

BOARD AGENDA ITEM SUMMARY 6a

MEETING DATE: April 11, 2024

SUBJECT: Award of Bid-RFB 2024-138 – Lime Sludge Removal Project

CATEGORY: Consent Discussion Item Action Item

CONTACT PERSON: Keith R. Ledford, Jr., P.E.

DEPT.: Technical Support

ITEM: Award of Bid-RFB 2024-138-Lime Sludge Removal Project

PURPOSE / JUSTIFICATION: RFB-2024-138 Lime Sludge Removal Project was put out to bid on February 23, 2024, for the clearing of vegetation and removal/hauling/disposal of dry lime residuals from drying beds 4/4A, 5, & 6. Once removed, wet lime sludge will be transferred out of the wet pond into the drying beds, to allow for drying and future hauling of the material. Bids were due by 2:15 pm on March 22, 2024, with only one bid being received from ProLime Corporation in the amount of \$790,130.05 which exceeds the current budgeted amount of \$574,799.00. See attached Procurement Memo for negotiation justification with the single bidder. Staff met with ProLime on April 4, 2024 to negotiate the price and successfully negotiated the unit price for removing the dry lime down from \$31.75/cu. yd. to \$29.00/cu. yd. (8.66% decrease), bringing the negotiated total bid price down to \$730,411.05. ProLime previously bid on Phase 1 of the project but was the second lowest bidder. Compared to their previous bid, the 2024 negotiated price for dry lime removal is 3.46% lower and 76.51% lower for wet lime than before. In addition, ProLime's pricing to the District is significantly better than pricing provided to other entities like City of Tamarac (\$39.90/cu. yd.) or City of Pembroke Pines (\$54.60/cu. yd.). To fully fund this project, a budget amendment in the \$155,612.05 is being requested. Costs exceed the Interim Administrator's authority.

Funds in Account:	620630-600-200 Clean Lime Beds	Budget Resolution required:	<input checked="" type="checkbox"/> yes <input type="checkbox"/> no
Amount Budgeted:	\$ 820,000.00		
Amount Previously Spent:	\$ (245,200.60)		
Total Expenditure Required:	\$ (730,411.05)		
Budget Amendment Requested:	\$ <u>155,612.05</u>		
Remaining in Budget:	\$ <u>0.00</u>		

MOTION(S): 1) To approve an amendment to the FY24 budget in the amount of \$155,612.05 for project 620630-600-200 – Clean Lime Beds. 2) To approve the award for RFB 2024-138 Lime Sludge Removal Project to ProLime Corporation in the amount of \$730,411.05. Funds to come from water revenue.

Prepared By: Teresa Herzog

Date: April 9, 2024

Approvals:

Interim Administrator Finance Water Operations Wastewater Operations

ACTION TAKEN BY BOARD: Denied Approved / Resolution No: _____

ATTACHMENTS: **1) Procurement Memo and 2) Notice of Intent to Award**



Memo

To: Keith Ledford, Interim Administrator and Dewey Futch, Water Operations Manager

From: Bee Ling Wheaton, Procurement Manager

Date: April 9, 2024

Re: RFB 2024-138 Lime Sludge Removal Project - Negotiations with Single Bidder

The District received only one (1) bid for solicitation RFB 2024-138 from Prolime Corporation, after putting the solicitation out to bid for nearly a month.

Under the guidance of Florida Statute 287.057 (6) which states that "if less than two responsive bids, proposals, or replies for commodity or contractual services purchases are received, the department or other agency may negotiate on the best terms and conditions" - staff entered into negotiations in a phone discussion with Prolime on April 4, 2024.

Prolime agreed to lower the pricing for dry lime removal to \$29.00/cu. yd. from \$31.75/cu. yd., bringing the initial total bid amount from \$790,130.05 to \$730,411.05 (savings of \$59,719, or 8.66% decrease in dry lime unit pricing). The scope of work for the bid covers vegetation removal, excavating, loading, hauling and disposal of dry lime from lime beds 4, 4A, 5 and 6, including the transfer of wet lime from the pond to the drying beds to dry out.

