

**Condensed Title:**

Request for Approval to Award a Contract to Rolling Shield, Inc., Pursuant to Invitation to Bid No. 45-07/08, for the Purchase and Installation of Accordion Storm Shutters at City Hall, Fire Station #1, and Fire Station #3, in the Amount of \$119,316.00.

**Key Intended Outcome Supported:**

Ensure Well-maintained facilities

**Supporting Data (Surveys, Environmental Scan, etc.):**

According to the 2007 Internal Support Functions Survey, 38.3% of City employees surveyed rated facility renovation services as "good" or "excellent."

**Issue:**

Shall the City Commission approve the award of the contract?

**Item Summary/Recommendation:**

This FEMA-funded grant project provides for the installation of storm shutters, which includes, but is not limited to, City Hall, Fire Station #1, and Fire Station #3. The proposed project at the three locations within Miami Beach consists of having accordion storm shutters installed on the window and door openings. If needed, protection will be included for skylights, vents and exhaust fans. The product chosen for installation will be rated at 146 MPH in accordance with the Miami-Dade County Building Code. The product chosen is intended to be operated from within the buildings, which will preclude possessing equipment to reach the higher elevations.

The purpose of this Invitation to Bid is to provide all labor, equipment, materials and services to furnish and install accordion storm shutters and correlated components at City Hall, Fire Station #1, and Fire Station #3. This includes removal and disposal of all existing storm panel tracks, hardware, and components. All proposed materials must also have a proper Notice of Acceptance from the Miami-Dade County Building Code Compliance Office.

The basic scope of work for this project includes, but not limited to:

- Removal of existing accordion shutters and all mounting brackets, screws, straps and any other items associated with the existing shutters;
- Patching with material similar to the surrounding areas any holes or other intrusion into the structure of the building. The building structure will be fresh without any signs of the previous shutter installation;
- Prepare the surface and install the new protection system being careful to use caulking materials around any intrusion into the structure of the building.

On March 25, 2009, Property Management met with Alufab Hurricane Shutters, Inc., Hurst Hurricane Shutters, and Rolling Shield, Inc. to discuss their project estimations, shutter products, and implementation plan. Each company provided explanations on their estimate methodology, demonstrated their shutter product, and detailed their implementation plans, especially how to secure City Hall.

Considering the experience, core businesses, cost, project timeline, and the presentations by each company at the March 25, 2009, meeting, Property Management recommends that the contract be awarded to Rolling Shields, Inc. It is questionable as to whether the lowest bidder, Alufab Hurricane Shutters, Inc., would be able to complete the project in the time and price proposed.

**Advisory Board Recommendation:**

**Financial Information:**

Source of Funds:	Amount	Account	Approved
1	\$89,487	Hazard Mitigation Grant – FEMA Project 1609-41-R	
2	\$29,829	The match is from a carry forward FY 2007/08 General Fund Operating Contingency, encumbered for this purpose - Acct. 011-9322-000312	
<b>OBPI</b>	<b>Total</b>	<b>\$119,316</b>	

**Financial Impact Summary:**

**City Clerk's Office Legislative Tracking:**

Robert Middaugh, ext. 6163

**Sign-Offs:**

Department Director		Assistant City Manager		City Manager
GL	RCM	TH	PDW	JMG

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# MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

## COMMISSION MEMORANDUM

TO: Mayor Matti Herrera Bower and Members of the City Commission

FROM: Jorge M. Gonzalez, City Manager

DATE: April 22, 2009

SUBJECT: **REQUEST FOR APPROVAL TO AWARD A CONTRACT TO ROLLING SHIELD, INC., PURSUANT TO INVITATION TO BID 45-07/08, FOR THE PURCHASE AND INSTALLATION OF ACCORDION STORM SHUTTERS AT CITY HALL, FIRE STATION #1, AND FIRE STATION #3, IN THE AMOUNT OF \$119,316.00.**

### Administration Recommendation

Approve the award of contract.

### Key Intended Outcome Supported

Ensure Well-maintained facilities

### Funding

\$89,487.00	Hazard Mitigation Grant Program – FEMA Project 1609-41-R
\$29,829.00	The match is from a carry forward FY 2007/08 General Fund Operating Contingency, encumbered for this purpose - Acct. 011-9322-000312
<b>\$119,316.00</b>	<b>Total</b>

### Analysis

City Hall was constructed with a shuttering system as part of the original design. Since its construction, building codes have changed multiple times and the existing shuttering system has failed to protect the buildings adequately from severe weather events. The lack of maintaining the system has also left it worn and obsolete.

This FEMA-funded grant project provides for the installation of storm shutters, which includes, but is not limited to, City Hall, Fire Station #1, and Fire Station #3. The proposed project at the three locations within Miami Beach consists of having accordion storm shutters installed on the window and door openings. If needed, protection will be included for skylights, vents and exhaust fans. The product chosen for installation will be rated at 146 MPH in accordance with the Miami-Dade County Building Code. The product chosen is intended to be operated from within the buildings, which will preclude possessing equipment to reach the higher elevations.

The purpose of this Invitation to Bid is to provide all labor, equipment, materials and services to furnish and install accordion storm shutters and correlated components at City Hall, Fire Station #1, and Fire Station #3. This includes removal and disposal of all existing storm panel tracks, hardware,

and components. All proposed materials must also have a proper Notice of Acceptance from the Miami-Dade County Building Code Compliance Office.

### **Scope of Work**

As a result of this ITB, the City of Miami Beach will retrofit the following locations as follows:

- City Hall, located at 1700 Convention Center Drive, Miami Beach, Florida, 33139, by purchasing and installing storm protection products for thirteen (13) doors and one hundred forty-eight (148) windows
- Fire Station #1, located at 1051 Jefferson Avenue, Miami Beach, Florida, 33139, by purchasing and installing storm protection products for two (2) doors and twenty-two (22) windows
- Fire Station #3, located at 5305 Collins Avenue, Miami Beach, Florida, 33140, by purchasing and installing storm protection products for two (2) doors and fourteen (14) windows

The basic scope of work for this project includes, but not limited to:

- Removal of existing accordion shutters and all mounting brackets, screws, straps and any other items associated with the existing shutters;
- Patching with material similar to the surrounding areas any holes or other intrusion into the structure of the building. The building structure will be fresh without any signs of the previous shutter installation;
- Prepare the surface and install the new protection system being careful to use caulking materials around any intrusion into the structure of the building.

### **BID PROCESS**

ITB No. 45-07/08 was issued on November 17, 2008, with an opening date of January 5, 2008. A Pre-bid conference was held on November 25, 2008.

BidNet and RFPDepot issued bid notices to 4 and 564 prospective proposers respectively. An additional 93 prospective Proposers were notified via e-mail, which resulted in the receipt of the following nineteen (19) bids:

1. A.E. Mason Ltd. Corp.
2. Accordion Shields of Florida, LLC
3. ALUFAB Hurricane Shutters, Inc.
4. American Standard Construction, Inc.
5. Assured Contracting, LLC
6. Calleja Shutters, LLC
7. Cristhca Builders' Construction, Inc.
8. D & D Aluminum
9. Door Systems of South Florida, Inc.
10. EZ-Lock Shutters & Glass, Inc.
11. General Impact Glass and Windows
12. Greystoke Construction, Inc.
13. Hurricane Home Protection, Inc.
14. Hurricane Protection Industries, Inc.
15. Hurst Hurricane Shutters
16. Protective Shutters, Inc.

17. Rolling Shield, Inc.
18. Stormwise South Florida, Inc.
19. USA Aluminum, LLC

American Standard Construction, Inc. was disqualified for proposing a 90-day warranty on parts and labor when the minimum requirement specified in the bid was at least one (1) year.

EZ-Lock Shutters & Glass, Inc. was disqualified for proposing to complete the project within a range of 30 to 45 days. The bid specifically requested that prospective bidders provide a specific amount of days for completion. All proposed time ranges for completion would be rejected.

Assured Contracting, LLC, Calleja Shutters, Inc., D & D Aluminum, Door Systems of South Florida, Inc., Greystoke Construction, Inc., Protective Shutters, Inc., Stormwise South Florida, Inc., and USA Aluminum, LLC were disqualified for failing to respond to a request by the Procurement Division for additional information within the time requested.

As a result, the following is a bid tabulation for all responsive bidders:

Company	Grand Total
Alufab Hurricane Shutters, Inc.	\$ 98,136.00
Rolling Shield, Inc.	\$119,316.00
Hurst Hurricane Shutters	\$133,590.00
Accordion Shields of Florida, LLC	\$154,953.03
Hurricane Protection Industries, Inc.	\$187,614.00
General Impact Glass and Windows	\$191,872.87
Cristhca Builders' Construction, Inc.	\$219,534.00
A. E. Mason Ltd. Corp.	\$223,929.19
Hurricane Home Protection, Inc.	\$233,325.00

On March 25, 2009, Property Management met with Alufab Hurricane Shutters, Inc., Hurst Hurricane Shutters, and Rolling Shield, Inc. to discuss their project estimations, shutter products, and implementation plan. Each company provided explanations on their estimate methodology, demonstrated their shutter product, and detailed their implementation plans, especially how to secure City Hall.

#### **Property Management's Recommendation**

Property Management reviewed the submissions by the responsive vendors with an emphasis on comparing price, experience, core business, product, and project timeline.

The lowest bidder, Alufab Hurricane Shutters, Inc., is primarily a residential storm shutter company given that three of the four references listed in its bid proposal were from homebuilders. The company specializes in construction installations. The company did mention at the March 25, 2009, meeting that it is currently performing as a subcontractor installing storm shutters to various public buildings for the City of Ft. Myers, Florida, including the Human Resources Building, Riverside Community Center, and the City of Palms Parking Garage. The products submitted by Alufab Hurricane Shutters, Inc. for this project's consideration were an aluminum accordion shutter system or Florida Roll-up shutters, which houses the aluminum slats in a bin above the door/window and operated mechanically or by a hand crank, each supported by the product acceptance documents from Miami-Dade Building Code Compliance Office for each product.

