

C2 B REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO  
INVITATION TO BID (ITB) 2024-106-LB FOR INSPECTIONS AND MAINTENANCE  
OF PARKING LOT LIGHTING. (FACILITIES AND FLEET MANAGEMENT)  
Applicable Area:



**COMMISSION MEMORANDUM**

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: December 11, 2024

TITLE: REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO INVITATION TO BID (ITB) 2024-106-ND FOR INSPECTIONS AND MAINTENANCE OF PARKING LOT LIGHTING. (FACILITIES AND FLEET MANAGEMENT)

**RECOMMENDATION**

It is recommended that the Mayor and City Commission approve the award of a contract pursuant to Invitation to Bid (ITB) No. 2024-106-ND for inspections and maintenance of parking lot lighting to R & D Electric, Inc., as the primary vendor, and Canseco Electrical Contractors, Inc. as the secondary vendor.

This solicitation is currently under the cone of silence.

**BACKGROUND/HISTORY**

For approximately five years, the City of Miami Beach has had an agreement for the inspection and maintenance of parking lot lighting. The current contract expires on December 10, 2024. In order to establish a replacement contract, on September 9, 2024, the City issued an Invitation to Bid 2024-106-ND (the "ITB"). The purpose of the ITB is to establish a contract, by means of sealed bids, with a qualified firm(s) to supply all personnel, equipment, tools, materials, supervision, labor, transportation, and incidentals necessary to inspect and maintain approximately 600 light fixtures located in various City-owned surface parking lots.

**ANALYSIS**

On September 9, 2024, the ITB was issued. Bid notices were issued to approximately 29,000 companies utilizing the City's e-procurement system, with 48 prospective bidders accessing the solicitation. A voluntary pre-bid conference was held on September 23, 2024, to provide information to proposers submitting a response. Two (2) addenda were issued. Responses were due and received on October 9, 2024. The City received five (5) responses: from Canseco Electrical Contractors, Inc., Horsepower Electric Inc., IAM Electric Inc., R & D Electric, Inc., and Zeus Power Electric, Inc. See tabulation sheet (Attachment A).

The ITB stated that the lowest responsive, responsible Bidder meeting all terms, conditions, and specifications would be recommended for award. In its due diligence, the Procurement and Facilities and Fleet Management departments found that Canseco Electrical Contractors, Inc. ("Canseco Electrical") and R & D Electric, Inc. ("R&D") met the requirements of the ITB, including:

1. Prospective Bidder must be a State of Florida Certified Electrical Contractor or a Miami-Dade County Licensed Master Electrician (and maintain the same throughout the duration of the contract).

Canseco Electrical and R & D are State of Florida Certified Electrical Contractors.

2. Bidder must have been awarded a minimum of two (2) projects/contracts within the last ten (10) years for the completion of inspections and maintenance of parking lot lighting fixtures requiring a lift with costs of \$50,000 annually.

Canseco Electrical and R & D provided two (2) positive and satisfactory references documenting compliance with the minimum experience requirement.

Accordingly, R & D has been deemed the lowest responsive and responsible bidder, meeting all terms, conditions, and specifications of the ITB, and is, therefore, being recommended as the primary vendor; and Canseco Electrical the second lowest responsive, responsible bidder, is being recommended as the secondary vendor.

A brief description of the two lowest responsive and responsible bidders is below.

**R & D Electric Inc.**

R & D Electric Inc. is a Miami-Dade County certified Small Business Enterprise ("SBE") that has been in business for over sixteen years and has provided electrical services to various South Florida cities, municipalities, highway authorities, and agencies in street lighting, traffic signalization, and utility work. Previous work includes services for the Florida Department of Transportation, MDX Authority, Broward County, and the City of Coral Gables.

R & D Electric Inc. is the incumbent providing these services to the City, and the City has been satisfied with its work and offered positive feedback.

**Canseco Electrical Contractors, Inc.**

Canseco Electrical Contractors, Inc. is a local business located in Miami, Florida that has been registered in the State of Florida as a profit corporation since April 2002. The firm provides various electrical services to residential and industrial entities. Previous work includes services for the Miami Dade County Public Schools and Miami Dade County Aviation Department. References indicate satisfaction with the services provided.

**FISCAL IMPACT STATEMENT**

Staff performed a cost analysis to determine whether the fiscal impact was in the City's best interest. The cost for inspection and maintenance of the approximately 642 light fixtures located in various City-owned surface parking lots provided by the incumbent, R & D Electric Inc., was reduced, as well as the nonregular hourly rate for emergency repairs and citywide upgrades. As such, the overall estimated annual cost for Group 1, Inspection and Maintenance Services, and Group 2, Emergency Repairs and Citywide Upgrades, has decreased by approximately 8% or \$17,000.

The City's average yearly expenditure for the inspection and maintenance of parking lot lighting is \$111,000. The costs of the related services are subject to funds availability approved through the City's budgeting process. It is not anticipated that grant funding will be utilized for this project.

**Does this Ordinance require a Business Impact Estimate?**

(FOR ORDINANCES ONLY)

**If applicable, the Business Impact Estimate (BIE) was published on:**

**See BIE at:** <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notice/>

**FINANCIAL INFORMATION**

|                                     |           |
|-------------------------------------|-----------|
| 480-0463-000325-27-413-526-00-00-00 | \$125,000 |
|-------------------------------------|-----------|

## **CONCLUSION**

Based on the foregoing, I recommend that the Mayor and City Commission of the City of Miami Beach, Florida, approve the award of a contract pursuant to Invitation to Bid (ITB) No. 2024-106-ND for inspections and maintenance of parking lot lighting to R & D Electric Inc., as the primary vendor, and Canseco Electrical Contractors, Inc., as the secondary vendor.

