

C2 B REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO
INVITATION TO BID (ITB) 2025-008-MP, FOR PRESSURE WASHING SERVICES.
(FACILITIES AND FLEET MANAGEMENT)
Applicable Area:



COMMISSION MEMORANDUM

TO: Honorable Mayor and Members of the City Commission
FROM: Eric Carpenter, City Manager
DATE: March 19, 2025
TITLE: REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO INVITATION TO BID (ITB) 2025-008-MP, FOR PRESSURE WASHING SERVICES. (FACILITIES AND FLEET MANAGEMENT)

RECOMMENDATION

It is recommended that the Mayor and City Commission approve the award of a contract pursuant to Bid (ITB) 2025-008-MP, for Pressure Washing Services to Blue Edonis, LLC., the lowest, responsive, and responsible Bidder as the primary vendor, and Spotless & Bright Cleaning Services, Inc. the second lowest responsive and responsible bidder, as the secondary vendor.

This solicitation is currently under the cone of silence.

BACKGROUND/HISTORY

The Facilities and Fleet Department requires a contractor to provide periodic pressure cleaning services for parking decks, stairwells, sidewalks, curbs, columns, and walls at various multi-story City parking garages, public safety buildings, and administrative buildings, as needed.

Since 2020, the City has established agreements with a pool of prequalified vendors for pressure washing services, which will expire in March 2025. To consider a replacement contract, ITB 2025-008-MP was issued seeking bids from qualified firms.

The purpose of this bid is to establish a contract with qualified firm(s) to provide pressure washing services for the city's garages, as well as additional services as needed. Prospective bidders were invited to provide a price per service for each garage for Group 1- Pressure Washing services based on price per service, and a unit cost per square foot for Group 2 - additional services. While bidders were not required to submit bids for both groups, they were required to bid on all line items within a group to be considered for award.

ANALYSIS

On January 15, 2025, the ITB was issued. The Procurement Department issued bid notices to approximately 1,078 companies utilizing the City's e-procurement system, with 116 prospective bidders accessing the solicitation. A voluntary pre-bid conference was held to provide information to bidders submitting a response on January 22, 2025. ITB responses were due and received on February 20, 2025. See Attachment A for a list of respondents received and Attachment B for the tabulation of bids received.

The bid submittal from Compass of Miami, Inc. was deemed non-responsive for failure to submit the cost proposal form as required in the ITB and could not be further considered.

The solicitation stated that the lowest responsive, responsible bidder, meeting all terms, conditions, and specifications, would be recommended for award. The Procurement and Facilities and Fleet Management Departments verified that the lowest responsive, responsible bidder for Groups 1 and 2 is Blue Edonis, LLC. and the second lowest responsive, responsible bidder for the same groups is Spotless & Bright Cleaning Services, Inc.

Below is a brief description of qualifications for the recommended responsive and responsible bidders based on information provided by each firm.

Blue Edonis, LLC

Blue Edonis, LLC has been in business for over 23 years, originally founded in Europe before expanding to Florida five years ago. The company has provided power washing services across municipal sites, including parks, sidewalks, police stations, garages, gutters, curbs, and more, with notable work completed for the City of Delray Beach and the City of Miramar. In addition to its municipal work, the firm also offers pressure washing services to the private sector, namely Battubelin Group. References indicate satisfaction with the services provided. In addition, Blue Edonis, LLC has been a prequalified vendor in the current pool for pressure washing services since 2020.

Spotless & Bright Cleaning Services, Inc.

Spotless & Bright Cleaning Services, Inc. has been operating locally for four years, specializing in cleaning services, namely pressure washing. Their primary clients are predominantly from the private sector, including Mercy Rehabilitation Clinic, Eastwind Church, and the Marina Palms Yacht Club and Residences. The services offered include pressure washing of parking garages and buildings, oil stain removal, and stormwater protection measures. Additionally, the firm has worked with Wells Fargo Bank in Davie, providing bi-annual pressure washing for parking structures and public walkways. References indicate satisfaction with the services provided.

