



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: October 7, 2024

TO: Mary Moss, Purchasing Assistant Manager
Purchasing Division

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

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

SUBJECT: County Business Enterprise (CBE) Evaluation
RFP No. BLD2127663P1- Janitorial Services for BCAD
Administrative Facilities

Digitally signed by SANDY-MICHAEL MCDONALD
Date: 2024.10.07 11:28:20 -04'00'

Digitally signed by MARIBEL FELICIANO
Date: 2024.10.07 10:43:36 -04'00'

This memorandum supersedes the September 23, 2024 memorandum.

The Office of Economic and Small Business Development (OESBD) has conducted a review of the respondents' compliance with the CBE program requirements for the above-referenced solicitation. Thirteen (13) submittals were received and reviewed.

This solicitation is a Reserve Opportunity for County Business Enterprise (CBE) firms.

The following CBE-certified Firms met the CBE Reserve requirements of the solicitation:

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
ALJ Services, LLC (prime)	CBE	100%
Amer-Plus Janitorial & Maintenance, LLC (prime)	CBE	100%
JRB Services of SFL, LLC (prime)	CBE	100%
M&M Global Multi Services, Inc. (prime)	CBE	100%
McKenzie's Cleaning, Inc. (prime)	CBE	100%

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 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 following non-CBE-certified Firms submitted Letters of Intent (LOIs) with at least 25% CBE participation commitment and met the CBE Reserve Requirements of the solicitation:

<u>Firm</u>	<u>Category</u>	<u>Percentage</u>
Chi-Ada Corporation (prime) Ann's Janitorial Services, Inc.	CBE	25%
Clean Space, Inc. (prime) Always on Time Cleaning Service, LLC	CBE	25%
Vexean Cleaning Service, LLC (prime) Grasian, Inc. dba The Bin Doctor	CBE	25%
Faith Sparkles Clean, LLC (prime) Always On Time Cleaning Service, LLC	CBE	75%
J. Oliva Trucking, LLC DBA J. Oliva Enterprises (prime) Always on Time Cleaning Service, LLC	CBE	25%
Gum Hunters Carpet & Tile Cleaning Services (prime) Amer- Plus Cleaning Services	CBE	25%
Sinergia Pro, LLC (prime) Action Group MGMT, LLC	CBE	25%
Dream Clean, Inc. (prime) MCJ Professional Cleanings Services, Corp	CBE	25%

Compliance Comments for CBE Reserve Requirement:

Amer-Plus Janitorial Maintenance and McKenzie's Cleaning, Inc., both CBE-certified firms, submitted Letters of Intent (LOIs) with their respective submittals, reflecting they would each perform 100% of the required services, and are in compliance with the CBE Reserve requirements of the solicitation.

CBE-certified firms ALJ Services, LLC, M&M Global Multi Services Inc., and JRB Services of SFL, LLC did not submit Letters of Intent (LOI) with their response packages. The firms were given three (3) business days to submit LOIs, executed with CBE firms, which amount to 100% CBE participation. The three (3) firms submitted the required information within the stipulated time frame. Therefore, ALJ Services, LLC, M&M Global Multi Services, Inc., and JRB Services of SFL, LLC are compliant with the CBE Reserve program requirements of the solicitation.

Compliance Comments for 25% Goal Requirement:

Chi-Ada Corporation, a Non-CBE firm, submitted an LOI, executed with a CBE-certified firm, reflecting 25% CBE participation and is compliant with the CBE Reserve requirements of the solicitation.

The following non-CBE certified firms did not submit LOIs with their responses: Clean Space, Inc.; Vexean Cleaning Service, LLC; Faith Sparkles Clean, LLC; J. Oliva Trucking, LLC d/b/a J. Oliva Enterprises; Gum Hunters Carpet & Tile Cleaning Services; Sinergia Pro, LLC; and Dream Clean, Inc. These seven (7) firms were given three (3) business days to provide LOI forms, executed with CBE firms that meet at least 25% CBE participation, and/or provide proof of their good faith efforts to do so within the required timeframe.

These seven non-CBE firms all responded within the required time frame and each provided LOIs, executed with CBE firms that at least meet 25% CBE participation. Therefore, Clean Space, Inc., Vexean Cleaning Service, LLC, Faith Sparkles Clean, LLC, J. Oliva Trucking, LLC d/b/a J. Oliva Enterprises, Gum Hunters Carpet & Tile Cleaning Services, Sinergia Pro, LLC, and Dream Clean, Inc. are all in compliance with the CEB Reserve requirements of the solicitation.

Pursuant to Section 1-81.3(f) of the Broward County Business Opportunity Act (the "Act") on solicitations Involving reserves, "When a CBE reserve is established in connection with a County solicitation, CBEs and nonCBEs 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, subject to the conditions stated below (and consistent with all applicable terms and conditions of the County's Procurement Code and subject to entering into an agreement acceptable to the County).