Further (see Attachment 1, e-mail from Prolime dated April 8, 2024 below), Prolime agrees to hold the negotiated price of \$29.00/cu. yd. at the minimum quantities of 16,838 cu. yd. of dry lime and \$2.65/cu. yd. for the transfer of wet lime at a quantity of 5,348 cu. yds, if needed to stay within our budget of \$574,799.

Prolime also provided contracts with the City of Tamarac (\$39.90/cu. yd.) and the City of Pembroke Pines (\$54.60/cu. yd.) to show that the prices provided to the District are extremely favorable. In addition, based on 2020 bid pricing that Prolime had submitted as a response to our previous bid for lime sludge removal, the unit price for dry lime removal decreased by 3.46% and by 76.51% for the transfer of wet lime (see Attachment 2 - Prolime Pricing History and Negotiated Pricing).

A Notice of Intent to Award will be issued to Prolime on April 9, 2024.

The amount of award to Prolime is dependent on Board Approval at the April 11, 2024 meeting.

ATTACHMENT 1 - Prolime Email Confirming Negotiated Price

From: [Prolime Inc](#)
To: [Bee Ling Wheaton](#)
Subject: RE: RFB 2024-138 Lime Sludge Removal Project
Date: Monday, April 8, 2024 1:49:27 PM
Attachments: [EXECUTED CONTRACT PSUT-2105.pdf](#)

Good Afternoon Bee:

Attached for your review is the original Pembroke Pines contract which includes Schedule B pricing. The first amendment only referred to a change in the time periods of coverage to extend to August 16, 2025.

Al Rogers has confirmed the pricing offered below at the stated quantities:

1. In order to help meet the budgeted amount of the project which is \$574,799, Prolime had talked about reducing the unit price for the dried sludge to \$29.00 per cu. yard. As discussed, our team had worked out reduced quantities to meet the budgeted amount. We would ask that Prolime hold the prices of \$29.00 per cu. yard for the dried sludge (for 16,838 cu. yd), \$2.65 for the wet sludge (for 5,348 cu. yd.) and \$72,300 for vegetation removal. The quantities are still estimated quantities as it is not possible to obtain exact quantities. We do intend on presenting to the Board the original quantities in our bid and are hopeful that they will approve those quantities.

We look forward to working with you and the Englewood Water District on this project. If you need anything else, please let me know.

Respectfully,

Carol A. Hurley
Business Manager

PROLIME
58610 VanDyke
Washington, MI 48094
586.781.7070
586.781.7078 fax
email@prolime.net

From: Bee Ling. Wheaton <bwheaton@englewoodwater.com>
Sent: Monday, April 8, 2024 10:49 AM
To: Prolime Inc <email@prolime.net>
Subject: RE: RFB 2024-138 Lime Sludge Removal Project

Good Morning,

The amendment from Pembroke Pines did not include pricing. Would you be able to email to me the initial contract with pricing information?

To follow up on my email from Friday. We are not able to present the project to the Board for approval until we have written confirmation that Prolime will provide the negotiated pricing of \$29.00/cu. yard for the dried lime.

Please let us know if Prolime would be able to provide the negotiated pricing at quantities listed in my previous email and if not, what is the minimum quantity for dried lime that Prolime is able to apply the negotiated pricing for?

Our Board meetings are only held once a month, so we would ask that Prolime provide a response as early as possible, by Tuesday, 4.9.24.

Thank you, we look forward to hearing from you.

Bee Ling Wheaton

Procurement Manager
Englewood Water District
201 Selma Ave
Englewood, FL 34223

Tel: 941.460.1014

Office Hours are Tuesdays through Fridays

7:00 a.m. to 5:00 p.m.

