

C2 G REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO  
INVITATION TO BID (ITB) 2025-076-DF OUTFALL CLEANING AND  
MAINTENANCE SERVICES. (PUBLIC WORKS)  
Applicable Area:



**COMMISSION MEMORANDUM**

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: February 3, 2025

TITLE: REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO INVITATION TO BID (ITB) 2025-076-DF OUTFALL CLEANING AND MAINTENANCE SERVICES. (PUBLIC WORKS)

**RECOMMENDATION**

The Administration recommends that the Mayor and City Commission (City Commission) approve the award of a contract to Flotech Environmental, LLC., the lowest responsive and responsible bidder, as the primary vendor, Pump Outs Unlimited, Inc. as the second-lowest responsive and responsible bidder, as the secondary vendor, and Envirowaste Services Group, Inc. as the third-lowest responsive and responsible bidder, as the tertiary vendor, pursuant to Invitation to Bid (ITB) No. 2025-076-DF for outfall cleaning and maintenance services.

This solicitation is currently under the cone of silence.

**BACKGROUND/HISTORY**

To enhance the City's infrastructure preparedness for stormwater events and reduce the risk of flooding in specific areas, a contractor is required to provide outfall cleaning services. These services include stormwater pipe and structure cleaning, video inspections, catch basin cleaning, and outfall maintenance. The contractor must:

- Obtain all necessary permits for dewatering activities and bypass pumping required for inspections
- Provide all labor, materials, and equipment needed to complete the work
- Remove pipe plugs during rainfall, pending rainfall, and at the end of each workday
- Properly dispose of all solids removed from the drainage system at a licensed landfill

On December 11, 2019, the City Commission approved the award of contract ITB 2019-232-AY for outfall cleaning and maintenance services. The contract had an initial term of three years, with two optional one-year extensions, and is set to expire on February 2025.

To secure a replacement contractor, ITB 2025-076-DF was issued. This bid seeks to establish a contract through sealed bids with qualified firms for as-needed outfall cleaning and maintenance services for the City. The scope includes servicing outfalls owned by both the City and the State of Florida.

Additionally, the City's Living Wage requirements, as outlined in Section 2-408 of the City Code, apply to employees of the successful contractor under this ITB and the resulting agreement.

**ANALYSIS**

On October 23, 2024, the ITB was issued. A pre-bid conference was held on November 4, 2024 to provide information to proposers submitting a response. Bid notices were issued to

approximately 38,000 companies utilizing the City's e-procurement system, with 110 prospective bidders accessing the solicitation. One (1) addendum was issued. Responses were due and received on December 5, 2024. The City received a total of seven (7) proposals from the following firms:

- Always On Time Cleaning Services LLC
- Bayside Dredging LLC
- Envirowaste Services Group, Inc.
- Flotech Environmental, LLC
- In Depth Inc.
- National Water Main Cleaning Company
- Pump Outs Unlimited, Inc

The bid submittal from Always On Time Cleaning Services LLC. was deemed non-responsive for failure to comply with the ITB requirements because the bidder failed to provide a Cost Proposal Form as required in the ITB. As a result, the bid could not be further considered.

The ITB stated that the responsive, responsible bidder(s) meeting all ITB terms, conditions, and specifications would be recommended for award. In its due diligence, the Procurement and Public Works departments verified that Flotech Environmental, LLC., the lowest responsive and responsible bidder, recommended as the primary vendor, Pump Outs Unlimited, Inc. as the second-lowest responsive and responsible bidder, recommended as the secondary vendor, and Envirowaste Services Group, Inc as the third-lowest responsive and responsible bidder, recommended as the tertiary vendor met the requirements of the ITB.

Below are brief descriptions of the responsive and responsible bidders.

**Flotech Environmental, LLC.**

Founded in 2012, Flotech Environmental, LLC ("Flotech") is an environmental contractor providing cleaning, maintenance, and repair services for critical infrastructure, including wastewater conveyance systems and underground utility services. Some of its clients include municipalities, contractors, property managers, homeowner associations, and engineering firms. Flotech's skilled technicians use minimally invasive and cost-effective trenchless methods, ensuring a more sustainable environment while minimizing disruption of critical services in the communities it serves. Flotech has provided service to Orange County, FL, Sumter County, FL, and the Florida Department of Transportation (FDOT). The City has received positive feedback from references provided by Flotech. Further, Flotech is currently an incumbent vendor for the City's routine and emergency sanitary sewer and stormwater system cleaning and closed-circuit television (CCTV) inspection services and has received positive feedback from the user department.