FISCAL IMPACT STATEMENT

The City has spent an average of \$332,489 annually on garage pressure washing services. Under the new contract, the projected annual expenditure is \$268,008.56, resulting in an estimated annual savings of \$64,480.94.

Does this Ordinance require a Business Impact Estimate?
(FOR ORDINANCES ONLY)

If applicable, the Business Impact Estimate (BIE) was published on:

See BIE at: <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notices/>

FINANCIAL INFORMATION

142-6976-000325-27-413-526-00-00-00	\$33,000.00
463-1990-000325-27 -413-526-00-00-00	\$54,000.00
467-1996-000325-27-413-526-00-00-00	\$32,000.00
468-1998-000325-27-413-526-00-00-00	\$27,000.00
480-0463-000325-27-413-526-00-00-00	\$185,000.00
465-1995-000342-34-413-532-00-00-00	\$10,000.00

CONCLUSION

Based on the foregoing, it is recommended that the Mayor and City Commission of the City of Miami Beach, Florida, approve the award of a contract pursuant to Bid (ITB) 2025-008-MP, for Pressure Washing Services to Blue Edonis, LLC., the lowest, responsive and responsible Bidder as primary vendor, and Spotless & Bright Cleaning Services, Inc. the second lowest responsive and responsible bidder, as secondary vendor.

Applicable Area

Citywide

Is this a "Residents Right to Know" item, pursuant to City Code Section 2-17?

No

Is this item related to a G.O. Bond Project?

No

Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying? No

If so, specify the name of lobbyist(s) and principal(s):

Department

Procurement

Sponsor(s)

Co-sponsor(s)

Condensed Title

Award ITB 2025-008-MP, Pressure Washing Services. FF/PR

Previous Action (For City Clerk Use Only)

ITB 2025-008-MP
Pressure Washing Services
Respondents

1. BLUE EDONIS LLC
2. Compass of Miami Services Inc.
3. EB Window Cleaning LLC
4. Spotless & Bright Cleaning Services
5. General Contractor Solution Renovation and New construction, Inc.
6. Pressure Cleaning Service Enterprise, Inc.
7. Berger's Power Washing, LLC
8. Cadence Business Corporation
9. Fleetwash Inc.
10. National Cleaning Contractors USA, Inc.
11. "P&P Service Group CORP. Ana Padron and Erika Atucha"
12. Klën Space, Inc.
13. Surfaces Facility Services LLC
14. Tower Contracting Corp
15. Green Earth Miami Powerwashing LLC
16. Jetstar Pressure Wash and Window Cleaning.
17. Encompass Onsite LLC
18. People's Choice Pressure Cleaning Inc.
19. SFM Janitorial Service, LLC.
20. Contractors Enterprises Inc.
21. VIP Special Services LLC
22. GATOR PROTECTION INCORPORATED
23. BelAir Maintenance Inc
24. 305 Multiple Svc Inc.
25. FONSIS LLC.
26. Smart Coat Painting LLC.
27. Cleanstreak Surface Cleaning, LLC
28. GEMSTONE BUILDERS LLC.
29. Cunano Builders Corporation

Tabulation

2025-08-MP

Pressure Washing Services

	Group 1: (Pressure Washing based on Price per service)	Group 2 (Pressure washing per Sqft)	Total
BLUE EDONIS LLC ¹	\$ 268,008.56	\$ 0.136	\$ 268,008.70
Compass of Miami Services Inc.*	\$ 278,575.16	\$ 0.029	\$ 278,575.28
Spotless & Bright Cleaning Services ²	\$ 305,000.00	\$ 0.50	\$ 305,000.50
Pressure Cleaning Service Enterprise Inc	\$ 309,440.00	\$ 0.14	\$ 309,440.16
Berger's Power Washing LLC	310,000.00	\$ 0.38	\$ 309,999.96
Cadence Business Corporation	\$ 319,904.00	\$ 0.50	\$ 319,904.50
EB Window Cleaning LLC	\$ 296,752.00	\$ 28,700.00	\$ 325,452.00
Fleetwash Inc.	\$ 329,006.87	\$ 0.72	\$ 329,007.59
General Contractor Solution Renovation and New construction inc	\$ 307,384.00	\$ 28,800.00	\$ 335,424.00
National Cleaning Contractors USA inc	\$ 336,211.40	\$ 0.06	\$ 336,211.64
P&P Service Group CORP. Ana Padron and Erika Atucha	\$ 338,797.40	\$ 0.21	\$ 338,797.62
Klën Space, Inc.	\$ 339,957.76	\$ 0.157	\$ 339,958.00
Surfaces Facility Services LLC	\$ 354,128.96	\$ 0.18	\$ 354,129.14
Tower Contracting Corp	\$ 354,920.00	no bid	\$ 354,926.00
Green Earth Miami Powerwashing, LLC	\$ 367,312.00	\$ 0.1905	\$ 367,312.19
Jetstar Pressure Wash and Window Cleaning.	\$ 379,090.00	\$ 0.154	\$ 379,180.15
Encompass Onsite, LLC	\$ 384,240.00	\$ 0.16	\$ 384,208.16
SFM Janitorial Services, LLC.	\$ 394,397.23	\$ 0.24	\$ 394,397.48
People's Choice Pressure Cleaning, Inc.	\$ 386,800.00	\$ 0.56	\$ 476,800.56
Vlp Special Services LLC	\$ 540,000.00	\$ 1.12	\$ 540,001.12
GATOR PROTECTION INCORPORATED	\$ 540,302.00	\$ 0.05	\$ 540,302.20
BelAir Maintenance Inc	\$ 662,816.76	\$ 0.31	\$ 542,817.07
Contractors Enterprises Inc	\$ 517,796.40	\$ 35,000.00	\$ 552,796.40
305 Multiple Svc Inc.	\$ 845,326.72	\$ 0.088	\$ 845,327.07
FONSIS LLC	\$ 1,141,370.00	\$ 0.41	\$ 1,141,370.41
Cleanstreak Surface Cleaning, LLC	\$ 1,587,546.00	no bid	\$ 1,587,552.00
Smart Coat Painting L.L.C.	\$ 1,297,700.00	no bid	\$ 1,931,494.64
GEMSTONE BUILDERS LLC	\$ 2,377,712.00	\$ 1.10	\$ 2,365,713.10
Cunano Builders Corporation	\$ 15,013,560.00	\$ 1.50	\$ 15,013,566.00

Blue Edonis, LLC. ¹ is recommended for award as primary vendor

Spotless Bright Cleaning Services, Inc. ² is recommended for award as secondary vendor

Compass of Miami Services Inc* is non-responsive

OMB Available Balance as of 3/6/2025:

Financial Information in Memorandum:

FINANCIAL INFORMATION

142-6976-000325-27-413-526-00-00-00	\$33,000.00
463-1990-000325-27-413-526-00-00-00	\$54,000.00
467-1996-000325-27-413-526-00-00-00	\$32,000.00
468-1998-000325-27-413-526-00-00-00	\$27,000.00
480-0463-000325-27-413-526-00-00-00	\$185,000.00
465-1995-000342-34-413-532-00-00-00	\$10,000.00

Budgeted Amounts in FY 2025:

Account	Detail Typ	Year	Line	Quantit	Amount	Project String Typ	Project String	Description
142-6976-000325-27-413-526-00-00-00	A	2025	8	1	\$33,000.00			Pressure Washing
463-1990-000325-27-413-526-00-00-00	A	2025	150	1	\$54,000.00			Pressure Washing
465-1995-000342-34-413-532-00-00-00	A	2025	10	1	\$84,000.00			Cyclical/ Preventive maintenance (electrical, plumbing, HVAC, pressure washing, and painting for common areas and shared systems)
467-1996-000325-27-413-526-00-00-00	A	2025	130	1	\$32,000.00			Pressure washing
468-1998-000325-27-413-526-00-00-00	A	2025	100	1	\$27,000.00			Pressure Washing
480-0463-000325-27-413-526-00-00-00	A	2025	320	1	\$185,000.00			Garage pressure washing of decks

Available Funds in FY 2025:

Fund	142	7th Street	Acct	142-6976-000325-27-413-526-00-00-00-	
Org	14200080	7th Street	Acct name	Contract Maintenance	
Object	000325	Contract M	Type	Expense	Status
Project			Rollup		
			Sub-Rollup		
			<input type="checkbox"/> MultiYr Fund		

	4 Year Comparison	Current Year	History	4 Year Graph	History Graph
Yr/Per 2025/05		Fiscal Year 2025		Fiscal Year 2024	Fiscal Year 2023
Original Budget		147,000.00		145,000.00	135,000.00
Transfers In		.00		.00	
Transfers Out		.00		.00	
Revised Budget		147,000.00		145,000.00	135,000.00
Actual (Memo)		49,738.02		134,753.39	122,000.00
Encumbrances		43,140.10		.00	
Requisitions		.00			
Available		54,121.88		10,246.61	12,980.00
Percent used		63.18		92.93	

Fund	463	RDA Anchor	Acct	463-1990-000325-27-413-526-00-00-00-	
Org	46192090	RDA-Anchor	Acct name	Contract Maintenance	
Object	000325	Contract M	Type	Expense	Status
Project			Rollup		
			Sub-Rollup		
<input type="checkbox"/> MultiYr Fund					

4 Year Comparison

Current Year

History

4 Year Graph

History Graph

Yr/Per 2025/05	Fiscal Year 2025		Fiscal Year 2024		Fiscal Ye
Original Budget	189,000.00		168,000.00		164,0
Transfers In	.00		27,800.00		15,0
Transfers Out	.00		-21,500.00		-27,5
Revised Budget	189,000.00		174,300.00		151,4
Actual (Memo)	49,287.74		174,380.01		136,4
Encumbrances	77,104.05		.00		
Requisitions	.00				
Available	62,608.21		-80.01		14,9
Percent used	66.87		100.05		

Fund	467	RDA Penn G	Acct	467-1996-000325-27-413-526-00-00-00-	
Org	461920J0	Pennsylvan	Acct name	Contract Maintenance	
Object	000325	Contract M	Type	Expense	Status
Project			Rollup		
			Sub-Rollup		
<input type="checkbox"/> MultiYr Fund					

4 Year Comparison

Current Year

History

4 Year Graph

History Graph

Yr/Per 2025/05	Fiscal Year 2025		Fiscal Year 2024		Fiscal Ye
Original Budget	176,000.00		160,000.00		134,0
Transfers In	.00		7,000.00		31,8
Transfers Out	.00		.00		-7,3
Revised Budget	176,000.00		167,000.00		158,4
Actual (Memo)	60,808.33		165,038.02		148,5
Encumbrances	71,807.10		.00		
Requisitions	.00				
Available	43,384.57		1,961.98		9,9
Percent used	75.35		98.83		

Fund	468	RDA - Coll	Acct	468-1998-000325-27-413-526-00-00-00-	
Org	46192010	RDA-Collin	Acct name	Contract Maintenance	
Object	000325	Contract M	Type	Expense	Status
Project			Rollup		
			Sub-Rollup		
<input type="checkbox"/> MultiYr Fund					