## **Applicable Area**

Citywide

**Is this a "Residents Right to Know" item, pursuant to City Code Section 2-17?**

No

**Is this item related to a G.O. Bond Project?**

No

**Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying?** No

If so, specify the name of lobbyist(s) and principal(s):

## **Department**

Procurement

## **Sponsor(s)**

## **Co-sponsor(s)**

## **Condensed Title**

Award ITB 2024-106-ND, Inspections and Maintenance of Parking Lot Lighting. PR/FF

ATTACHMENT A  
ITB 2024-106-LB

|   |   |                                |  | Canseco Electrical Contractors, Inc. <sup>2</sup> |   | Horsepower Electric, Inc.               |   | IAM Electric Inc.                       |   | R & D Electric, Inc. <sup>1</sup>       |   | Zeus Power Electric, Inc.               |   |
|---|---|--------------------------------|--|---|---|---|---|---|---|---|---|---|---|
| Group 1 – INSPECTION AND MAINTENANCE SERVICES |   |                                |  |   |   |   |   |   |   |   |   |   |   |
| Item  | Description   | (C)<br>Inspections Per<br>Year | (B)<br>Estimated Quantity<br>(No. of Lights) | (A)<br>Unit Cost<br>(Per Light Fixture)           | (D)<br>Estimated Annual Cost<br>(A X B X C) | (A)<br>Unit Cost<br>(Per Light Fixture) | (D)<br>Estimated Annual Cost<br>(A X B X C) | (A)<br>Unit Cost<br>(Per Light Fixture) | (D)<br>Estimated Annual Cost<br>(A X B X C) | (A)<br>Unit Cost<br>(Per Light Fixture) | (D)<br>Estimated Annual Cost<br>(A X B X C) | (A)<br>Unit Cost<br>(Per Light Fixture) | (D)<br>Estimated Annual Cost<br>(A X B X C) |
| 1   | Inspection and maintenance of various City owned parking lots | 26                             | 642  | \$6.00  | \$100,152.00                                | \$22.61                                 | \$377,406.12                                | \$6.20                                  | \$103,490.40                                | \$5.78                                  | \$96,479.76                                 | \$9.97                                  | \$166,419.24                                |

| Group 2 – EMERGENCY REPAIRS AND CITYWIDE UPGRADES |  |  |             |           |  |           |  |           |  |           |  |           |  |
|---|--|--|-------------|-----------|--|-----------|--|-----------|--|-----------|--|-----------|--|
| Item  | Description  | Estimated Annual Quantity                          | U / M       | Unit Cost | Total (Quantity_X_Unit_Cost)               | Unit Cost | Total (Quantity_X_Unit_Cost)               | Unit Cost | Total (Quantity_X_Unit_Cost)               | Unit Cost | Total (Quantity_X_Unit_Cost)               | Unit Cost | Total (Quantity_X_Unit_Cost)               |
| 2   | Hourly Rate – Regular (7:00 a.m. to 5:00 p.m., Monday through Friday)                      | 260  | Hourly Rate | \$49.90   | \$12,974.00                                | \$400.00  | \$104,000.00                               | \$44.00   | \$11,440.00                                | \$45.00   | \$11,700.00                                | \$65.00   | \$16,900.00                                |
| 3   | Hourly Rate – Non Regular (After 5:00 p.m., Monday through Friday, Weekends, and Holidays) | 80   | Hourly Rate | \$61.00   | \$4,880.00                                 | \$400.00  | \$32,000.00                                | \$57.00   | \$4,560.00                                 | \$55.00   | \$4,400.00                                 | \$90.00   | \$7,200.00                                 |
| SUB-TOTAL – LABOR (Items 2 – 3)                   |  |  |             |           | \$17,854.00                                |           | \$136,000.00                               |           | \$16,000.00                                |           | \$16,100.00                                |           | \$24,100.00                                |
| Item  | Description  | Estimated Annual Gross Costs (Dealer Invoice Cost) |             | % Mark-up | Net Cost (Dealer Invoice Cost + % Mark-up) | % Mark-up | Net Cost (Dealer Invoice Cost + % Mark-up) | % Mark-up | Net Cost (Dealer Invoice Cost + % Mark-up) | % Mark-up | Net Cost (Dealer Invoice Cost + % Mark-up) | % Mark-up | Net Cost (Dealer Invoice Cost + % Mark-up) |
| 4   | Administrative Discount or Mark-up for Parts and Supplies                                  | \$75,000   |             | 9%        | \$81,750.00                                | 25%       | \$93,750.00                                | 10%       | \$82,500.00                                | 10%       | \$82,500.00                                | 7%        | \$80,250.00                                |
| GRAND TOTAL (Items 2 – 4)                         |  |  |             |           | \$99,604.00                                |           | \$229,750.00                               |           | \$98,500.00                                |           | \$98,600.00                                |           | \$104,350.00                               |
| TOTAL OF GROUPS 1 AND 2                           |  |  |             |           | \$199,756.00                               |           | \$607,156.12                               |           | \$201,990.40                               |           | \$195,079.76                               |           | \$270,769.24                               |

<sup>1</sup> Recommended for award as primary

<sup>2</sup> Recommended for award as secondary