



OFFICE OF ECONOMIC AND SMALL BUSINESS DEVELOPMENT

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MEMORANDUM

DATE: May 29, 2019

TO: Randall Plunkett, Senior Purchasing Agent
Broward County Purchasing Division

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

FROM: Freddy Castillo, Small Business Development Manager
Office of Economic and Small Business Development

SUBJECT: RFP No. BLD2117566P1 – Janitorial Services at FLL
County Business Enterprise (CBE) Evaluation

SANDY-
MICHAEL
MCDONALD



Digitally
signed by SANDY-
MICHAEL MCDONALD
Date: 2019.05.29 10:07:01
CA#97

FREDDY J.
CASTILLO



Digitally signed by FREDDY J. CASTILLO
DN: cn=Freddy J. Castillo, o=Office of Economic and Small Business Development, ou=Office of Economic and Small Business Development, email=fcastillo@broward.org, c=US

This memorandum supersedes the previous memorandum dated May 8, 2019.

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:

Group 1

This project is a Reserved Opportunity for CBEs.

Met the CBE Requirements:

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|---|-----------------|-------------------|
| <ul style="list-style-type: none"> ALJ Services, LLC (prime) <p>Bid Amount: \$11,767,621.56 CBE Participation: 100.00%</p> | CBE | 100.00% |
| <ul style="list-style-type: none"> Business to Business Supplies & Services, Inc. d/b/a South Florida Cleaners (prime) <p>Bid Amount: \$3,820,695.36 CBE Participation: 100.00%</p> | CBE | 100.00% |

Group 1 (continued)

Met the CBE Requirements (continued):

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|---|------------------------|--------------------------|
| <ul style="list-style-type: none"> • Dammel Cleaning Enterprise, Inc. d/b/a Palm Beach & Broward Building Maintenance (prime) | CBE | 100.00% |
| Bid Amount: \$7,309,799.04 CBE Participation: 100.00% | | |
| <ul style="list-style-type: none"> • Fuel Facility Management, Inc. (prime) | CBE | 100.00% |
| Bid Amount: \$5,784,527.88 CBE Participation: 100.00% | | |
| <ul style="list-style-type: none"> • L&B Janitorial Services, Inc. (prime) | CBE | 100.00% |
| Bid Amount: \$10,369,454.96 CBE Participation: 100.00% | | |
| <ul style="list-style-type: none"> • McKenzie's Cleaning Company (prime) | CBE | 76.00% |
| Ann's Janitorial Services, Inc. | CBE | 12.00% |
| Oracle Consulting Group, LLC d/b/a Oracle Cleaning Company | CBE | <u>12.00%</u> |
| Total | | 100.00% |
| Bid Amount: \$7,322,946.07 CBE Participation: 100.00% | | |

Did Not Meet the CBE Requirements:

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|--|------------------------|--------------------------|
| <ul style="list-style-type: none"> • Chi-Ada Corporation (prime) | | |
| Ann's Janitorial Services, Inc. | CBE | 15.00% |
| Oracle Consulting Group, LLC d/b/a Oracle Cleaning Company | CBE | <u>10.00%</u> |
| Total | | 25.00% |
| Bid Amount: \$5,331,101.40 CBE Participation: 25.00% | | |

Group 1 (continued)

Did Not Meet the CBE Requirements (continued):

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|---|------------------------|--------------------------|
| <ul style="list-style-type: none"> • Gum Hunter Carpet & Tile Cleaning Services Corp. (prime) | Non-CBE | 0.00% |
| Bid Amount: \$8,064,000.00 CBE Participation: 0.00% | | |
| <ul style="list-style-type: none"> • LGC Global Energy FM, LLC (prime) | CBE | 40.00% |
| Dammel Cleaning Enterprise, Inc. Bid Amount: \$7,250,289.96 CBE Participation: 40.00% | | |
| <ul style="list-style-type: none"> • Sunshine Cleaning Systems, Inc. (prime) | CBE | 25.00% |
| Fuel Facility Management, Inc. Bid Amount: \$7,318,062.00 CBE Participation: 25.00% | | |

Group 2

CBE Goal: 35%

Met the CBE Requirements:

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|--|------------------------|--------------------------|
| <ul style="list-style-type: none"> • Chi-Ada Corporation (prime) | | |
| Ann's Janitorial Services, Inc. | | |
| | CBE | 15.00% |
| MCJ Professional Cleaning Services, Inc. | | |
| | CBE | 15.00% |
| Oracle Consulting Group, LLC d/b/a Oracle Cleaning Company | | |
| | CBE | <u>5.00%</u> |
| Total | | 35.00% |
| Bid Amount: \$55,373,813.40 CBE Participation: 35.00% | | |
| <ul style="list-style-type: none"> • Flagship Airport Services, Inc. (prime) | CBE | 35.60% |
| McKenzie's Cleaning Company Bid Amount: \$117,649,801.44 CBE Participation: 35.60% | | |

Group 2 (continued)

Met the CBE Requirements (continued):