The second-lowest responsive bidder, Rolling Shield, Inc., specializes in storm shutters, awnings, and protective screens. Their references include major businesses, government agencies, and condominiums, such as the Town of Surfside, FL, City Hall, Federal Reserve Bank in Miami Beach, and Cedars Medical Center. Overall, Rolling Shield, Inc. has extensive experience in multilevel business and industrial applications which is more applicable to this project's scope of work. The products submitted by Rolling Shield, Inc. for this project's consideration were an aluminum accordion shutter system or Florida Roll-up shutters each supported by the product acceptance documents from Miami-Dade Building Code Compliance Office for each product.

The third-lowest responsive bidder, Hurst Hurricane Shutters, provided information detailing extensive work manufacturing and installing storm protection shutters on businesses, government buildings, entertainment facilities, and medical facilities and also proposed aluminum accordion shutter or roll-up systems. Their references include the Miami-Dade Housing Agency, Memorial Regional Hospital, and Miami Metro Zoo. The product acceptance documents from Miami-Dade Building Code Compliance Office were provided for each product.

Each company is generally bidding the same product – high-impact accordion and roll-up shutters that are rated for large and small missile impact. They all meet the minimum wind load requirements set by the Miami-Dade County Building Code.

Project completion estimates differ greatly between the three lowest bidders. For instance, Alufab Hurricane Shutters, Inc. proposed 30 days. However, considering the scope of work, this would be a difficult goal to achieve given City Hall's extensive window system. Property Management believes it would take at least 30 days to complete City Hall alone. Furthermore, Alufab Hurricane Shutters, Inc. failed to provide convincing argument during the March 25, 2009, meeting that it could meet both its completion date along with the City's quality expectations for the project. Conversely, Rolling Shields Inc. proposed a 60-day completion estimate while Hurst Hurricane Shutters submitted a 90-day proposal based on the complexity to secure City Hall properly.

In regards to the bid price, Alufab Hurricane Shutter, Inc's bid is 24% lower than Rolling Shield, Inc. and 28% lower than Hurst Hurricane Shutters. The primary difference is the estimated price for City Hall where Alufab Hurricane Shutters, Inc. underbid the other two bidders by 33% and 40% respectively as shown below:

Company	City Hall	Fire Station #1	Fire Station #3	Grand Total
ALUFAB Hurricane Shutters, Inc.	\$68,976.00	\$17,668.00	\$11,492.00	\$98,136.00
Rolling Shield, Inc.	\$99,736.00	\$13,498.00	\$6,082.00	\$119,316.00
Hurst Hurricane Shutters	\$113,690.00	\$12,700.00	\$7,200.00	\$133,590.00

In regards to the quality of the materials, Rolling Shield, Inc. demonstrated an extra measure of protection not provided by the other vendors by virtue of the locking pins that work in conjunction with the standard locking device. This would allow the shutter system to withstand greater impacts without buckling or opening. The system proposed by Rolling Shield, Inc. is similar to the current system in place at City Hall. The current shutter system consists of a locking pin system that has provided reliable windstorm protection throughout its life span without accidental opening after being secured.

Considering the experience, core businesses, cost, project timeline, and the presentations by each company at the March 25, 2009, meeting, Property Management recommends that the contract be awarded to Rolling Shields, Inc. It is questionable as to whether the lowest bidder, Alufab Hurricane

Shutters, Inc., would be able to complete the project in the time and price proposed.

Rolling Shield, Inc.

Established in 1992, Rolling Shield, Inc. has been providing hurricane shutters, tractable awnings, and shades to residences and businesses throughout South Florida and is one of the largest manufacturers in the world. Rolling Shield, Inc. currently has over 300 wholesale clients and about 700 residential annual customers. The company owns a 70,000 sq. ft. manufacturing facility with about 6 months to 1 year planned inventory on hand.

**City Manager's Review**

After considering the review and recommendation of City staff, the City Manager exercised his due diligence and is recommending to the Mayor and City Commission the bid that the City Manager deems to be in the best interest of the City.

**Conclusion**

It should be noted that the City's regular process of considering the price for projects and its standard process for bidding construction projects has resulted in a price that is reflective of the current market. At present, it appears that the market is very competitive and that the City will continue to receive bids that are lower than those received in the past year or so. The public procurement process, which is an open and competitive, transparent process, has again served the City to provide a competitive price for this project, as it has in the past.

The Administration recommends the award of contract to Rolling Shield, Inc., pursuant to Invitation to Bid 45-07/08, for the purchase and installation of accordion storm shutters in City Hall, Fire Station #1, and Fire Station #3 in the amount of \$119,316.00.

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