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 following requirements, as applicable:

Compliance Comments for 25% Goal Requirement (cont.):

(1) Monetary Differential: The total Bid or Proposal amount of the CBE Presumptive Awardee: (a)(i) does not exceed Three Million Dollars (\$3,000,000) and (ii) does not exceed the total amount of the lowest responsive and responsible Bid, or the total amount of the highest-ranked responsive and responsible Proposal, as applicable, from a nonCBE by more than ten percent (10%); or (b)(i) exceeds Three Million Dollars (\$3,000,000) and (ii) does not exceed the total amount of the lowest responsive and responsible Bid, or the total amount of the highest-ranked responsive and responsible Proposal, as applicable, from a nonCBE by more than five percent (5%); and

(2) Points Differential: For competitive solicitations in which the Proposals are assigned point totals, after deducting the points awarded for price from the total points awarded to each applicable Proposal, the total points assigned to the CBE Presumptive Awardee: (a) for Proposals that do not exceed Three Million Dollars (\$3,000,000), are not more than ten percent (10%) less than the total points assigned to the highest-ranked responsive and responsible nonCBE; or (b) for Proposals that exceed Three Million Dollars (\$3,000,000), are not more than five percent (5%) less than the total points assigned to the highest-ranked responsive and responsible nonCBE.

If the CBE Presumptive Awardee does not meet the above requirements, as applicable, then the CBE with the next lowest responsive and responsible Bid, or the next highest-ranked responsive and responsible Proposal, as compared to all other CBEs, will be deemed the CBE Presumptive Awardee, and awarded the contract if the CBE Presumptive Awardee meets the above requirements, as applicable. If no CBE Presumptive Awardee meets the above requirements, as applicable, the award shall be made to the nonCBE that submits the lowest responsive and responsible Bid, or the highest-ranked responsive and responsible Proposal, provided the Director of Purchasing determines the total amount of the Bid or Proposal is fair and reasonable, unless (a) the Director of OESBD issues a written determination that resolicitation with modified specifications is likely to result in one or more Bids or Proposals from CBEs that would be eligible to receive the contract award; and (b) the Director of Purchasing issues a written determination that the delay occasioned by resolicitation would not materially harm the County's interests.

If a nonCBE 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 nonCBE must include at least a twenty-five percent (25%) CBE goal (unless the CBE goal is waived or otherwise modified by Board action).

CBE Compliance History:

The following is a report of the respondents' CBE compliance history for active and completed contracts within the last five (5) years of the RFP opening date of July 23, 2024. The information is compiled from various sources including Contract Central, OESBD's database (ALTs) and Monthly Utilization Reports (MURs):

OESBD cannot report the CBE compliance history of active contracts for ALJ Services, LLC, Amer-Plus Janitorial Maintenance, Chi-Ada Corporation, Clean Space, Inc., Dream Clean, Inc., Faith Sparkles Clean, LLC, Gum Hunters Carpet & Tile Cleaning Services Corp, J Oliva Trucking DBA J Oliva Enterprises LLC, M&M Global Multi Services, Inc., Sinergia Pro, LLC, and Vexean Cleaning Service, LLC due to no active contracts being identified within the last five (5) years of the RFP's opening date for these firms.

JRB Services of SFL, LLC has the following active project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Window Cleaning Services for Aviation	BLD2126294B1-1	\$297,065.00

McKenzie's Cleaning, Inc. has the following active project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Janitorial Services for Various Large Facilities	RFP No. BLD2121632P1-5	\$373,805.32

OESBD cannot report the CBE compliance history of completed contracts for Amer-Plus Janitorial Maintenance, Clean-Space, Dream Clean, Inc., Faith Sparkles Clean, LLC, Gum Hunters Carpet & Tile Cleaning Services, J Oliva Enterprises LLC, McKenzie's Cleaning, Inc., M&M Global Multi Services, Inc., Sinergia Pro, LLC, and Vexean Cleaning Service, LLC due to no completed contracts being identified within the last five (5) years of the RFP's opening date for these firms.

ALJ Services, LLC has the following completed project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Janitorial Services for WWS	BLD2117216B1	\$1,929,016.69

Chi- Ada Corporation has the following completed project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Janitorial Services for Various Large Facilities	R1214808P4	\$3,390,926.88

JRB Services of SFL, LLC has the following completed project with CBE goals:

Project Name	Project Number	Amount Paid to CBE Firms
Window Cleaning Services for Aviation	BLD2119529B1	\$617,837.00

Performance of Affiliated Entities:

The following is a report of the respondents' declared affiliated entities in meeting small business participation commitments on CBE projects completed within the last five (5) years of the RFQ's opening date. The information is compiled from various sources including Contracts Central and OESBD's Database (ALTs).

No affiliated entities of principal(s) were declared by the following vendors: **ALJ Services, LLC; Amer-Plus Janitorial Maintenance; Chi-Ada Corporation; Clean Space, Inc.; Dream Clean, Inc.; Faith Sparkles Clean, LLC; Gum Hunters Carpet & Tile Cleaning Services Corp; J Oliva Trucking DBA J Oliva Enterprises, LLC; JRB Services of SFL, LLC; M&M Global Multi Services, Inc.; McKenzie's Cleaning, Inc.; Sinergia Pro, LLC; and Vexean Cleaning Service, LLC.**

cc: Donna-Ann Knapp, Small Business Development Manager, OESBD
Lisette Forrest, Contract/Grant Administrator Senior, BCAD
Yulanda Brady, Small Business Development Specialist, BCAD/ OESBD
James Vose, Jr., Small Business Development Specialist, BCAD/ OESBD