**Pump Outs Unlimited, Inc.**

Pump Outs Unlimited Inc. ("Pump Outs") has consistently grown since its debut back in 1991. It is a family-owned and operated service company based in South Florida. Pump Outs specializes in storm drain, lift station & grease trap maintenance. It also specializes in commercial, residential, and industrial plumbing, wastewater, stormwater, grease recovery, high-velocity water jetting, and TV camera inspection needs. Pump Outs has provided services throughout Texas and Florida, including in the South Florida region as a vendor for Miami-Dade College. The City has received positive feedback from references provided by Pump Outs.

**Envirowaste Services Group, Inc**

Envirowaste Services Group, Inc ("Envirowaste") has decades of experience inspecting, cleaning, maintaining, and rehabilitating storm and wastewater systems throughout the Southeast. Its team of skilled, professional technicians has provided services throughout Florida, including in the Town of Cutler Bay, City of Miami, and Bal Harbour Village. The City has received positive feedback from references provided by Envirowaste. Additionally, Envirowaste is currently an incumbent vendor for the City's outfall cleaning and maintenance services and has received positive feedback from the user department.

### **SUPPORTING SURVEY DATA**

According to a 2024 Community Satisfaction Survey conducted by ETC Institute, local businesses have increased their perceptions of the City's efforts to prepare for disasters from 55% to 64%, the City's efforts to reduce risk from rainfall/sea-level rise from 38% to 45% and the overall image of the City from 47% to 65%. In order to continue this upward trend, it is imperative that these services be obtained in order to assist in the City's sustainability and resiliency efforts within the Public Works Department purview.

### **FISCAL IMPACT STATEMENT**

Staff performed a cost analysis to determine whether the fiscal impact was in the City's best interest. When comparing the current contract, which began in February 2020, to the bid prices submitted under ITB 2025-076-DF, costs are, on average, 3% lower. It is important to note that the Consumer Price Index for All Urban Consumers (CPI-U) in the Miami-Fort Lauderdale-West Palm Beach area increased by approximately 25.3% from October 2020 to October 2024, representing the duration of the current contract period. Therefore, taking into consideration the CPI-U increase, the City is realizing an average cost savings of 28.3%. The costs of the related services are subject to funds availability approved through the City's budgeting process.

### **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**

427-0427-000325-29-413-517-00-00-00-	\$250,000.00
	\$250,000.00

### **CONCLUSION**

Based on the foregoing, the Administration recommends that the Mayor and City Commission approve the award of a contract to Flotech Environmental, LLC., the lowest responsive and responsible bidder, as the primary vendor, Pump Outs Unlimited, Inc. as the second-lowest responsive and responsible bidder, as the secondary vendor, and Envirowaste Services Group, Inc. as the third-lowest responsive and responsible bidder, as the tertiary vendor, pursuant to Invitation to Bid (ITB) No. 2025-076-DF for outfall cleaning and maintenance services.

### **LOBBYIST DISCLOSURE**

In accordance with Resolution No. 2023-32857, adopted by the City Commission on December 13, 2023, the following information has been provided by the Administration:

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

2. If so, specify name of lobbyist(s) and principal(s): **Not applicable.**

Applicable Area Citywide

Is this a "Residents Right to Know" item, pursuant to City Code Section 2-14?

No

Does this item utilize G.O. Bond Funds?