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|--|--------------------------|---|
| <ul style="list-style-type: none"> Gum Hunter Carpet & Tile Cleaning Services Corp. (prime) ALJ Services, LLC | CBE | 35.00% |
| Bid Amount: \$96,154,200.00 CBE Participation: 35.00% | | |
| <ul style="list-style-type: none"> LGC Global Energy FM, LLC (prime) Dammel Cleaning Enterprise, Inc. | CBE | 40.00% |
| Bid Amount: \$89,948,909.88 CBE Participation: 40.00% | | |
| <ul style="list-style-type: none"> Sunshine Cleaning Systems, Inc. (prime) Ann's Janitorial Services, Inc. Dammel Cleaning Enterprise, Inc. L&B Janitorial Services, Inc. Patrick's Cleaning System, Inc. Total | CBE CBE CBE CBE | 2.00% 11.25% 16.50% <u>5.25%</u> 35.00% |
| Bid Amount: \$91,352,278.20 CBE Participation: 35.00% | | |
| <ul style="list-style-type: none"> Triangle Services of Florida, Inc. (prime) American Contractors USA, Inc. Ann's Janitorial Services, Inc. McKenzie's Cleaning Company Total | CBE CBE CBE | 15.00% 20.00% <u>5.00%</u> 40.00% |
| Bid Amount: \$64,665,780.00 CBE Participation: 40.00% | | |
| <ul style="list-style-type: none"> UBM Enterprise, Inc. (prime) McKenzie's Cleaning Company | CBE | 36.00% |
| Bid Amount: \$63,384,857.88 CBE Participation: 36.00% | | |

Group 2 (continued)

Met the CBE Requirements (continued):

| <u>Firm Name</u> | <u>Category</u> | <u>Percentage</u> |
|---|------------------------|--------------------------|
| <ul style="list-style-type: none"> United Maintenance Company, Inc. (prime) | | |
| Janitorial 5 Star Services, LLC | CBE | 18.82% |
| McKenzie's Cleaning Company | CBE | <u>19.18%</u> |
| Total | | 38.00% |

Bid Amount: \$87,110,864.52

CBE Participation: 38.00%

CBE Compliance Comments:

Group 1

Group 1 has an established CBE Reserve Goal, which requires 100% CBE participation.

Dammel Cleaning Enterprises, Inc. d/b/a Palm Beach & Broward Building Maintenance submitted the required documentation in accordance with the solicitation’s requirements and is compliant with the CBE Program requirements. McKenzie’s Cleaning, Inc. submitted LOIs that did not meet the established goal. The firm was given three (3) business days to submit LOIs that meet the goal. McKenzie’s Cleaning, Inc. provided the requested documentation within the stipulated timeframe and is deemed compliant with the CBE requirements of the solicitation. ALJ Services, LLC, Fuel Facility Management, LLC, and L&B Janitorial Services, Inc. did not submit Letters of Intent (LOIs) with their respective submittals. The firms were given three (3) business days to submit LOIs that meet the established goal. Executed LOIs from ALJ Services, LLC, Fuel Facility Management, LLC, and L&B Janitorial Services, Inc. were received within the stipulated timeframe. They are deemed compliant with the CBE requirements of the solicitation. Business to Business Supplies & Services, Inc. d/b/a South Florida Cleaners submitted a Letter of Intent (LOI) that required clarification. The firm was given three (3) business days within which to provide the requested information and did so within the stipulated timeframe. The firm is deemed to be compliant with the solicitation 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. Chi-Ada Corporation, Gum Hunter Carpet & Tile Cleaning Services, LGC Global Energy FM, LLC, and Sunshine Cleaning Systems, Inc. are non-CBE firms that also 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.

CBE Compliance Comments (continued):

Group 2

Group 2 has an established CBE participation goal of 35%.

Chi-Ada Corporation submitted the required documentation in accordance with the solicitation's requirements and is compliant with the CBE Program requirements. Flagship Airport Services, Inc., Sunshine Cleaning Systems, Inc., Triangle Services of Florida, Inc., and UBM Enterprises, Inc. submitted LOIs that were missing information. The four (4) firms were given three (3) business days within which to provide the information that was missing from their respective LOIs. All four (4) firms provided the missing information within the stipulated timeframe and are deemed compliant with the CBE requirements of the solicitation. Gum Hunter Carpet & Tile Cleaning Services and United Maintenance Company, Inc. did not submit LOIs with their respective submittals. The two (2) firms were given three (3) business days to provide LOIs that meet the established CBE goal or provide documentation of their respective good faith efforts to meet the goal. Both firms responded within the stipulated timeframe and provided executed LOIs that meet the established goal. Gum Hunter Carpet & Tile Cleaning Services and United Maintenance Company, Inc. are deemed compliant with the CBE requirements of the solicitation. LGC Global Energy FM, LLC submitted an LOI that required clarification. The firm was given three (3) business days within which to provide the requested information and did so within the stipulated period. LGC Global Energy FM, LLC is deemed compliant with the CBE requirements of the solicitation.

cc: Maribel Feliciano, Assistant Director, OESBD
Donna-Ann Knapp, Small Business Development Specialist, OESBD