



**FINANCE AND ADMINISTRATIVE SERVICES DEPARTMENT**

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**MEMORANDUM**


To: Janice Carter, Contract Grant Administrator, Facilities Management Division (Contracts Section), Broward County Public Works Department

Cc: Michelle Lemire, Purchasing Agent, Broward County Purchasing Division

From: Darren Portner, Investment & Finance Coordinator  
Finance and Administrative Services Department

Date: February 12, 2020

Re: **PNC2119543R1 – Request for Qualifications - Job Order Contract**



Digitally signed by DARREN PORTNER  
Date: 2020.02.12 14:02:48 -05'00'

This memorandum provides a review of the financial statements for the respondents of the above referenced RFQ.

The RFQ specifies that the respondents will provide two years of financial statements. At a minimum, financial statements are generally defined as balance sheets and statements of operations (income statements) and may include tax returns which include this data. This review is not intended to express an opinion on the financial statements, but to determine whether the proposer has met the element of responsibility. Our review is intended to disclose to the committee whether the respondent submitted all of the required financial documents as specified in the RFQ and to make the committee aware of any reportable condition and/or apparent issues in the financial statements which would indicate that the firm is not capable of performing the services specified in the RFQ.

Reportable conditions include negative equity, net loss in its latest fiscal year and current ratios less than 1.0. The current ratio is calculated by dividing current assets by current liabilities, with a ratio of 1.0 or higher generally indicates a firm can meet its financial obligations in a timely manner. Debt to Equity is a measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity. This ratio provides the relative proportion of the firm's equity and debt used to finance assets. A reportable condition is not necessarily indicative of a firm's inability to perform but may be one of many factors the committee considers in its evaluation.

There were 23 respondents to the RFQ and noted below, for the attention of the committee, is each firm's compliance with providing financial statements along with any reportable conditions:

**Akerblom Contracting, Inc.** did not comply with the financial reporting requirements of the RFQ. The firm provided no financial statements for review.

**Alen Construction Group, Inc.** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**Big Dog Construction Services, Inc.** complied with the financial reporting requirements of the RFQ. The firm provided confidential financial statements for the fiscal years ending December 31, 2019 and 2018, with no reportable conditions.

**com-ESCO.com** complied with the financial reporting requirements of the RFQ. The firm provided Tax Returns for the fiscal years ending December 31, 2018 and 2017, which reflect a Net Loss for the most recent year.

**COSUGAS LLC** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2019 and 2018, with no reportable conditions.

**Cytas Construction** The firm provided Tax Returns for the fiscal years ending December 31, 2018 and 2017. No Balance Sheet was provided, therefore not all reportable conditions could be determined.

**Danto Builders LLC** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2019 and 2018, with no reportable conditions.

**Danz Contracting** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal year ending December 31, 2019, it's first year in business, reflecting a Net Loss for the year.

**FHP Tectonics Corp.** complied with the financial reporting requirements of the RFQ. The firm provided confidential financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**Florida Palm Construction, Inc** complied with the financial reporting requirements of the RFQ. The firm provided Tax Returns for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**Johnson-Laux Construction, LLC** complied with the financial reporting requirements of the RFQ. The firm provided audited financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**JStephens Construction** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**Lanzo Construction Co. Florida** the firm provided Balance Sheets for the fiscal years ending December 31, 2018 and 2017. No Income Statement was provided, therefore not all reportable conditions could be determined.

**LEE Construction Group, Inc.** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**MEJIA International Group Corp.** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**Metro Express Inc.** did not comply with the financial reporting requirements of the RFQ. The firm provided no financial statements for review.

**Primus Construction** did not comply with the financial reporting requirements of the RFQ. The firm provided only partial year financial statements for 2019 and 2018 for review.

**Raflo Construction Group, LLC** complied with the financial reporting requirements of the RFQ. The firm provided Tax Returns for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**RIC-MAN International** complied with the financial reporting requirements of the RFQ. The firm provided confidential financial statements for the fiscal years ending December 31, 201 and 2018, with no reportable conditions.

**S3S Construction, Inc.** complied with the financial reporting requirements of the RFQ. The firm provided confidential financial statements for the fiscal year ending December 31, 2019 and their Tax Return for the fiscal year ending December 31, 2018, with no reportable conditions.

**SDP, Inc. DBA SDP Consultants Corp.** complied with the financial reporting requirements of the RFQ. The firm provided Tax Returns for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**Shiff Construction & Development, Inc.** complied with the financial reporting requirements of the RFQ. The firm provided confidential financial statements for the fiscal years ending December 31, 2018 and 2017, with no reportable conditions.

**VPR Construction Corporation** complied with the financial reporting requirements of the RFQ. The firm provided financial statements for the fiscal years ending December 31, 2019 and 2018, with no reportable conditions.

