



Finance and Administrative Services Department

PURCHASING DIVISION

115 S. Andrews Avenue, Room 212 • Fort Lauderdale, Florida 33301 • 954-357-6066 • FAX 954-357-8535

Via email transmittal

October 30, 2025

Ms. Terriann McKenzie, President
McKenzie's Cleaning, Inc.
3600 S. State Rd. 7, Suite 38
Miramar, FL 33023
Email: tmckenzie@mckenziescleaning.com

Re: Objection to Proposed Ranking for Group 2, Rental Car Center
RFP No. BLD2128700P1, Janitorial Services for Terminals 1 - 4, AOCC, and RCC at FLL

The Broward County Purchasing Division ("Purchasing") is in receipt of the objection letter, dated October 6, 2025, submitted on behalf of your firm, McKenzie's Cleaning, Inc. ("McKenzie's"), objecting to the proposed recommendation of ranking for RFP No. BLD2128700P1, Janitorial Services for Terminals 1 - 4, AOCC, and RCC at FLL, Group 2 for Rental Car Center (RCC). A summary of your letter of objection is as follows:

"Based on Section 1-81.3(a) of the Broward County Business Opportunity Act, the intent of the CBE Reserve Program is clear: to ensure that CBE-reserved projects are awarded to certified County Business Enterprise (CBE) firms before consideration is given to prime (non-CBE) firms.

...Evaluation Committee's ranking placed a prime contractor above the two certified CBE firms, which appears to be inconsistent with the stated purpose and requirements of the CBE Reserve Program. As such, we respectfully request that the County review the ranking outcome and take corrective action to ensure compliance with the governing ordinance and the intent of the CBE Reserve policy."

Objection Assertion

"...Evaluation Committee's ranking placed a prime contractor above the two certified CBE firms, which appears to be inconsistent with the stated purpose and requirements of the CBE Reserve Program..."

County's Response to the Objection Assertion

Section 21.42(h)(1) of Broward County Procurement Code states that objections must be based on information not previously presented to the Evaluation Committee. The information cited in your objection was already available to the Committee. Thus, your assertion does not meet the criteria required for an objection.

Furthermore, Section 1-81.3(f) of the Broward County Code of Ordinances (Code) allows CBEs and nonCBEs firms to respond to the solicitation. If a nonCBE firm is the highest-ranked responsive and

Terriann McKenzie, President, McKenzie's Cleaning Inc.
Objection Response to Proposed Ranking
RFP No. BLD2128700P1, Janitorial Services for Terminals 1 - 4, AOCC, and RCC at FLL
October 30, 2025
Page 2 of 2

responsible proposal, then a CBE firm may be awarded the contract if it meets both the monetary differential and points differential requirements in the ordinance.

While McKenzie's met the monetary differential requirement set forth in Section 1-81.3(f)(1) of the Code for Group 2, it did not meet the points differential requirement per Section 1-81.3(f)(2).

Pursuant to Section 1-81.3(f)(2) of the Code, "*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: . . . (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."

In this case, when points for pricing were deducted from the total points awarded to the highest-ranked responsive and responsible nonCBE firm, Sunshine Cleaning Systems, LLC DBA Pritchard Industries, the net points amount was 351 ($434.92 - 83.92 = 351$). To meet the established points differential requirement, your firm's net points amount (after the deduction of points for pricing) had to be more than 333.45. However, your firm's net points were 296 ($379.59 - 83.59 = 296$). Therefore, your firm is ineligible for contract award for Group 2 and the award shall be made to the highest ranked responsive and responsible nonCBE.

Conclusion

Following a thorough review and consideration given to McKenzie's Objection Assertion, together with an evaluation of all responses received, solicitation requirements, the County's Business Opportunity Act, the Broward County Code of Ordinances, the County's procurement process, and in consultation with the Office of the County Attorney, McKenzie's assertion is respectfully denied. The Recommendation of Ranking shall remain as originally stipulated.

We hope the above clarifications address your concerns. We understand the time and effort involved in submitting a response and appreciate McKenzie's Cleaning Inc.'s participation in this procurement and look forward to continuing to do business with McKenzie's Cleaning, Inc.

Respectfully,

Robert Gleason Digitally signed by Robert Gleason
Date: 2025.10.30 13:14:23 -04'00'

Robert E. Gleason, Director
Purchasing Division

RG/mm

Attachment

c: Richard Waskiewicz, Director, Aviation Department
Katie Efrece, Project Manager, Aviation Department
Constance Mangan, Assistant Director of Purchasing, Purchasing Division
Jeannette Ferrell, Purchasing Manager, Purchasing Division
Mary Moss, Purchasing Assistant Manager, Purchasing Division
Ricardo Abraham, Senior Assistant County Attorney, Office of the County Attorney
Keoki Baron, Assistant County Attorney, Office of the County Attorney



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Date: October 6, 2025

Director of Purchasing
Broward County Purchasing Division
115 S. Andrews Avenue, Room 212
Fort Lauderdale, FL 33301

Subject: Objection to Ranking – Final Evaluation Committee Meeting
RFP No. BLD2128700P1 – Janitorial Services for Terminals 1–4, AOCC, and
RCC at FLL (Group 2 – RCC)
Meeting Date: September 26, 2025

Dear Director,

I am writing on behalf of McKenzie's Cleaning Inc. to formally object to the ranking results issued during the Final Evaluation Committee Meeting for RFP No. BLD2128700P1 – Group 2 (RCC) held on September 26, 2025.

Based on Section 1-81.3(a) of the Broward County Business Opportunity Act, the intent of the CBE Reserve Program is clear: *to ensure that CBE-reserved projects are awarded to certified County Business Enterprise (CBE) firms before consideration is given to prime (non-CBE) firms.*

In this instance, the Evaluation Committee's ranking placed a prime contractor above the two certified CBE firms, which appears to be inconsistent with the stated purpose and requirements of the CBE Reserve Program. As such, we respectfully request that the County review the ranking outcome and take corrective action to ensure compliance with the governing ordinance and the intent of the CBE Reserve policy.



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McKenzie's Cleaning Inc. has been a long-standing, certified CBE firm in good standing and has consistently demonstrated capability and performance on County projects. We believe it is essential that the CBE Reserve Program be upheld as designed — to promote equitable contracting opportunities and preserve the integrity of the County's small business initiatives.

We appreciate your attention to this matter and kindly request confirmation that this concern will be reviewed and addressed appropriately. Please feel free to contact me directly at 786-623-1603 or tmckenzie@mckenziescleaning.com should you require any additional information or documentation.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Terriann McKenzie', is written over a faint, stylized blue line that forms a horizontal base for the signature.

Terriann McKenzie
President, McKenzie's Cleaning Inc.
CBE Certified Firm – Broward County