We are closed on Mondays

From: Prolime Inc <email@prolime.net>
Sent: Friday, April 5, 2024 4:16 PM
To: Bee Ling. Wheaton <bwheaton@englewoodwater.com>
Subject: RE: RFB 2024-138 Lime Sludge Removal Project

Good afternoon Ms Wheaton:

Al has asked me to provide you with copies of two our current contracts, Pembroke Pines and City of Tamarac. If you need additional information, please feel free to contact our office.

We look forward to working with the Englewood Water District.

From: Bee Ling. Wheaton <bwheaton@englewoodwater.com>
Sent: Thursday, April 4, 2024 4:22 PM
To: Prolime Inc <email@prolime.net>
Cc: Keith Ledford <kledford@englewoodwater.com>; Dewey Futch <dfutch@englewoodwater.com>
Subject: RFB 2024-138 Lime Sludge Removal Project

Hi Al and Prolime team:

Thank you for taking the time to talk to us this morning. Below are a few key points from the meeting.

1. In order to help meet the budgeted amount of the project which is \$574,799, Prolime had talked about reducing the unit price for the dried sludge to \$29.00 per cu. yard. As discussed, our team had worked out reduced quantities to meet the budgeted amount . We would ask that Prolime hold the prices of \$29.00 per cu. yard for the dried sludge (for 16,838 cu. yd), \$2.65 for the wet sludge (for 5,348 cu. yd.) and \$72,300 for vegetation removal. The quantities are still estimated quantities as it is not possible to obtain exact quantities. We do intend on presenting to the Board the original quantities in our bid and are hopeful that they will approve those quantities.
2. We would also like to request for copies of contracts awarded to Prolime by other Florida entities that AI had mentioned, that would provide us with additional justification when obtaining Board Approval.

Our next Board Meeting will be held on **April 11, 2024**. The project total will be dependent on the amount that the Board will approve. Once we have the approved total, we will be able to sign the contract with Prolime.

We appreciate Prolime's willingness to make things work on our project.

Best,

Bee Ling Wheaton

Procurement Manager
Englewood Water District
201 Selma Ave
Englewood, FL 34223

Tel: 941.460.1014

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ATTACHMENT 2 - PROLIME PRICING HISTORY & NEGOTIATED PRICING

	RFB 2020-116			RFB 2024-138								
	Price (\$)/unit	Qty, cu yd	Extended Total	Price (\$)/unit	Qty, cu yd	Extended Total	% increase	Negotiated Price (\$)/Unit	Qty, cu yd	Extended Total	% decrease from 2020 bid	% decrease from initial bid
Disposal of Dried Sludge	30.04	10932	328397.28	31.75	21716	689483	5.69	29.00	21716	629764	-3.46	-8.66
Transfer of Wet Sludge	11.28	10697	120662.16	2.65	10697	28347.05	-76.51	2.65	10697	28347.05	-76.51	0.00
Vegetation Removal			N/A			72300			N/A	72300		
Bid Total (\$)			449059.44			790130.05				730411.05		

NOTES:

- 1) City of Tamarac contract pricing for lime sludge hauling from their solicitation, is \$39.90/cu. yd.
 - 2) City of Pembroke Pines contract pricing from their solicitation PSUT-21-05 is \$24.90/cu. yd., with an additional charge of \$22.00/ton or \$29.70/cu. yd. disposal fee.
- Total contract price of \$54.60/cu. yd.

SAVINGS (\$) FROM INITIAL BID **59719**



NOTICE OF INTENT TO AWARD

DATE: April 9, 2024
SOLICITATION ID: RFB 2024-138
DESCRIPTION: Lime Sludge Removal Project

After reviewing the bid received, staff has determined that the bidder met the specifications for the above solicitation. Staff will be recommending the award of the project to:

PROLIME CORPORATION

Final award is subject to review, for compliance with purchasing procedures, funding availability, insurance coverage, and approval of the District's Board of Supervisors at the next scheduled Board meeting on **April 11, 2024**.

Bee Ling Wheaton
Procurement Manager
Englewood Water District