

# MIAMI BEACH

## 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) 2025-008-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, sidewalks, curbs, columns, and walls at various multi-story City parking garages, public safety buildings, and administrative buildings, as needed. The contractor will be responsible for maintaining a clean, safe, and presentable environment through the use of high-pressure washing equipment and appropriate cleaning solutions, in compliance with all applicable environmental and safety regulations.

Since 2020, the City has had agreements with a pool of prequalified vendors to perform pressure washing services under a contract with an initial term of three (3) years and two (2) one-year renewal options. This contract expired in March 2025. The following firms were part of the prequalified vendor pool:

- SFM Services, Inc.
- The Pressure Cleaning Man, Inc.
- 305 Multiple Svc Inc
- Bel Air Maintenance, Inc.
- Dade Hygiene, Inc.
- Evergreen Cleaning Service, Inc.
- Jack & Joe's Franchising, Inc.
- National Interior Solutions LLC
- Pressure Cleaning Service Enterprise, Inc.
- Unlimited Cleaning Company, LLC
- Compass of Miami Services, Inc.
- Deliver Only Service Inc.
- J. Ruiz, Corp.
- Ortiz Pressure Cleaning LLC

- VIP Special Services LLC
- Sanitized Place LLC
- Sette Services LLC
- Blue Edonis LLC
- Clean My Ride LLC
- Gum Hunters Carpet & Tile Cleaning Services Corp
- Prestige Wash & Detail Inc

Under the prequalification pool, the Facilities and Fleet Department was required to contact all contractors in the pool to obtain pricing each time services were needed. To streamline this process and improve efficiency, the Facilities and Fleet Department, in collaboration with the Procurement Department, determined it would be in the City's best interest to transition to a fixed-price contract model.

Therefore, to consider a replacement contract, ITB 2025-008-MP was issued to solicit competitive bids from qualified firms. The new contract will have an initial term of three (3) years, with two (2) one-year renewal options. The goal of the ITB is to establish a contract with one or more qualified firms to provide pressure washing services for City garages and other facilities, 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.

On March 19, 2025, the Administration presented an award recommendation pursuant to ITB 2025-008-MP (Attachment C) for the award of a contract 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. However, Commissioner Fernandez requested the item be separated from the Consent Agenda for further discussion. Following the discussion, the Commission provided the following directives:

- Conduct an inspection of Blue Edonis, LLC's facilities located in Miramar and Delray Beach.
- Invite Blue Edonis, LLC to appear at the April 23, 2025, City Commission Meeting.
- Present an updated budget transfer related to in-house outsourcing for the Parking Department.
- Initiate stairwell painting at the Anchor, Sunset Harbour, and 13th and Collins Avenue garages, as well as implement a plan to repaint entire garages on a rotational maintenance schedule.

Following the March 19 City Commission meeting, as directed by the City Commission, members of the Facilities Management Division, including the Division Director and Operations Manager, conducted site visits to evaluate Blue Edonis, LLC's work at the Cities of Miramar and Delray Beach. These visits took place on Thursday, March 27, 2025, and Wednesday, April 2, 2025, respectively.

- In Miramar, the onsite contact was Mr. Zachary Larkin, Field Operations Assistant Superintendent.
- In Delray Beach, the onsite contact was Mr. Joel Burzynski, Senior Purchasing Manager.

At both locations, Facilities Management staff observed pedestrian areas that had been pressure-cleaned by Blue Edonis, LLC within the previous three weeks. The observations were part of the due diligence process to assess the vendor's performance and suitability for award.

In addition, and in alignment with efforts to improve the appearance of garage facilities, as highlighted in the Q1 Garage Cleanliness Index Score managed by the Education & Performance Initiatives (EPI) Office, the Facilities Management Division has partnered with the Parking Department's Operations Team to design and implement an enhanced pressure cleaning schedule. This schedule will primarily target garage stairwells and is intended to supplement the services provided under the ITB 2025-008-MP contract. The goal is to maintain higher cleanliness standards, particularly in the City's most frequently used garages.

**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. The contract term shall be for an initial three-year term with two optional one-year renewals. Therefore, the City could realize approximately \$322,400 in savings over the term of the agreement.

**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-notice/>

**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)**

Not reached on 4/23/2025 - R2 A; Deferred on 3/19/2025 - C2 B