



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

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400

**MEMORANDUM**

**DATE:** December 12, 2022

**TO:** Lisette Forrest, Senior Contracts/Grants Administrator  
Broward County Aviation Department

**THRU:** Sandy-Michael McDonald, Director  
Office of Economic and Small Business Development  
SANDY-MICHAEL MCDONALD  
Digitally signed by SANDY-MICHAEL MCDONALD  
Date: 2022.12.21 11:32:09 -05'00'

**FROM:** Maribel Feliciano, Assistant Director  
Office of Economic and Small Business Development  
MARIBEL FELICIANO  
Digitally signed by MARIBEL FELICIANO  
Date: 2022.12.12 18:30:11 -05'00'

**SUBJECT:** Bid No. BLD2125052B1- HVAC Air Conditioning Chillers and Cooling Towers Installation, Preventative Maintenance, Repairs and Rental Services  
**Post-Solicitation CBE Goal Review**

On August 10, 2022, the Broward County Office of Economic and Small Business Development (OESBD) established a CBE Reserve goal, for the above-referenced solicitation, which was advertised as a requirement of the solicitation.

Pursuant to Section 1-81.3(f) of the Broward County Business Opportunity Act (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. If a CBE with capacity to perform the work submits a responsive and responsible bid or proposal, the work will be awarded to the CBE that submits the lowest responsive and responsible bid or the highest-ranked responsive and responsible proposal. If no CBE firm with capacity to perform the work submits a responsive and responsible bid, a non-CBE with the lowest responsive and responsible bid or the highest-ranked responsive and responsible proposal, as applicable may be awarded the contract with at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action), or the county may reject all bids and responses submitted.

The solicitation document required prime vendors to attend a mandatory pre-bid meeting and perform 100% of the contract scope with their own forces. At the time that OESBD established the CBE Reserve goal, CBE firms certified in the trade categories were surveyed and three (3) responses were submitted to OESBD from firms with the required

Bid No. BLD2125052B1- HVAC Air Conditioning Chillers and Cooling Towers Installation,  
Preventative Maintenance, Repairs and Rental Services  
**Post-Solicitation CBE Goal Review**

experience who expressed interest in the project. This was a sufficient number of responses to recommend a reserve opportunity for CBE firms. The mandatory pre-bid meeting for this project was held on October 19, 2022. No CBE firms attended. In November of 2022, the Purchasing Division informed OESBD that there were three (3) responses received for this solicitation. OESBD reviewed the bid responses from the Purchasing Division and determined, in its memo dated December 6, 2022, that none of them were CBE-certified. In the event that a Non-CBE firm is considered for award, OESBD is recommending a No CBE Goal.

cc: Donna-Ann Knapp, Small Business Development Manager, OESBD  
Ketsia Harrigan, Small Business Development Specialist, BCAD/OESBD  
James Vose, Jr., Small Business Development Specialist, BCAD/OESBD



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

115 S. Andrews Avenue, Room A680 • Fort Lauderdale, Florida 33301 • 954-357-6400

**MEMORANDUM**

**DATE:** December 12, 2022

**TO:** Marlyn Mahabeer, Purchasing Agent  
Purchasing Division

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

SANDY-MICHAEL MCDONALD  
Digitally signed by SANDY-MICHAEL MCDONALD  
Date: 2022.12.21 17:22:28 -05'00'

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

MARIBEL FELICIANO  
Digitally signed by MARIBEL FELICIANO  
Date: 2022.12.12 18:36:39 -05'00'

**SUBJECT:** Bid No. BLD2125052B1- HVAC Chillers & Cooling Towers Preventative Maintenance, Repair & Rental Services

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' CBE Participation for the above-referenced contract. CBE participation for this solicitation is calculated on the base bid amount. Three (3) bids were received and reviewed. An overview is provided as follows:

**This solicitation is a Reserve Opportunity for CBE firms.**

**Did not meet the CBE Reserve Requirements**

| <b><u>Firms</u></b>                                                                                                                 | <b><u>Category</u></b> | <b><u>Percentage</u></b> |
|-------------------------------------------------------------------------------------------------------------------------------------|------------------------|--------------------------|
| Air Changes Mechanical (prime)                                                                                                      | Non-CBE                | 0%                       |
| <ul style="list-style-type: none"> <li>Contractor's Bid Amount: \$774,096.00</li> <li>CBE Participation Commitment: 0%</li> </ul>   |                        |                          |
| Siemens Miramar (prime)                                                                                                             | Non-CBE                | 0%                       |
| <ul style="list-style-type: none"> <li>Contractor's Bid Amount: \$950,794.00</li> <li>CBE Participation Commitment: 0%</li> </ul>   |                        |                          |
| Johnson Controls (prime)                                                                                                            | Non-CBE                | 0%                       |
| <ul style="list-style-type: none"> <li>Contractor's Bid Amount: \$1,115,053.96</li> <li>CBE Participation Commitment: 0%</li> </ul> |                        |                          |

CBE Bid Review- Bid No. BLD2125052B1  
HVAC Chillers & Cooling Towers Preventative Maintenance, Repair & Rental Services

**CBE Compliance Comments:**

No CBE certified firms responded to the solicitation. Per Sec. 1-81.3(f) of the Broward County Business Opportunity Act (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. The CBE with the lowest responsive and responsible Bid, or with the highest-ranked responsive and responsible Proposal, as compared to all other CBEs (the "CBE Presumptive Awardee"), shall be awarded the contract if the CBE Presumptive Awardee meets the monetary differential or points differential requirements, as applicable, as stated in the Act.

If a non-CBE is awarded the contract because no CBE with capacity to perform the work submits a responsive and responsible Bid or Proposal, or because no CBE meets the applicable requirements stated above, any contract awarded to a non-CBE must include at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action).

Air Changes Mechanical, Siemens Miramar and Johnson Controls responded to the solicitation. These vendors are Non-CBE certified firms and did not submit Letters of Intent (LOI) reflecting committed CBE participation with their respective responses. Per the solicitation requirements, the successful vendor is required to self-perform 100% of the work scope with their own forces. Therefore, this project does not present any subcontracting opportunities.

cc: Donna-Ann Knapp, Small Business Development Manager, OESBD  
Lisette Forrest, Senior Contracts/Grants Administrator, BCAD  
Ketsia Harrigan, Small Business Development Specialist, BCAD/OESBD  
James Vose, Jr., Small Business Development Specialist, BCAD/OESBD