



DEPARTMENT OF PURCHASING AND CONTRACTS

15470 FLIGHT PATH DRIVE • BROOKSVILLE, FLORIDA 34604
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DATE: March 3, 2026
TO: Joseph Goulart, Contracting Agent II
FROM: Juan Cueto
SUBJECT: Recommendation for Award Bid No. 26-C01184/JG
Project Name: Hernando County Detention Center Bravo A/C Replacement

The attached bid received from AMSCO-AC for the above referenced project/solicitation is submitted for your review, evaluation, and award recommendation. In accordance with the Hernando County Ordinance No. 93.16, Section 2-105 (6) and Purchasing and Contracts Department Policies and Procedures Manual, Procedure No. 130F, Paragraph 3. (D), Policy140I, Paragraph 2(H), please complete items 2 through 6 and return this award recommendation form with your technical evaluation attached, approved by your department director/manager.

- 1. Total Contract Bid Price is: \$1,214,000.00
2. Reference checks are satisfactory: [X] YES [ ] NO
3. Recommend award as responsive and responsible bidder [X] YES [ ] NO
4. Request Next Bidder? [ ] YES [X] NO
5. Provide a statement that addresses the reason(s) for your recommendation or rejection.

I highly recommend Air Mechanical and Service Corp for doing a great job in their past projects with Hernando County.

6. Provide the funding information: Fund 1203 Dept 02114 Account 5304601

Recommendation Approved By: Juan Cueto Date: 03/03/2026
Department Director/Manager

Enclosure

## REFERENCE

Reference For (Firm/Company): Air Mechanical & Service Corp.

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

Company Name: Pasco County Schools

First Name, Last Name: Sean Mckillen

PHONE #: 727-774-7956

Email: smckille@pasco.k12.fl.us

1. Describe the work contracted to firm/company.  
Has completed work from service to installation of mechanical systems.

2. Was the work completed on time?  
YES

3. Were you satisfied with the final results?  
YES

4. Did you implement their recommendations?  
N/A

5. Did you encounter any problems?  
NO

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

Professionalism 5

Qualifications 5

Final Product 5

Cooperation 5

Reliability 5

7. Would you contract with this company again? YES

Yes X\_\_\_ No \_\_\_\_\_ Maybe \_\_\_\_\_

Hernando County Use Only

Reference checked by:

Juan Cueto

Date:

3/3/26

## REFERENCE

Reference For (Firm/Company): Air Mechanical & Service Corp.

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

Company Name: Citrus County Schools

First Name, Last Name: Timothy Gruman

PHONE #: 352-726-1931 ext. 2439 Email: grumant@citrusschools.org

1. Describe the work contracted to firm/company.  
Lecanto Middle School HVAC replacement and 1<sup>st</sup> floor renovation. Replaced over 180 tons of HVAC equipment along with doing an extensive renovation of several classrooms completing all the work within the 60 day timeframe scheduled for the projects.
  
2. Was the work completed on time?  
Yes
  
3. Were you satisfied with the final results?  
Yes
  
4. Did you implement their recommendations?  
Yes
  
5. Did you encounter any problems?  
No
  
6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:  

Professionalism	<u>5</u>
Qualifications	<u>5</u>
Final Product	<u>5</u>
Cooperation	<u>5</u>
Reliability	<u>5</u>
  
7. Would you contract with this company again?

Yes X

No

Maybe

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Reference checked by:

Juan Cueto

Date:

3/3/26

## REFERENCE

Reference For (Firm/Company): Air Mechanical & Service Corp.

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

Company Name: City of Tampa\_\_\_\_\_

First Name, Last Name: Wallace Stephens

PHONE #: 813-348-1166\_\_\_      Email: Wallace.Stephens@Tampagov.net

1. Describe the work contracted to firm/company. Completed multiple HVAC & mechanical replacements.
  
2. Was the work completed on time?  
YES
  
3. Were you satisfied with the final results?  
YES
  
4. Did you implement their recommendations?  
YES
  
5. Did you encounter any problems?  
NO
  
6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:  

Professionalism	_____ 5 _____
Qualifications	_____ 5 _____
Final Product	_____ 5 _____
Cooperation	_____ 5 _____
Reliability	_____ 5 _____
  
7. Would you contract with this company again? YES

Yes X\_\_\_ No \_\_\_\_\_ Maybe \_\_\_\_\_

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Reference checked by: Juan Cueto Date: 2/26/26

## TECHNICAL EVALUATION FOR BID AWARD

ITB# 26-C01184/JG ITB Name Hernando County Detention Center Bravo  
A/C Replacement

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 Purchasing 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. *For the equipment that is being installed and labor hours involved in doing this job. This seems to be a very reasonable bid.*

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

*N/A*

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

*No*

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.

- 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 Purchasing.**

*N/A*

TECHNICAL EVALUATION FOR BID AWARD

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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 Purchasing for additional references. Purchasing 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.

I highly recommend Air Mechanical as they do a really good job on all their projects. For the County.

**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.**