



**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: September 23, 2025
TO: Alex Jurado, Senior Purchasing Agent
Purchasing Division
THRU: Maribel Feliciano, Director
Office of Economic and Small Business Development

MARIBEL FELICIANO
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Date: 2025.09.23 18:08:19
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FROM: Donna-Ann Knapp, Small Business Development Manager
Office of Economic and Small Business Development

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SUBJECT: Bid No. **PNC2130230B1**
Multi-District Inflow and Infiltration Reduction Program
County Business Enterprise (**CBE**) Bid Evaluation

The Office of Economic and Small Business Development (OESBD) conducted a review of the respondents' compliance with the CBE Program requirements for the above referenced project. An overview is provided as follows:

The CBE Goal for this project is: **5.00%**

Met the CBE Requirements:

<u>Firm Name</u>	<u>Category</u>	<u>Percentage</u>
BLD Services, LLC (Prime)	Non-CBE	
Flotech Environmental LLC	CBE	5.00%
Total		5.00%

Total Bid Amount: \$13,784,200.00
CBE Participation: 5.00%

National Water Main Cleaning Company (Prime)	Non-CBE	
Madsen-Barr Corporation	CBE	25.00%
Total		25.00%

Total Bid Amount: \$18,982,000.07
CBE Participation: 25.00%

Did Not Meet the CBE Requirements:

<u>Firm Name</u>	<u>Category</u>	<u>Percentage</u>
Atlantic Pipe Services, LLC (Prime)	Non-CBE	
	CBE	0.00%
Total		0.00%

Total Bid Amount: \$13,522,757.16
CBE Participation: 0.00%

Inliner Solutions, LLC (Prime)	Non-CBE	
	CBE	0.00%
Total		0.00%

Total Bid Amount: \$26,848,397.00
CBE Participation: 0.00%

Compliance Comments:

- **BLD Services, LLC** did not provide a Letter of Intent (LOI) with its solicitation response. Additionally, this firm provided insufficient documentation of its good faith efforts (GFE) to meet the CBE goal. This firm was given three (3) business days to provide an LOI, executed with a certified CBE, or additional documentation of its good faith efforts (GFE) to meet the established CBE goal. **BLD Services, LLC** provided an LOI executed with a CBE firm, which meets the goal, within the required time frame. Therefore, BLD Services, LLC is in compliance with the CBE program requirements of the solicitation.

- **National Water Main Cleaning Company** submitted a Letter of Intent (LOI) with its bid response, executed with a certified CBE firm, which meets the established **5.00%** CBE goal. **National Water Main Cleaning Company** is, therefore, compliant with the CBE program requirements of the solicitation.

- **Atlantic Pipe Services, LLC** did not provide a Letter of Intent (LOI) with its solicitation response. This firm was given three (3) business days to provide an LOI, executed with a certified CBE, or documentation of its good faith efforts (GFE) to meet the established CBE goal. **Atlantic Pipe Services, LLC** responded within the stipulated time frame and submitted documentation of its good faith efforts.

Section 1-81.5(d)(2) of the Broward County Business Opportunity Act (the Act), states “in determining whether a Bidder or Prime Contractor has demonstrated Good Faith Efforts, the Program Director shall consider the quality, quantity, and extent of the Bidder’s or Prime Contractor’s efforts to satisfy the established CBE goal”. The following is to be taken under consideration when determining a Bidder’s good faith efforts:

- a. Soliciting through activities such as attendance at pre-bid meetings, advertising, or written notices, the interest of certified CBEs that have the ability and capacity to perform the work. The Bidder or Prime Contractor must solicit this interest in a timely manner to allow the CBEs an opportunity to respond. The Bidder or Prime Contractor must take appropriate steps to follow up on initial solicitations of CBEs.
- b. Identifying the portions of the work that could reasonably be performed by a CBE in order to increase the likelihood that the CBE goal will be achieved.
- c. Providing each interested CBE with adequate information about the plans, specifications, and requirements of the contract in a timely manner.
- d. Negotiating in good faith with each interested CBE.
- e. Rejecting an interested CBE as being unqualified for participation only after diligently investigating CBE’s capabilities and documenting the sound reasons justifying such rejection (with such documentation to be provided to the Program Director).
- f. Contacting OESBD for assistance, including with regard to recruiting CBEs or, if or when the scope of services changes or a change in CBE is warranted, to request the substitution or addition of a CBE to increase CBE participation.

Additionally, Section 1-81.5 (d) (3) of the Act states “in determining whether a Bidder has made Good Faith Efforts, the Program Director may also consider the level of CBE participation proposed by other Bidders as well as any representations made by the Bidder during the bid, proposal, or selection phases of the procurement regarding the Bidder’s commitment to attain the CBE goal.”