Attached is a spreadsheet showing selected financial data.

RFP/RL#:	PNC2119543R1
Title:	Request for Qualifications - Job Order Contract
Agency:	Public Works/Facilities Management
PM:	Candace Jensen/Janice Carter
# of Responders:	23
Due Date:	1/28/2020
Initial Evaluation:	TBD



Responder Name:	Akerblom Contracting, Inc.
Confidentiality Claim:	
Publicly Traded:	

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
					-					See Memo	See Memo
					-					See Memo	See Memo

Comment:

Responder Name:	Alen Construction Group, Inc.
Confidentiality Claim:	N
Publicly Traded:	N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Financial Statements	N	3,671,290	247,891	1,315,930	2,150,194	1,027,630	2,409,124	1,093,194	0.83	2.09
FY Ending Dec 31, 2017	Financial Statements	N	2,860,491	290,662	1,200,018	1,232,008	215,121	1,499,497	299,479	0.25	5.73

Comment:

Responder Name:	Big Dog Construction Services, Inc.
Confidentiality Claim:	Y
Publicly Traded:	N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2019	Balance Sheet & Income Statement	N								2.54	1.45
FY Ending Dec 31, 2018	Balance Sheet & Income Statement	N								(6.11)	0.94

Comment:

Responder Name:	com-ESCO.com
Confidentiality Claim:	N
Publicly Traded:	N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Tax Return	N	559,080	(147,961)	103,813	371,774	-	103,813	-	-	>1
FY Ending Dec 31, 2017	Tax Return	N	817,730	321,404	371,774	371,774	-	371,774	-	-	>1

Comment: Net loss in most recent period

Responder Name:	COSUGAS LLC
Confidentiality Claim:	N
Publicly Traded:	Y

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2019	Financial Statements	N	4,102,394	857,243	944,497	1,329,342	386,360	1,330,857	386,360	0.41	3.44
FY Ending Dec 31, 2018	Financial Statements	N	2,012,028	25,433	87,254	266,155	214,291	301,545	214,291	2.46	1.24

Comment:

Responder Name:	Cytas Construction
Confidentiality Claim:	N
Publicly Traded:	N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Tax Return	N	124,293	1,717	-					See Memo	See Memo
FY Ending Dec 31, 2017	Tax Return	N	53,883	(20,896)	-					See Memo	See Memo

Comment: No Balance Sheet provided

Responder Name:	Danto Builders, LLC
Confidentiality Claim:	N
Publicly Traded:	N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2019	Financial Statements	N	4,324,124	266,800	532,070	1,284,311	752,783	1,284,853	752,783	1.41	1.71
FY Ending Dec 31, 2018	Financial Statements	N	2,993,862	168,106	265,269	595,366	330,639	595,908	330,639	1.25	1.80

Comment:

**Responder Name:** Danz Contracting  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2019	Financial Statements	Y	2,655,443	(725,103)	8,278,618	8,508,740	706,759	10,040,093	1,761,475	0.21	12.04
										See Memo	See Memo

*Comment: Only in Business since January 2019*

**Responder Name:** FHP Tectonics Corp  
**Confidentiality Claim:** Y  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>		
FY Ending Dec 31, 2018	Balance Sheet & Income Statement	Y	<b>CONFIDENTIAL</b>									0.35	3.82
FY Ending Dec 31, 2017	Balance Sheet & Income Statement	Y										0.32	4.14

*Comment:*

**Responder Name:** Florida Palm Construction, Inc.  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Tax Return	N	2,241,377	265,944	78,829	119,996	7,489	159,265	80,436	1.02	16.02
FY Ending Dec 31, 2017	Tax Return	N	1,070,473	36,155	(1,482)	41,454	58,427	74,577	76,059	(51.32)	0.71

*Comment:*

**Responder Name:** Johnson-Laux Construction, LLC  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Balance Sheet & Income Statement	Y	55,640,820	2,501,391	4,378,425	14,454,634	10,849,292	15,862,461	11,484,036	2.62	1.33
FY Ending Dec 31, 2017	Balance Sheet & Income Statement	Y	48,252,806	2,195,142	3,417,087	12,196,540	8,855,593	12,724,445	9,307,358	2.72	1.38

*Comment:*

**Responder Name:** JStephens Construction  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Financial Statements	N	3,212,329	28,954	247,195	879,828	681,845	961,836	714,641	2.89	1.29
FY Ending Dec 31, 2017	Financial Statements	N	1,806,365	165,461	218,241	532,562	355,238	607,757	389,516	1.78	1.50

*Comment:*

**Responder Name:** Lanzo Construction Co. Florida  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Balance Sheet Only	Y			5,941,152	13,524,361	12,596,978	28,899,957	22,958,805	3.86	1.07
FY Ending Dec 31, 2017	Balance Sheet Only	Y			8,897,981	19,653,369	15,527,361	34,213,915	25,315,934	2.85	1.27

