



PROCUREMENT DEPARTMENT

15470 FLIGHT PATH DRIVE • BROOKSVILLE, FLORIDA 34604
P 352.754.4020 • F 352.754.4199 • W www.HernandoCounty.us

DATE: October 29, 2024
TO: Julie Crull, Purchasing Agent II
FROM: Laura A. Borgesi, PE, PSM, MPA, Traffic Engineer
SUBJECT: Recommendation for Award Bid No 24-CG00864/JC
Project Name: New Traffic Signal Construction for Wilfong Citizens Center for Success on
Spring Hill Dr & Traffic Signal Improvements at the Intersection of Mariner Blvd
& Landover Blvd South

The attached bid(s) received from Highway Safety Devices, Inc. for the above referenced project/solicitation is submitted as recommendation for award.

Items 1 through 5 below have been completed. See attached for technical evaluation and reference checks. Total Contract Bid Price for this award is: \$1,706,180.30

- 1. Reference checks are satisfactory: [X] YES [] NO
If no, provide an explanation using the space provided below and/or attached to this form.
2. Recommend award as responsive and responsible bidder [X] YES [] NO
If no, provide a detailed explanation using the space provided below and/or attached to this form.
3. Request Next Bidder? [] YES [X] NO
4. Provide a statement that addresses the reason(s) for your recommendation or rejection. Include your basis for determining that pricing is fair and reasonable and that the Bidder has the ability and resources to perform in accordance with the bid terms, conditions, and scope.

Highway Safety Devices, Inc. provides the necessary construction services required for these two signal projects. The references received for Highway Safety Devices, Inc. were all excellent and indicate that the company is reliable and responsive.

- 5. Provide the funding information: Traffic Signal Improvements at Mariner & Landover
Fund 1015 Dept 03221 Account 5616307
Please include the name of the account. Mariner @ Landover Improv
New Traffic Signal Construction for Wilfong Citizens Center for Success
Fund 0011 Dept 31001 Account 5606201
Please include the name of the account. Joint Use Facility

Recommendation Approved By: [Signature] Date: 10/29/24
Department Director/Manager

Enclosure(s)

Julie Crull

From: Chinault, Katherine <Katherine.Chinault@dot.state.fl.us>
Sent: Monday, October 28, 2024 9:46 AM
To: Laura A. Borgesi
Cc: Ayers, Elizabeth; Roberts, Mark
Subject: FW: Reference for Highway Safety Devices

CAUTION: This email originated from outside the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good morning Laura,

We are not able to provide references for companies doing business with FDOT. What I can provide is CPPR grades and confirmation that work was completed. See below in red.

REFERENCE

24-CG00864/JC

New Traffic Signal Construction for Wilfong Citizens Center for Success on Spring Hill Dr & Traffic Signal Improvements at the Intersection of Mariner Blvd & Landover Blvd South

Reference For (Firm/Company): Highway Safety Devices, LLC

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: FDOT

First Name, Last Name: Katherine Chinault

PHONE #: 863-519-2511 Email: Katherine.Chinault@dot.state.fl.us

1. Describe the work contracted to firm/company.

The project included the design, procurement, installation, and testing of new traffic control devices, new ITS devices, and an adaptive signal control technology system on US 27 in Sebring from Highlands Avenue to Sebring Parkway. The Project length was approximately 5.7 miles and included 14 signalized intersection locations.

2. Was the work completed on time?

The project was final accepted on 8/28/2022

3. Were you satisfied with the final results?
4. Did you implement their recommendations?
5. Did you encounter any problems?
6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Vendor 2 of 5

Vendor Name: F592934582 - HIGHWAY SAFETY DEVICES, INC.

Completed 15 Contracts for FDOT

Database has CPPR for 13 of 15 Completed Contracts in the Database.

Of this Grouping of Contracts:

Count	Type of Contract	% of Total	Contract	Range	Contract	Duration	Avg
7	Const Contract	46.7%			137	403	

Total Count			15			
Total Contract Dollars						
Average Contract Dollars						
Average CPPR			99.54			
3	Const Design Build	20.0%			621	1,034
3	Const Design Build - Low Bid	20.0%			324	550
1	Const Lump Sum	6.7%			183	183
1	Traffic Operations	6.7%			459	459

Total Count			15
Total Contract Dollars			
Average Contract Dollars			
Average CPPR			99.54

Professionalism _____

Qualifications _____

Final Product _____

Cooperation _____

Reliability _____

7. Would you contract with this company again?

Yes _____

No _____

Maybe _____

Please do not hesitate to call me if you have any questions.

Thank you,

Hernando County Use Only
Reference checked by: _____

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Date: 10/29/24

REFERENCE

Reference For (Firm/Company): Highway Safety Devices, Inc.

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: FDOT District 1

First Name, Last Name: Information from FDOT Website

PHONE #: _____ Email: _____

1. Describe the work contracted to firm/company.

i-275 and US 41 Intersection Improvements (\$2,307,883.24) 449720-1-52-01
Manatee, Florida

Installation of Mast Arm signals at the I-275 ramp terminals with US 41. Project includes a new mast arm signal at the I-275 EB off ramp terminal with US 41 and replacement of an existing span wire signal configuration at the I-275 WB ramp terminal with US 41 with a mast arm. The improvements include signalized pedestrian crossings as well as milling and resurfacing to harmonize the pavement markings and associated sidewalks.

2. Was the work completed on time?

Last Updated: Wed Oct 30 2024 03:37:04 GMT-0400 (Eastern Daylight Time)

Active Contract Details: E1V34

Active	District	Status	Project Id	Description
false	FIRST	FINAL PAYMENT MADE	44972015201	Design Build for US 41 at I-275- Facility Installations13030000

[Back to Active Contract List](#)

Contractor Id: F592934582	Days Used: 550	Letting Date: 05/18/2022
Contractor Name: HIGHWAY SAFETY DEVICES, INC.	Original Contract Amount: \$2,335,000.00	Award Date: 06/16/2022
Proj Eng/Manager: Jones,David	Current Contract Amount: \$2,358,883.24	Execution Date: 07/01/2022
Original Contract Days: 500	Change Order Amount: \$23,883.24	Time Began Date: 08/01/2022
Adjusted Contract Days: 77	Estimate Paid to Date: \$2,307,883.24	Work Begin Date: 08/01/2022
Current Contract Days: 577	Proj Work Type: Z-Other	Final Acceptance Date: 02/28/2024
Project Type: C	Proj Mix: INTERCHANGE IMPROVEMENT	Start Date: 08/01/2022
	Contract Type: CDBL-Const Design Build - Low Bid	Estimated Completion Date: 02/29/2024

3. Were you satisfied with the final results?

4. Did you implement their recommendations?

5. Did you encounter any problems?

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Vendor 2 of 5						
Vendor Name: F592934582 - HIGHWAY SAFETY DEVICES, INC.						
Completed 15 Contracts for FDOT						
Database has CPPR for 13 of 15 Completed Contracts in the Database.						
Of this Grouping of Contracts:						
Count	Type of Contract	% of Total	Contract -- Range	Contract	Duration	Avg. CPPR
7	Const Contract	46.7%	[REDACTED]	137	403	100.3%
Total Count			15			
Total Contract Dollars			[REDACTED]			
Average Contract Dollars			[REDACTED]			
Average CPPR			99.54			
3	Const Design Build	20.0%	[REDACTED]	621	1,034	96.7%
3	Const Design Build - Low Bid	20.0%	[REDACTED]	324	550	101.3%
1	Const Lump Sum	6.7%	[REDACTED]	183	183	98.0%
1	Traffic Operations	6.7%	[REDACTED]	459	459	.0%
Total Count			15			
Total Contract Dollars			[REDACTED]			
Average Contract Dollars			[REDACTED]			
Average CPPR			99.54			

- Professionalism _____
- Qualifications _____
- Final Product _____
- Cooperation _____
- Reliability _____

7. Would you contract with this company again?

Yes _____ No _____ Maybe _____

Hernando County Use Only
 Reference checked by: [Signature]

Date: 10/29/24

REFERENCE

Reference For (Firm/Company): Highway Safety Devices, Inc.

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: FDOT District 7

First Name, Last Name: Information obtained via FDOT website

PHONE #: _____ Email: _____

1. Describe the work contracted to firm/company.

I-4 FRAME (\$8,953,663.75) 445362-2-52-01

The improvements under this contract consist of the SR 400 (I-4) Florida's Regional Advanced Mobility Elements (FRAME) project which includes the installation of roadside units (RSUs) that include dual-mode Dedicated Short-Range Communications (DSRC) and Cellular Vehicle-to-Everything (C-V2X) radios. The installation of RSUs will allow for the transmission of Signal Phase and Timing (SPAT) data, CV emergency vehicle preemption (EVP), and CV transit signal priority (TSP) applications in Hillsborough County, Florida.

2. Was the work completed on time?

Last Updated: Wed Oct 30 2024 03:37:04 GMT-0400 (Eastern Daylight Time)

Active Contract Details: T7483

Active	District	Status	Project Id	Description
true	SEVENTH	TIME BEGUN	44536225201	SR 400 (I-4) I-4 ITS Communication System from I-275 to Polk County line

[Back to Active Contract List](#)

Contractor Id: F592934582

Contractor Name: HIGHWAY SAFETY DEVICES, INC.

Proj Eng/Manager: Williams, Andrew

Original Contract Days: 566

Adjusted Contract Days: 168

Current Contract Days: 734

Project Type: C

Days Used: 652

Original Contract Amount: \$8,953,663.75

Current Contract Amount: \$8,953,663.75

Change Order Amount: 0

Estimate Paid to Date: \$8,936,276.83

Proj Work Type: X7-Traffic Operations

Proj Mix: ITS COMMUNICATION SYSTEM

Contract Type: TO-Traffic Operations

Letting Date: 02/23/2022

Award Date: 03/29/2022

Execution Date: 04/12/2022

Time Began Date: 11/06/2022

Work Begin Date: 11/06/2022

Final Acceptance Date:

Start Date: 11/06/2022

Estimated Completion Date: 11/09/2024

3. Were you satisfied with the final results?

4. Did you implement their recommendations?

5. Did you encounter any problems?

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Count	Type of Contract	% of Total	Contract -- Range	Contract	Duration	Avg. CPPR
7	Const Contract	46.7%	[REDACTED]	137	403	100.3%
Total Count			15			
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1	Traffic Operations	6.7%	[REDACTED]	459	459	.0%
Total Count			15			
Total Contract Dollars			[REDACTED]			
Average Contract Dollars			[REDACTED]			
Average CPPR			99.54			

Professionalism _____

Qualifications _____

Final Product _____

Cooperation _____

Reliability _____

7. Would you contract with this company again?

Yes _____ No _____ Maybe _____

Hernando County Use Only

Reference checked by: Test Long

Date: 10/29/24

TECHNICAL EVALUATION FOR BID AWARD

ITB# 24-CG00864/JC

New Traffic Signal Construction for Wilfong Citizens Center for Success on Spring Hill Dr & Traffic Signal Improvements at the Intersection of Mariner Blvd & Landover Blvd South

This document has been developed to facilitate your evaluation. Your evaluation should be limited to the attached. **Purchasing will ensure that all documents required by the solicitation are contained for evaluation.** This documentation will be included with the bid submitted for evaluation. Bids that are determined non-responsive by the Procurement Division will not be submitted to you for evaluation. Please note that you should focus your attention on the areas contained within this document. Your evaluation will be a major consideration as to the responsiveness and/or responsibility of a bidder.

- A. Is the amount of the bid reasonable and realistic for the services to be performed or the item or equipment to be purchased? **YES**

If the bid is considered reasonable/realistic, provide justification for your conclusion. **The overall bid is reasonable and realistic given that the Wilfong Citizens Center for Success bid was less than the County cost estimate. The Mariner Blvd & Landover Blvd South Bid was higher than anticipated but the line-item costs for materials, maintenance of traffic, mobilization and temporary signalization for the intersection are identified as the items that increased the bid cost.**

If you consider the bid to be unreasonable and/or unrealistic, please explain in detail.

- B. Was an independent County estimate developed prior to soliciting for the procurement? **YES**

If affirmative, submit this estimate with your evaluation in the same format as the bid schedule and describe the extent the estimate was used in the analysis of the bid.

The cost estimate values were added into the spreadsheet to identify the unit costs for the bid items. It was determined that the following Mariner/Landover South Items were the cause of the increase in the bid total. The New Concrete Poles were \$85,750 over the budget, the Temporary signalization was \$53,000, removal of existing concrete poles was \$19,750, the Video Detection was \$14,500, Mobilization was \$13,750 and MOT was \$13,275 over budget.

TECHNICAL EVALUATION FOR BID AWARD

Page 2

- C. Do the resources (manpower, equipment, supplies, etc.) proposed by the bidder meet the minimum requirements, if any, established by the solicitation?
YES

If minimums were not identified in the solicitation, you may request information on proposed resources from the bidder **through Procurement**.

When specific types and quantities of equipment are required to meet minimum standards, the bidder may address this requirement by providing purchasing with a pro-forma invoice with confirmation from a bank or lending institution to the effect that they are prepared to finance the lease or purchase of equipment necessary to perform the services if the bidder is awarded the contract.

- D. Does the bidder have a satisfactory record of performance? **YES**

At a minimum, the bidder's record on previous county contracts must be considered and an attempt must be made to contact all references. The reference form attached is to be used for your documentation of your reference check. If references cannot be contacted, the Department shall contact Procurement for additional references. Procurement shall request from the bidder in writing of this fact and inform that the reference must contact the project person within two business days or it will negatively impact the evaluation the bid.

- E. Provide your overall recommendation on the Recommendation for Award Form.

Highway Safety Devices, Inc. is utilized by the FDOT on several extensive multi-million dollar state projects. They have an excellent reputation and have a 99.54% rating on the CPPR, which measures their pursuit of the work, proper MOT, timely completion and submittal of documents, timely completion of the project, cooperation and coordination, mitigation of cost and time overruns, environmental compliance, conformance with contract documents and DBE Utilization. DPW highly recommends utilizing Highway Safety Devices on the installation of new signalization at the Wilfong Center and the improvements to the Mariner and Landover South traffic signal.

- F.

Note: At no time will the user/project person/bid evaluator discuss responsiveness, responsibility or withdrawal from the bidding process with any bidder. Moreover, it is strictly prohibited for any County representative involved in the bidding process to attempt to negotiate bids, influence or otherwise impact the business decisions of a bidder.