No

Legislative Tracking

Public Works/Procurement

**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

**Condensed Title**

Award ITB 2025-076-DF, Outfall Cleaning and Maintenance Services. PW/PR

**Previous Action (For City Clerk Use Only)**

ITB 2025-076-DF Outfall Cleaning and Maintenance Services  
Tabulation - At a Glance

<b>Bidder</b>	<b>Group A - Regular Services</b>	<b>Group B - Emergency Services</b>	<b>Group C - Additional Repair, Replace, Install</b>	<b>Total</b>
<sup>1</sup> Flotech Environmental	\$ 229,525.00	\$ 229,525.00	\$ 51,150.00	\$ 510,200.00
<sup>2</sup> Pump Outs	\$ 323,500.00	\$ 323,500.00	\$ 48,250.00	\$ 695,250.00
<sup>3</sup> Envirowaste Services Group	\$ 398,962.50	\$ 398,962.50	\$ 40,750.00	\$ 838,675.00
National Water Main Cleaning Co	\$ 388,750.00	\$ 397,625.00	\$ 63,250.00	\$ 849,625.00
Bayside Dredging	\$ 1,018,700.00	\$ 1,409,950.00	\$ 26,000.00	\$ 2,454,650.00
In Depth	\$ 1,170,000.00	\$ 2,315,000.00	\$ 254,750.00	\$ 3,739,750.00

<sup>1</sup> Flotech Environmental is recommended to be awarded as primary vendor

<sup>2</sup> Pump Outs is recommended to be awarded as secondary vendor

<sup>3</sup> Envirowaste Service Group is recommended to be awarded as tertiary vendor

ITB 2025-076-DF Outfall Cleaning and Maintenance Services  
Tabulation

Group A – Regular Services

Item Description Est. Qty (a) U / M (b)				Bayside Dredging LLC		Envirowaste Services Group		Flotech		In Depth		National Water Main Cleaning		Pump Outs	
				Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)
1	Inspection / Report per Outfall	100	Each	\$ 250.00	\$ 25,000.00	\$ 360.00	\$ 36,000.00	\$ 1,000.00	\$ 100,000.00	\$ 2,000.00	\$ 200,000.00	\$ 100.00	\$ 10,000.00	\$ 975.00	\$ 97,500.00
2	Pipe Cleaning – 0"-24" Diameter	50	Each	\$ 2,200.00	\$ 110,000.00	\$ 600.00	\$ 30,000.00	\$ 200.00	\$ 10,000.00	\$ 2,500.00	\$ 125,000.00	\$ 1,000.00	\$ 50,000.00	\$ 500.00	\$ 25,000.00
3	Pipe Cleaning – 25"-36" Diameter	50	Each	\$ 2,400.00	\$ 120,000.00	\$ 675.00	\$ 33,750.00	\$ 200.00	\$ 10,000.00	\$ 3,000.00	\$ 150,000.00	\$ 1,300.00	\$ 65,000.00	\$ 500.00	\$ 25,000.00
4	Pipe Cleaning – 37"-48" Diameter	50	Each	\$ 3,400.00	\$ 170,000.00	\$ 735.00	\$ 36,750.00	\$ 200.00	\$ 10,000.00	\$ 3,500.00	\$ 175,000.00	\$ 1,500.00	\$ 75,000.00	\$ 500.00	\$ 25,000.00
5	Pipe Cleaning – 49"-72" Diameter	50	Each	\$ 5,200.00	\$ 260,000.00	\$ 915.00	\$ 45,750.00	\$ 200.00	\$ 10,000.00	\$ 4,000.00	\$ 200,000.00	\$ 1,800.00	\$ 90,000.00	\$ 500.00	\$ 25,000.00
6	Alluvial Fan Removal	25	Cubic Yard	\$ 250.00	\$ 6,250.00	\$ 437.50	\$ 10,937.50	\$ 1.00	\$ 25.00	\$ 1,500.00	\$ 37,500.00	\$ 125.00	\$ 3,125.00	\$ 550.00	\$ 13,750.00
7	Hauling and Disposing	25	Cubic Yard	\$ 50.00	\$ 1,250.00	\$ 595.00	\$ 14,875.00	\$ 900.00	\$ 22,500.00	\$ 1,500.00	\$ 37,500.00	\$ 125.00	\$ 3,125.00	\$ 550.00	\$ 13,750.00
8	Mangrove Trimming	20	Cubic Yard	\$ 60.00	\$ 1,200.00	\$ 4,920.00	\$ 98,400.00	\$ 100.00	\$ 2,000.00	\$ 1,000.00	\$ 20,000.00	\$ 250.00	\$ 5,000.00	\$ 550.00	\$ 11,000.00
9	Box Culvert Cleaning – 0-23 square feet	25	Each	\$ 6,000.00	\$ 150,000.00	\$ 1,775.00	\$ 44,375.00	\$ 1,300.00	\$ 32,500.00	\$ 4,000.00	\$ 100,000.00	\$ 1,500.00	\$ 37,500.00	\$ 1,500.00	\$ 37,500.00
10	Box Culvert Cleaning – 24-36 square feet	25	Each	\$ 7,000.00	\$ 175,000.00	\$ 1,925.00	\$ 48,125.00	\$ 1,300.00	\$ 32,500.00	\$ 5,000.00	\$ 125,000.00	\$ 2,000.00	\$ 50,000.00	\$ 2,000.00	\$ 50,000.00
				\$ 1,018,700.00		\$398,962.50		\$229,525.00		\$ 1,170,000.00		\$ 388,750.00		\$ 323,500.00	