*Comment: No income statement provided*

**Responder Name:** LEE Construction Group, Inc.  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Financial Statements	N	19,565,786	1,435,507	3,564,705	6,675,568	3,177,304	6,742,009	3,177,304	0.89	2.10
FY Ending Dec 31, 2017	Financial Statements	N	19,807,180	1,355,278	3,457,967	6,784,428	3,328,073	6,791,785	3,333,818	0.96	2.04

*Comment:*

**Responder Name:** MEJIA INTERNATIONAL GROUP CORP  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Financial Statements	N	2,489,808	43,637	436,102	537,906	223,956	914,900	478,798	1.10	2.40
FY Ending Dec 31, 2017	Financial Statements	N	2,874,479	418,638	393,840	560,461	182,695	952,375	558,535	1.42	3.07

*Comment:*

Responder Name: Metro Express Inc  
 Confidentiality Claim:  
 Publicly Traded:

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
					-					See Memo	See Memo
					-					See Memo	See Memo

Comment:

Responder Name: Primus Construction  
 Confidentiality Claim: N  
 Publicly Traded: N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
Partial Year Jan 19-Oct 19	Profit & Loss Stmt & Balance Sheet	N	1,168,866	470,403	426,452	463,060	36,050	464,503	38,051	0.09	12.84
Partial Year Jan 18-Apr 18	Profit & Loss Stmt & Balance Sheet	N	647,754	363,330	301,152	343,139	49,484	350,636	49,484	0.16	6.93

Comment: Partial Year Statements

Responder Name: Raflo Construction Group, LLC  
 Confidentiality Claim: N  
 Publicly Traded: N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Tax Return	N	433,163	97,683	148,782	193,329	94,240	243,022	94,240	0.63	2.05
FY Ending Dec 31, 2017	Tax Return	N	1,116,958	32,041	159,534	248,312	97,628	257,162	97,628	0.61	2.54

Comment:

Responder Name: RIC-MAN INTERNATIONAL  
 Confidentiality Claim: Y  
 Publicly Traded: N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>	
FY Ending Dec 31, 2019	Balance Sheet & Income Statement	N	CONFIDENTIAL								0.38	3.04
FY Ending Dec 31, 2018	Balance Sheet & Income Statement	N									0.99	1.79

Comment:

Responder Name: S3S Construction, Inc  
 Confidentiality Claim: Y  
 Publicly Traded: N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>	
FY Ending Dec 31, 2019	Profit & Loss Stmt & Balance Sheet	N	CONFIDENTIAL								2.32	6.62
FY Ending Dec 31, 2018	Tax Return	N									0.80	7.37

Comment:

Responder Name: SDP, Inc. DBA SDP Consultants Corp.  
 Confidentiality Claim: N  
 Publicly Traded: N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>
FY Ending Dec 31, 2018	Tax Return	N	3,432,604	49,027	293,910	552,484	320,565	614,475	320,565	1.09	1.72
FY Ending Dec 31, 2017	Tax Return	N	14,695,846	307,902	698,174	2,805,018	2,490,609	3,377,426	2,679,252	3.84	1.13

Comment:

Responder Name: Shiff Construction & Development, Inc.  
 Confidentiality Claim: Y  
 Publicly Traded: N

	Financials Provided	Audited?	Revenue	Net Profit/(Loss)	Equity (E)	Current Assets (CA)	Current Liabilities (CL)	Total Assets (TA)	Total Liabilities (TL)	Debt to Equity Ratio (TL/E) <sup>1</sup>	Current Ratio (CA/CL) <sup>2</sup>	
FY Ending Dec 31, 2018	Financial Statements	N	CONFIDENTIAL								0.50	2.89
FY Ending Dec 31, 2017	Financial Statements	N									0.27	4.56

Comment:

**Responder Name:** VPR Construction Corporation  
**Confidentiality Claim:** N  
**Publicly Traded:** N

	<i>Financials Provided</i>	<i>Audited?</i>	<i>Revenue</i>	<i>Net Profit/(Loss)</i>	<i>Equity (E)</i>	<i>Current Assets (CA)</i>	<i>Current Liabilities (CL)</i>	<i>Total Assets (TA)</i>	<i>Total Liabilities (TL)</i>	<i>Debt to Equity Ratio (TL/E) <sup>1</sup></i>	<i>Current Ratio (CA/CL) <sup>2</sup></i>
FY Ending Dec 31, 2019	Profit & Loss Stmt & Balance Sheet	N	1,106,170	209,507	376,750	371,141	25,511	374,855	(1,895)	(0.01)	14.55
FY Ending Dec 31, 2018	Profit & Loss Stmt & Balance Sheet	N	379,498	180,379	263,119	263,109	16,579	266,823	3,704	0.01	15.87

Comment: