

# MANATEE COUNTY GOVERNMENT INTENT TO NEGOTIATE

<b>SUBJECT</b>	Water Tank (Elevated and Concrete Ground) Maintenance and Inspection Services	<b>DATE POSTED</b>	MC 10/17/14 ✓ SE DS 10/17/14 ✓ SE CC 10/17/14 ✓ SE
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, 3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	October 23, 2014 or later
<b>DEPARTMENT</b>	Utilities Department	<b>CONSEQUENCES IF DEFERRED</b>	None
<b>SOLICITATION</b>	RFP #14-2887FL	<b>AUTHORIZED BY</b> <b>DATE</b>	Melissa M. Wendel, CPPO October 16, 2014

## NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with **Utility Service Company, Inc.**, Perry, GA to provide Water Tank (Elevated and Concrete Ground) Maintenance and Inspection Services for the Utilities Department

## ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

## BACKGROUND/DISCUSSION

### PROJECT BACKGROUND:

The Manatee County Utilities Department have a need for Water Tank (Elevated / Concrete Ground) Maintenance & Inspection Services and is seeking proposals from qualified experienced proposer with demonstrated expertise and success in providing engineering and inspection services. There are currently six (6) elevated storage tanks and seven (7) concrete ground storage tanks in various locations throughout the County. Services to be provided include furnishing the required labor, supervision, transportation, tools, equipment, materials and supplies necessary for accomplishment of inspection and specialized services.

### SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Two (2) proposals were received.

There were no **Manatee County** firms that were directly solicited and none that submitted a proposal.

Other firms that submitted proposal include:

Razorback, LLC, Tarpon Springs, FL  
Utility Service Company, Inc., Perry, GA

	N/A	<b>FUNDING SOURCE</b> (Acct Number & Name)	401 0009400 546001 <input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	Estimated Average Annual Cost: \$427,000.	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	N/A



**EVALUATION COMMITTEE (VOTING) MEMBERS:**

Brian Bates, Project Engineer, Public Work Department  
Kirk Cameron, Utilities Water Maintenance Superintendent, Utilities Department  
Frank Lambertson, Contracts Negotiator, Financial Management Department (chairperson)

**Non-Voting Staff Attending:**

**Name, Title, Department**

Bruce MacLeod, WWW Plant Superintendent, Utilities Department

**EVALUATION RESULTS:**

The Evaluation Committee convened on October 3, 2014 to discuss procedures and responsibilities of Evaluation Committee members. During discussion it was determined that based on thoroughness of the proposals the Evaluation Committee was prepared to make its recommendation to the County Administrator

**Utility Service Company, Inc., Perry, GA** – Utility Service Company presented its professional capabilities in a clear and concise manner via their proposal. Of particular importance was the firms experience with both elevated and ground water tanks maintenance and inspection programs; their successful performance for Manatee County during the last fifteen (15) years continually meeting the County's requirements, other successful project references and a cost savings of at least 3.5 million dollars over the contracted fifteen year performance period (1 five year initial award and 2 five year option periods)

**Razorback, LLC, Tarpon Springs, FL** – The firm submitted a satisfactory proposal detailing their qualification in an adequate manner. However when compared to the higher ranked firm there were several shortcomings. For example, the references provided by Razorback, LLC were not suitable, the overall costs proposed were excessive, their firm possessed major bridge restoration then water tank maintenance and inspection experience. In addition, the firm failed to address all aspects of the RFP.

**REMAINING RESPONDENTS:**

None

**ESTIMATED COST OF SERVICES:** The estimated average annual expenditure is \$427,000.00

**FUNDING:** Water/Sewer – Water Treatment 401 0009400 546001

*The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Evaluation Committee voted 3-0 to proceed with **Utility Service Company, Inc., Perry, GA**

The resulting agreement will be managed by Kirk Cameron, Utilities Water Maintenance Superintendent, Utilities Department



**Fw: Approval to Negotiate. RFP #14-2887FL, Water Tank (Elevated / Concrete Ground) Maintenance & Inspection Services**

Melissa Wendel to: Frank Lambertson, Dennis Wallace

10/13/2014 09:34 AM

Melissa M. Wendel, CPPO  
Purchasing Official  
Manatee County Purchasing Division  
941-749-3054



----- Forwarded by Melissa Wendel/MCG on 10/13/2014 09:34 AM -----

From: Ed Hunzeker/MCG  
To: Melissa Wendel/MCG  
Date: 10/11/2014 06:47 PM  
Subject: Re: Approval to Negotiate. RFP #14-2887FL, Water Tank (Elevated / Concrete Ground) Maintenance & Inspection Services

Please proceed

Sent from my iPhone

On Oct 10, 2014, at 9:58 AM, "Melissa Wendel" <[melissa.wendel@mymanatee.org](mailto:melissa.wendel@mymanatee.org)> wrote:

Mr. Hunzeker,  
The Evaluation Committee tasked with evaluating proposals submitted in response to **RFP 14-2887FL - Water Tank (Elevated/Concrete Ground) Maintenance and Inspection Services**, is recommending contract negotiations commence with **Utility Service Company, Inc. of Perry, Georgia.**

Upon your approval of the recommendation, we will proceed to post the notice of intent and schedule negotiations. If you choose, you may direct staff to present this recommendation to the Board of County Commissioners for consideration.

Thank you,  
Melissa M. Wendel, CPPO  
Purchasing Official  
Manatee County Purchasing Division



941-749-3054

<0.3C6.jpg>

----- Forwarded by Melissa Wendel/MCG on 10/10/2014 09:41 AM -----

From: Dennis Wallace/MCG

To: Melissa Wendel/MCG@MCG

Date: 10/10/2014 09:08 AM

Subject: Approval to Negotiate / RFP #14-2887FL - Water Tank (Elevated / Concrete Ground)  
Maintenance & Inspection Services

Melissa, the following is for your review and approval please; thank you. DWW

---

Pursuant to Request for Proposal, RFP #14-2887FL Water Tank (Elevated / Concrete Ground) Maintenance & Inspection Services, authorization from the County Administrator is requested to commence negotiations with **Utility Service Co., Inc.**, 535 Courtney Hodges Blvd., P.O. Box 1350, Perry, GA 31069.

## **PROJECT BACKGROUND:**

The Manatee County Utilities Department has a need for Water Tank (Elevated / Concrete Ground) Maintenance & Inspection Services and requires a qualified experienced proposer with demonstrated expertise and success in providing engineering and inspection services. There are currently six (6) elevated storage tanks and seven (7) concrete ground storage tanks in various locations throughout the County. Services to be provided include furnishing the required labor, supervision, transportation, tools, equipment, materials and supplies necessary for accomplishment of inspection and specialized services.

## **SOLICITATION:**

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Two (2) proposals were received.

There were no **Manatee County** firms that were directly solicited and none that submitted a proposal.

**Other** firms that submitted proposals include:

Razorback, LLC, Tarpon Springs, FL

Utility Service Company, Inc., Perry, GA

#### **EVALUATION COMMITTEE (VOTING) MEMBERS:**

Brian Bates, Project Engineer, Public Work Department

Kirk Cameron, Utilities Water Maintenance Superintendent, Utilities Department

Frank Lambertson, Contracts Negotiator, Purchasing Division - Financial Management Department (chairperson)

#### **Non-Voting Staff Attending:**

Bruce MacLeod, WWW Plant Superintendent, Utilities Department

#### **EVALUATION RESULTS:**

The Evaluation Committee convened on October 3, 2014 to discuss procedures and responsibilities of Evaluation Committee members. During discussion it was determined that based on the thoroughness of the proposals submitted the Evaluation Committee was prepared to make its recommendation to the County Administrator.

**Utility Service Company, Inc., Perry, GA** – Utility Service Company presented its professional capabilities in a clear and concise manner via their proposal. Of particular importance was the firms experience with both elevated and ground water tanks maintenance and inspection programs; their successful performance for Manatee County during the last fifteen (15) years continually meeting the County's requirements, other successful project references and a cost savings of at least 3.5 million dollars over the contracted fifteen year performance period (1 five year initial award and 2 five year option periods).

**Razorback, LLC, Tarpon Springs, FL** – The firm submitted a satisfactory proposal detailing their qualifications in an adequate manner. However when compared to the higher ranked firm there



were several shortcomings. For example, the references provided by Razorback, LLC were not suitable, the overall costs proposed were excessive, their firm possessed more bridge restoration than water tank maintenance and inspection experience. In addition, the firm failed to address all aspects of the RFP.

#### **REMAINING RESPONDENTS:**

None

**ESTIMATED COST OF SERVICES:** The estimated average annual expenditure is \$427,000.

**FUNDING:** Water/Sewer – Water Treatment 401 0009400 546001

*The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Evaluation Committee voted 3-0 to proceed with **Utility Service Company, Inc., Perry, GA**

The resulting agreements will be managed by Kirk Cameron, Utilities Water Maintenance Superintendent, Utilities Department

Frank G. Lambertson, Contracts Negotiator  
Manatee County Government, Purchasing Division  
1112 Manatee Avenue West, Suite 803  
Bradenton, FL 34205  
[frank.lambertson@mymanatee.org](mailto:frank.lambertson@mymanatee.org)  
Phone: 941-749-3042  
Fax: 941-749-3034