Group B – Emergency Services

Item Description Est. Qty (a) U / M (b)				Bayside Dredging LLC		Envirowaste Services		Flotech		In Depth		National Water Main		Pump Outs	
				Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)
11	Inspection / Report per Outfall	100	Each	\$ 250.00	\$ 25,000.00	\$ 360.00	\$ 36,000.00	\$ 1,000.00	\$ 100,000.00	\$ 4,000.00	\$ 400,000.00	\$ 100.00	\$ 10,000.00	\$ 975.00	\$ 97,500.00
12	Pipe Cleaning – 0"-24" Diameter	50	Each	\$ 5,000.00	\$ 250,000.00	\$ 600.00	\$ 30,000.00	\$ 200.00	\$ 10,000.00	\$ 5,000.00	\$ 250,000.00	\$ 1,250.00	\$ 62,500.00	\$ 500.00	\$ 25,000.00
13	Pipe Cleaning – 25"-36" Diameter	50	Each	\$ 5,000.00	\$ 250,000.00	\$ 675.00	\$ 33,750.00	\$ 200.00	\$ 10,000.00	\$ 6,000.00	\$ 300,000.00	\$ 1,500.00	\$ 75,000.00	\$ 500.00	\$ 25,000.00
14	Pipe Cleaning – 37"-48" Diameter	50	Each	\$ 5,000.00	\$ 250,000.00	\$ 735.00	\$ 36,750.00	\$ 200.00	\$ 10,000.00	\$ 6,500.00	\$ 325,000.00	\$ 2,000.00	\$ 100,000.00	\$ 500.00	\$ 25,000.00
15	Pipe Cleaning – 49"-72" Diameter	50	Each	\$ 6,000.00	\$ 300,000.00	\$ 915.00	\$ 45,750.00	\$ 200.00	\$ 10,000.00	\$ 8,000.00	\$ 400,000.00	\$ 2,500.00	\$ 125,000.00	\$ 500.00	\$ 25,000.00
16	Alluvial Fan Removal	25	Cubic Yard	\$ 300.00	\$ 7,500.00	\$ 437.50	\$ 10,937.50	\$ 1.00	\$ 25.00	\$ 3,000.00	\$ 75,000.00	\$ 350.00	\$ 8,750.00	\$ 550.00	\$ 13,750.00
17	Hauling and Disposing	25	Cubic Yard	\$ 50.00	\$ 1,250.00	\$ 595.00	\$ 14,875.00	\$ 900.00	\$ 22,500.00	\$ 3,000.00	\$ 75,000.00	\$ 150.00	\$ 3,750.00	\$ 550.00	\$ 13,750.00
18	Mangrove Trimming	20	Cubic yard	\$ 60.00	\$ 1,200.00	\$ 4,920.00	\$ 98,400.00	\$ 100.00	\$ 2,000.00	\$ 2,000.00	\$ 40,000.00	\$ 350.00	\$ 7,000.00	\$ 550.00	\$ 11,000.00
19	Box Culvert Cleaning – 0-23 square feet	25	Each	\$ 6,000.00	\$ 150,000.00	\$ 1,775.00	\$ 44,375.00	\$ 1,300.00	\$ 32,500.00	\$ 8,000.00	\$ 200,000.00	\$ 100.00	\$ 2,500.00	\$ 1,500.00	\$ 37,500.00
20	Box Culvert Cleaning – 24-36 square feet	25	Each	\$ 7,000.00	\$ 175,000.00	\$ 1,925.00	\$ 48,125.00	\$ 1,300.00	\$ 32,500.00	\$ 10,000.00	\$ 250,000.00	\$ 125.00	\$ 3,125.00	\$ 2,000.00	\$ 50,000.00
				\$ 1,409,950.00		\$398,962.50		\$229,525.00		\$ 2,315,000.00		\$ 397,625.00		\$ 323,500.00	

