requirements of the solicitation.

Waypoint Contracting, Inc. submitted LOIs that were missing information as well as an LOI that was executed with a firm that is not CBE-certified. The firm was given three business (3) days to provide the missing information and replace the non-CBE firm with a CBE firm or provide documentation of its good faith efforts to meet the goal. Waypoint Contracting, Inc. submitted the missing information and an LOI executed with a new CBE firm, to replace the non-CBE firm, within the stipulated timeframe. Waypoint Contracting, Inc. is deemed compliant with the CBE requirements of the solicitation.

Shiff Construction & Development did not include LOIs with its bid submittal. The firm was given three (3) business days within which to provide executed LOIs that meet the established goal or provide documentation of its good faith efforts to meet the goal. Shiff Construction & Development did not submit LOIs that meet the goal or provide documentation of its good faith efforts to meet the goal within the stipulated timeframe. Shiff Construction & Development is deemed non-compliant with the CBE requirements of the solicitation.

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