



COMMISSION MEMORANDUM

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: May 21, 2025

TITLE: REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO INVITATION TO BID (ITB) 2025-007-MP, FOR RENTAL OF BARRICADES AND RELATED TRAFFIC CONTROL EQUIPMENT. (TRANSPORTATION DEPARTMENT)

RECOMMENDATION

It is recommended that the Mayor and City Commission ("City Commission") approve the award of a contract pursuant to Invitation to Bid ("ITB") 2025-007-MP, for Rental of Barricades and Related Traffic Control Equipment to All American Barricades, LLC., as the sole responsive and responsible bidder.

This solicitation is currently under the cone of silence.

BACKGROUND/HISTORY

Since 2012, the City of Miami Beach, Florida ("City") has utilized barricade and traffic control equipment rentals for major events such as Spring Break, Memorial Day Weekend, Art Week, and other special events. Spring Break and Memorial Day Weekend are two of the City's busiest and most resource-intensive events, during which the rental of traffic safety equipment is critical to maintaining public safety and effective crowd control. On June 24, 2020, the City Commission approved the replacement of a contract, by means of sealed bids, for the rental of barricades and traffic control equipment for various City departments, on an as-needed basis, pursuant to ITB 2020-027-DF.

The City awarded this contract as a push-button contract, which provides a mechanism for quickly responding to critical needs through a competitively solicited indefinite quantity agreement. When equipment is required, the requesting department selects from among the awarded vendors based on the best pricing and availability for the specific need, on a case-by-case basis.

The following firms were awarded under ITB 2020-027-DF:

- All American Barricades, LLC.
- Bob's Barricades, Inc.
- ACME, LLC

The current contract has a term of two (2) years, with three (3) optional one-year renewals, and is scheduled to expire on June 23, 2025. Primary users of the contract include the Transportation and Mobility, Police, Public Works, and Facilities and Fleet Management departments. The contract supports various City special events as well as construction and Maintenance of Traffic (MOT) projects.

To establish a replacement contract for the rental of barricades and related traffic control equipment on an as-needed basis, the City issued Invitation to Bid 2025-007-MP. It is the City's intent to award the new agreement as a push-button contract, consistent with the current model.

ANALYSIS

The ITB was issued on March 28, 2025. The Procurement Department issued bid notices to approximately 527 companies utilizing the City's e-procurement system, with 28 prospective bidders accessing the solicitation. A voluntary pre-bid conference was held to provide information to bidders on April 4, 2025. ITB responses were due and received on April 28, 2025. The City received a bid from the following firm: All American Barricades, LLC. See Attachment A for a tabulation of the bid received.

The ITB stated that the City would prequalify multiple contractors to be eligible for future work. When items are needed, the requesting department will select the awarded vendor that has the best pricing and availability for the sum of the items required for the need identified, on a case-by-case basis. The Procurement and Transportation and Mobility departments have determined that the sole bid received from All American Barricades meets the requirements of the ITB. All American Barricades is an incumbent vendor under the current contract and has provided these rental services to the City since 2012. Moreover, since the inception of the current agreement in 2020, All American Barricades has consistently been the only vendor among the three awarded contractors to offer the lowest pricing and the best availability for the requested items.

A brief description of the responsive and responsible bidder is below.

All American Barricades, LLC ("All American")

For the past 27 years, All American has provided barricades and other traffic control equipment rentals throughout the state of Florida. The company offers a wide range of equipment, including traffic barricades, water-filled and concrete barriers, arrow boards, light towers, lighting equipment, traffic safety cones and drums, warning and regulatory signs, message boards, etc. All American is also a Florida Department of Transportation ("FDOT") and American Traffic Safety Services Association ("ATSSA") Certified company with extensive knowledge in the field of highway/roadway and street closures.

Since 2012, All American has provided rental and set-up services to the City under the Miami-Dade County contract. In 2017, the company was awarded a contract with the City and has since remained one of the incumbent providers. The City has expressed satisfaction with the quality of service received to date. Additionally, the company also serves other major clients, including Miami-Dade County (under contract since 2012), Florida Power & Light (contracted for the past eight (8) years), the City of Fort Lauderdale (under contract since 2019), City of Miami (under contract since 2021) and the Orlando utilities (since 2023). References from these clients indicate satisfaction with the firm's services.

FISCAL IMPACT STATEMENT

Over the term of the current agreement, the City has averaged approximately \$350,000 annually on equipment rental and set-up services for major events. This ITB will establish a fixed-price contract that will allow rapid response for barricades and traffic control equipment rental and set-up during the City's key events.

Staff performed a cost analysis to determine whether the fiscal impact was in the City's best interest. Where the ITB contained most of the same line items as the previous ITB, the City compared the line items from the previous contract with the new bid and observed an increase of 0.52%. The CPI-U observed an increase of 23.9%, year after year, from March 2020 through March 2025. Despite this, the proposed contract shows only a minimal price increase of 0.52%. Given the minimal cost increase relative to inflation and the City's ongoing need for barricades and traffic control equipment rental services, the Administration believes it is in the City's best

interest to award the contract to the sole bidder. Funding for these services is subject to the approval of each ordering department's operating funds through the City's budgeting process. Grant funding will not be utilized for this project.

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

Account Number	Budget
160-1121-000323-20-401-595-00-00-00-	\$212,000
011-1120-000323-20-401-595-00-00-00-	\$8,600
160-1720-000343-34-400-592-00-00-00-	\$5,000
106-9615-000349-30-403-529-00-00-00-	\$170,000

CONCLUSION

Based on the foregoing, it is recommended that the City Commission approve the award of a contract pursuant to ITB 2025-007-MP, for Rental of Barricades and Related Traffic Control Equipment to All American Barricades, LLC., as the sole responsive and responsible bidder.

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 2025-007-MP, Rental of Barricades & Related Traffic Control Equipment. TR/PR

Previous Action (For City Clerk Use Only)