Group C - Additional Repair, Replace, Install

Item Description Est. Qty (a) U / M (b)				Bayside Dredging LLC		Envirowaste Services		Flotech		In Depth		National Water Main		Pump Outs	
				Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)	Unit Cost (c)	Total = (a_X_c)
21	Regular - Hourly Labor Rate (weekdays)	200	Hours	\$ 80.00	\$ 16,000.00	\$ 110.00	\$ 22,000.00	\$ 150.00	\$ 30,000.00	\$ 650.00	\$ 130,000.00	\$ 175.00	\$ 35,000.00	\$ 130.00	\$ 26,000.00
22	Non-Regular - Hourly Labor Rate (weekdays after 5:00 pm, weekends, and/or Holidays)	50	Hours	\$ 100.00	\$ 5,000.00	\$ 125.00	\$ 6,250.00	\$ 150.00	\$ 7,500.00	\$ 975.00	\$ 48,750.00	\$ 200.00	\$ 10,000.00	\$ 160.00	\$ 8,000.00
23	Emergency - Hourly Labor Rate	50	Hours	\$ 100.00	\$ 5,000.00	\$ 135.00	\$ 6,750.00	\$ 165.00	\$ 8,250.00	\$ 1,400.00	\$ 70,000.00	\$ 250.00	\$ 12,500.00	\$ 175.00	\$ 8,750.00
				\$ 26,000.00		\$ 35,000.00		\$ 45,750.00		\$ 248,750.00		\$ 57,500.00		\$ 42,750.00	

Item	Description	(A) Estimated Quantity
24	Administrative Discount or Mark-up for Parts and Supplies	\$5,000

Bayside Dredging LLC				
(B) Percentage discount or mark-up	(C) Cost of percentage discount or mark-up	State Whether the % Listed is a Discount or Mark-up	(D) Net Cost If Discount Is offered (A – C = D) Or Net Cost If Mark-up is offered (A + C = D)	
0	0	No Disc or Mark-up	0	

Envirowaste Services				
(B) Percentage discount or mark-up	(C) Cost of percentage discount or mark-up	State Whether the % Listed is a Discount or Mark-up	(D) Net Cost If Discount Is offered (A – C = D) Or Net Cost If Mark-up is offered (A + C = D)	
15%	\$750	Mark-Up	\$5,750	

Flotech				
(B) Percentage discount or mark-up	(C) Cost of percentage discount or mark-up	State Whether the % Listed is a Discount or Mark-up	(D) Net Cost If Discount Is offered (A – C = D) Or Net Cost If Mark-up is offered (A + C = D)	
8%	\$400	Mark-up	\$5,400	

In Depth				
(B) Percentage discount or mark-up	(C) Cost of percentage discount or mark-up	State Whether the % Listed is a Discount or Mark-up	(D) Net Cost If Discount Is offered (A – C = D) Or Net Cost If Mark-up is offered (A + C = D)	
20%	\$1,000	Mark-up	\$6,000	

National Water Main				
(B) Percentage discount or mark-up	(C) Cost of percentage discount or mark-up	State Whether the % Listed is a Discount or Mark-up	(D) Net Cost If Discount Is offered (A – C = D) Or Net Cost If Mark-up is offered (A + C = D)	
15%	\$750	Mark-Up	\$5,750	

Pump Outs				
(B) Percentage discount or mark-up	(C) Cost of percentage discount or mark-up	State Whether the % Listed is a Discount or Mark-up	(D) Net Cost If Discount Is offered (A – C = D) Or Net Cost If Mark-up is offered (A + C = D)	
10%	\$500	Mark-up	\$5,500	