4 Year Comparison

Current Year

History

4 Year Graph

History Graph

Yr/Per 2025/05	Fiscal Year 2025		Fiscal Year 2024		Fiscal Year 2023
Original Budget	137,000.00		122,000.00		131,000.00
Transfers In	.00		10,500.00		
Transfers Out	-11,000.00		-6,229.66		-15,700.00
Revised Budget	126,000.00		126,270.34		115,200.00
Actual (Memo)	37,930.66		127,774.75		100,100.00
Encumbrances	51,447.74		.00		
Requisitions	.00				
Available	36,621.60		-1,504.41		15,000.00
Percent used	70.94		101.19		

Fund	480	Parking Op	Acct	480-0463-000325-27-413-526-00-00-00-	
Org	48000520	Parking Op	Acct name	Contract Maintenance	
Object	000325	Contract M	Type	Expense	Status
Project			Rollup		
			Sub-Rollup		
<input type="checkbox"/> MultiYr Fund					

4 Year Comparison

Current Year

History

4 Year Graph

History Graph

Yr/Per 2025/05	Fiscal Year 2025		Fiscal Year 2024		Fiscal Year 2023
Original Budget	1,236,000.00		1,009,000.00		2,009,500.00
Transfers In	3,800.00		4,500.00		10,100.00
Transfers Out	.00		-37,535.00		-319,300.00
Revised Budget	1,239,800.00		975,965.00		1,700,200.00
Actual (Memo)	328,314.73		959,132.58		976,200.00
Encumbrances	407,436.85		.00		
Requisitions	138,437.30				
Available	365,611.12		16,832.42		723,900.00
Percent used	70.51		98.28		

Fund	465	RDA Anchor	Acct	465-1995-000342-34-413-532-00-00-00-	
Org	461930B0	RDA-Anchor	Acct name	Contracted Services - Repairs	
Object	000342	Contracted	Type	Expense	Status
Project			Rollup		
			Sub-Rollup		
<input type="checkbox"/> MultiYr Fund					

	4 Year Comparison	Current Year	History	4 Year Graph	History Graph
Yr/Per 2025/05	Fiscal Year 2025		Fiscal Year 2024		Fiscal Ye
Original Budget	84,000.00		130,000.00		100,0
Transfers In	.00		55,000.00		
Transfers Out	-12,500.00		-25,000.00		-4
Revised Budget	71,500.00		160,000.00		99,6
Actual (Memo)	13,306.08		51,827.78		42,0
Encumbrances	11,869.42		.00		
Requisitions	.00				
Available	46,324.50		108,172.22		57,5
Percent used	35.21		32.39		

Summary:

The pressure washing services are properly budgeted for in FY 2025 across all accounts, and there is also sufficient available balances.

MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov
Office of the City Manager
Tel: 305-673-7010, Fax: 305-673-7782

TRANSMITTED VIA E-MAIL: robert@greenearthpowerwash.com

March 18, 2025

Robert Johnson
Green Earth Miami Powerwashing, LLC
14262 SW 140 St.
Suite 110 | Miami, FL 33186

RE: Protest Filed Pursuant to Award Recommendation on ITB 2025-008-MP, Pressure Washing Services

Dear Mr. Johnson

The City has reviewed the protest filed by Green Earth Miami Powerwashing, LLC ("Green Earth") in response to the City Manager's award recommendation on the above referenced ITB. The City hereby denies Green Earth's protest for lack of standing.

Florida courts find that only bidders with standing may protest the award of publicly procured goods and services. Generally, the courts recognize the second-ranked bidder as the only bidder to have standing to protest an award because the second-ranked bidder is the next bidder in line if the first-ranked bidder has its bid disqualified. Thus, as the fourteenth-ranked bidder under the ITB, Green Earth does not have sufficient standing to protest this award.

Despite its lack of standing, Green Earth's main argument is that the City Manager's award recommendation is unfair because it only considers price. This argument ignores Section 2-369 of the City Code of the City of Miami Beach, which requires that the City award contracts for goods and services that exceed the dollar amount established in Section 2-366 of the code to the lowest responsive and responsible bidder. Awarding a contract pursuant to an ITB on any other basis would be contrary to the City Code and Florida procurement law.

Finally, the City will not disqualify successful bidders (that meet the requirements of the ITB) because an unsuccessful bidder is unsatisfied with the characteristics of those bidders. The City, in conducting its due diligence, verified the references submitted by Blue Edonis and Spotless cleaning and confirmed they met the minimum requirements for an award. The ITB does not specify that bidders are required to have a specific kind of online presence or physical location.

Florida courts have repeatedly made clear that, in reviewing challenges to a public agency's procurement decisions, a "public body has wide discretion" in the bidding process and "its decision, when based on an honest exercise" of that discretion, should not be overturned "even if it may appear erroneous and even if reasonable persons may disagree." *Department of Transportation v. Groves-Watkins Constructors*, 530 So. 2d 912, 913 (Fla. 1988) (quoting *Liberty County v. Baxter's Asphalt & Concrete, Inc.*, 421 So. 2d 505 (Fla. 1982)) (emphasis in original). "[The] sole responsibility is to ascertain whether the agency acted fraudulently, arbitrarily, illegally, or dishonestly." *Id.*, 530 So. 2d at 914.

You may appeal my decision by filing an original action in the Circuit Court of the Eleventh Judicial Circuit in and for Miami-Dade County, Florida, in accordance with the applicable court rules. Any action not brought in good faith shall be subject to sanctions including damages suffered by the City and the attorney's fees incurred by the City in defense of such wrongful action.

Respectfully Submitted,



Eric Capenter
City Manager

Cc: Mayor Steven Meiner
Members of the City Commission
Ricardo Dopico, City Attorney
Kristy Bada, Chief Procurement Officer



March 11, 2025

Letter of Protest pursuant to ITB #2025-0080MP for Pressure Washing Services

To: Marie Duvivier or whom it may concern:

Marie, as a representative of the current company (Green Earth Powerwashing) that has been providing MB Garages Powerwashing Services since 2021, we are surprised you have chosen Blue Edonis, and Spotless & Bright Cleaning Services to be recommended to the Mayor and City Commission as the next vendor for the above ITB.

We would like to protest this decision of intent to award on the merits as follows:

After researching Blue Edonis and Spotless & Bright Cleaning Services, we noticed that they don't appear to be real companies. They don't have websites, they don't have Commercial locations, they don't appear to have any Powerwashing experience, and both companies are registered on Sunbiz.org to apartment and/or residential addresses, suggesting that they are small one-man operations with little experience and ability to properly execute work as thus in the ITB.

Blue Edonis appears to be a Window Washing one-man operation with little to no online presence, and no apparent Power Washing experience. No website, no specialized equipment and crews, no commercial location.

Spotless & Bright appears to be a new and small cleaning service with little to no online presence that was only formed in late 2024, and they also appear to have zero Powerwashing experience, no website, and no specialized equipment and crews.

This award does not seem to be a fair decision, as it seems to be only made based on lowest cost, and not the merit or ability of the company. We have been in business for over 15 years, we have multiple Commercial locations, we have made substantial investments in specialized high-end Commercial equipment and trucks, and we have highly trained crews that specialize in MOT'ing and Pressure Cleaning of Parking Garages. We even specially developed purpose-built Pressure Cleaning Carts and Commercial Degreasing Equipment specifically for the Miami Beach garages work.

We have provided our services to Miami Beach since 2021, and the city has been happy with our professional services and results. Please reach out to Faustino Fernandez in Facilities as I am sure he can attest to our professional and quality work over the years in Miami Beach.

Please re-consider your choice not only on cost, but merit and ability of the company to complete such projects in a professional and trouble-free manner to the city. These garages are a challenge to do properly and require highly trained crews with specialized equipment.

Sincerely,

Robert Johnson

14262 SW 140st. Suite 110 | Miami, FL 33186
(786) 622-2350 | Robert@Greeneearthpowerwash.com | www.greeneearthpowerwash.com