



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: 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 -0400

FREDDY J. CASTILLO
Digitally signed by FREDDY J. CASTILLO
Date: 2019.05.29 10:07:01 -0400

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



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: February 16, 2021

TO: Brenda Billingsley, Director
Broward County Purchasing Division

THRU: Sandy-Michael McDonald, Director SANDY-MICHAEL MCDONALD Digitally signed by SANDY-MICHAEL MCDONALD Date: 2021.02.16 11:05:05 -0500
Office of Economic and Small Business Development

FROM: Maribel Feliciano, Assistant Director MARIBEL FELICIANO Digitally signed by MARIBEL FELICIANO Date: 2021.02.16 08:22:18 -0500
Office of Economic and Small Business Development

**SUBJECT: RFP No. BLD2117566P1 – Janitorial Services at FLL (Group 1)
Pre-Award CBE Substitution Request**

On February 11, 2021, the Office of Economic and Small Business Development (OESBD) was notified via email by Sunshine Cleaning Systems, Inc. (Sunshine) that its CBE subcontractor, Fuel Facility Management, Inc. was withdrawing from the project. OESBD contacted the CBE firm and verified that it voluntarily withdrew from the project because it could not work within the parameters of the final negotiated contract price.

Sunshine has since requested to substitute Fuel Facility Management with another CBE-certified firm - Patrick's Cleaning Systems, Inc. OESBD received a revised Letter of Intent (LOI) from Sunshine, on February 15, 2021, which reflects its commitment to utilize Patrick's Cleaning Systems, Inc. to perform forty percent (40%) of the services under this contract. OESBD has approved the pre-award substitution and will monitor the contract in accordance with the Broward County Business Opportunity Act of 2012, as amended, (the Act). OESBD will also monitor Sunshine's mentoring of Patrick's Cleaning Systems, Inc. throughout the life of the contract.

cc: Lori Vassello, Contract/Grants Administrator, BCAD
Donna-Ann Knapp, Small Business Development Specialist, BCAD/OESBD