



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT

Governmental Center Annex

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MEMORANDUM

DATE: April 24, 2020

TO: Salustio Jaramillo, Purchasing Agent
Purchasing Division

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

SANDY-MICHAEL MCDONALD
Date: 2020.05.07 15:11:51 -04'00'

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

MARIBEL FELICIANO
Digitally signed by MARIBEL FELICIANO
Date: 2020.05.01 11:23:19 -04'00'

**SUBJECT: RLI No. PNC2119994R1 Parking Access and Revenue Control Equipment and Maintenance
County Business Enterprise (CBE) Evaluation**

The Office of Economic and Small Business Development (OESBD) has 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: 21%

Met the CBE Requirements:

<u>Firm Name</u>	<u>Category</u>	<u>Percentage</u>
Designa Access Corporation (prime) Aum Construction, Inc.	CBE	21.30%
HUB Parking Technology USA, Inc. (prime) DATO Electric, Inc	CBE	24.90%
Scheidt & Bachmann USA, Inc. (prime) Interlink Group Professional Services, Inc.	CBE	21.00%
TIBA, LLC d/b/a TIBA Parking Systems, LLC (prime) Arbor Electric d/b/a Mr. Wireman Electric	CBE	25.60%
CBN Solutions Group, Inc.	CBE	<u>0.90%</u>
Total		26.50%

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Did Not Meet the CBE Requirements:

<u>Firm Name</u>	<u>Category</u>	<u>Percentage</u>
Flash Parking, Inc. (prime) Virtus Electric, Inc.	CBE	12.10%
LCN, Inc. d/b/a Consolidated Parking Equipment (prime) A.C.T Services, Inc.	CBE	17.00%
Action Group Management	CBE	<u>1.00%</u>
Total		18.00%

CBE Compliance Comments:

Designa Access Corporation provided the required documents and is compliant with the CBE requirements of the solicitation. Hub Parking Technology USA, Inc., Scheidt & Bachmann USA, Inc., and TIBA, LLC d/b/a TIBA Parking Systems, LLC each submitted Letters of Intent (LOIs) that were missing information. The firms were given three (3) business days to provide the requested information and did so within the stipulated timeframe. Hub Parking Technology USA, Inc., Scheidt & Bachmann USA, Inc., and TIBA, LLC d/b/a TIBA Parking Systems, LLC are deemed to be compliant with the CBE requirements of the solicitation.

Flash Parking, Inc. did not submit an LOI with its solicitation response. The firm was given three (3) business days to provide LOIs that meet the established CBE goal or provide documentation of its good faith efforts to meet the goal. The firm responded within the allotted timeframe and submitted an LOI that reflected 12.10% CBE participation, which is less than the established 21% CBE goal. In an email correspondence submitted to the OESBD, dated April 17, 2020, Flash Parking, Inc. stated that it manufactures the equipment being proposed and that labor was the only service it could subcontract. No documentation of the firm's good faith efforts to meet the goal was submitted. In light of the fact that other respondents to this solicitation, which also manufacture the equipment that they are proposing, were able to identify services for CBE firms to perform and still meet the goal, Flash Parking, Inc. is deemed to be non-compliant with the CBE requirements of the solicitation.

LCN, Inc. d/b/a Consolidated Parking Equipment (CPE) submitted LOIs with its submittal that amounted to 18% participation, which is less than the established 21% goal. The firm also submitted a good faith efforts log and correspondence regarding the assigned goal. CPE was given three (3) business days to provide LOIs that meet the established CBE goal or provide documentation of its good faith efforts to meet the goal. The firm responded within the allotted timeframe. It is apparent that some effort was made by CPE to meet the goal. However, the company failed to fully demonstrate the quality, quantity, and extent of the various efforts made to meet the goal by not providing sufficient documentation of these efforts. The firm's assessment that the goal was too high is refuted by the fact that four (4) of the six (6) respondents met the established goal. CPE is deemed to be non-compliant with the CBE requirements of the solicitation.

CBE Compliance History:

The following is a report of the respondents' CBE compliance history for active projects and projects completed within the last five (5) years of the RFP's opening date compiled from various sources including Contract Central, OESBD's Database (ALTs) and Monthly Utilization Reports (MURs):

- **Designa Access Corporation** - OESBD found no active or completed projects with CBE requirements within the last 5 years.

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- **Flash Parking, Inc.** - OESBD found no active or completed projects with CBE requirements within the last 5 years.
- **LCN, Inc. d/b/a Consolidated Parking Equipment** has the following active projects with CBE goals:

Project Name	Solicitation Number	Amount Paid to CBE Firms
Parking Garage Revenue Systems Equipment Maintenance/ Repair	Bid No. X0945108B4	\$10,920.00*

Sources: Contracts Central and MURs

**Based on MURs from March 2015 and October 2015.*

- **HUB Parking Technology USA, Inc.** - OESBD found no active or completed projects with CBE requirements within the last 5 years
- **Scheidt & Bachmann USA, Inc.** - OESBD found no active or completed projects with CBE requirements within the last 5 years for
- **TIBA, LLC d/b/a TIBA Parking Systems, LLC** has the following active projects with CBE goals:

Project Name	Solicitation Number	Amount Paid to CBE Firms
Parking Access Revenue Control System (PARCS) Replacement for Port Everglades	RFP No. PNC2117368P1	\$0.00*

Sources: BidSync and Project Manager

**Based on information from Project Manager. A second Notice to Proceed, to commence work under this contract, is expected to be issued in May 2020.*

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