Atlantic Pipe Services, LLC provided the following information in relation to the above-mentioned criteria for determining the maximum good faith effort:

- a. **Atlantic Pipe Services, LLC** did not attend the solicitation’s pre-bid meeting.
- b. **Atlantic Pipe Services, LLC** sent bid invitations to 10 CBE-certified firms. The bid invitations to the CBE subcontractors were sent on July 24, 2025. This bid opened on June 25, 2025 and closed on August 14, 2025.
- c. Of the 10 bid invitations sent to the CBE firms, **Atlantic Pipe Services, LLC** received responses from Madsen-Barr Corporation and WSD Contracting Inc stating that both CBEs were “not interested.” According to the prime vendor, the remaining eight CBEs did not respond to the initial or follow-up e-mail messages.

Based on the GFE backup documentation presented by Atlantic Pipe Services, LLC, CBEs were not contacted via telephone to confirm that they received the bid invitations.

Upon review of **Atlantic Pipe Services, LLC's** good faith efforts, compared to the three other respondents, two of which met the CBE goal requirements, OESBD has determined that this firm has not met the quality, quantity, and extent in its various efforts to meet the goal for this solicitation in accordance with Section 1.81.5(d)(2) of the Broward County Business Opportunity Act, as amended. Therefore, it is determined that **Atlantic Pipe Services, LLC** is not compliant with the CBE program requirements of the solicitation.

- **Inliner Solutions, LLC** did not provide a Letter of Intent (LOI) with its solicitation response. This firm was given three (3) business days to provide an LOI, executed with a certified CBE, or documentation of its good faith efforts (GFE) to meet the established CBE goal. **Inliner Solutions, LLC** responded within the stipulated time frame and submitted documentation of its good faith efforts.

Section 1-81.5(d)(2) of the Broward County Business Opportunity Act (the Act), states "in determining whether a Bidder or Prime Contractor has demonstrated Good Faith Efforts, the Program Director shall consider the quality, quantity, and extent of the Bidder's or Prime Contractor's efforts to satisfy the established CBE goal". The following is to be taken under consideration when determining a Bidder's good faith efforts:

- a. Soliciting through activities such as attendance at pre-bid meetings, advertising, or written notices, the interest of certified CBEs that have the ability and capacity to perform the work. The Bidder or Prime Contractor must solicit this interest in a timely manner to allow the CBEs an opportunity to respond. The Bidder or Prime Contractor must take appropriate steps to follow up on initial solicitations of CBEs.
- b. Identifying the portions of the work that could reasonably be performed by a CBE in order to increase the likelihood that the CBE goal will be achieved.
- c. Providing each interested CBE with adequate information about the plans, specifications, and requirements of the contract in a timely manner.
- d. Negotiating in good faith with each interested CBE.
- e. Rejecting an interested CBE as being unqualified for participation only after diligently investigating CBE's capabilities and documenting the sound reasons justifying such rejection (with such documentation to be provided to the Program Director).
- f. Contacting OESBD for assistance, including with regard to recruiting CBEs or, if or when the scope of services changes or a change in CBE is warranted, to request the substitution or addition of a CBE to increase CBE participation.

Additionally, Section 1-81.5 (d) (3) of the Act states “in determining whether a Bidder has made Good Faith Efforts, the Program Director may also consider the level of CBE participation proposed by other Bidders as well as any representations made by the Bidder during the bid, proposal, or selection phases of the procurement regarding the Bidder’s commitment to attain the CBE goal.”

Inliner Solutions, LLC provided the following information in relation to the above-mentioned criteria for determining the maximum good faith effort:

- a. **Inliner Solutions, LLC** attended the solicitation’s pre-bid meeting, which included information regarding how to search for CBE firms in Broward County Certified Firm Directory.
- b. **Inliner Solutions, LLC** sent the bid invitations to the CBE subcontractors on July 22, 2025. This bid opened on June 25, 2025 and closed on August 14, 2025.
- c. **Inliner Solutions, LLC** sent bid invitations to 52 CBE-certified firms. Upon OESBD’s review of the CBEs selected, it became apparent that 39 of them did not perform the scope of work identified in the solicitation. The bidder explained that the search in the CBE Directory was conducted by using only the NAICS Codes. The CBEs’ “Product/Services” descriptions in their profiles were not examined.
- d. **Inliner Solutions, LLC** received one response from SAFA Construction, LLC, indicating the CBE was not interested. Of the 52 bid invitations sent to the CBE firms, 13 firms on the list were contacted by phone by OESBD because their “Product/ Services” descriptions contained keywords that indicate that they could perform the scope of work for this solicitation. Several CBEs stated that the bid invitation e-mails from **Inliner Solutions, LLC** went directly into their spam e-mail boxes and they never knew of the emails until OESBD called to inquire about them. **Inliner Solutions, LLC** stated that it sent three email messages and faxes, to some of the CBEs, but never called any of the CBEs to follow-up or confirm that they were received.

Upon review of **Inliner Solutions, LLC**’s good faith efforts to meet the goal, compared to the three other respondents, two of which met the CBE goal requirements, OESBD has determined that **Inliner Solutions, LLC** did not meet the quality, quantity, and extent in its various efforts to meet the goal for this solicitation in accordance with Section 1.81.5(d)(2) of the Broward County Business Opportunity Act, as amended. Therefore, it is determined that **Inliner Solutions, LLC** is not compliant with the CBE program requirements of the solicitation.

cc: Olga Sheyner, Small Business Development Specialist, OESBD