

C2 E REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO
INVITATION TO BID (ITB) 2025-306-JP FOR DEEP WELL CLEANING, DRAINING,
SYSTEM MAINTENANCE, AND REPAIRS. (PUBLIC WORKS)
Applicable Area:



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) 2025-306-JP FOR DEEP WELL CLEANING, DRAINING, SYSTEM MAINTENANCE, AND REPAIRS. (PUBLIC WORKS)

RECOMMENDATION

It is recommended that the Mayor and City Commission of the City of Miami Beach, Florida, approve the award of a contract pursuant to Invitation to Bid (ITB) No. 2025-306-JP for deep well cleaning, drainage, system maintenance, and repairs to Flotech Environmental, LLC, as the primary vendor, and National Water Main Cleaning, Co., as the secondary vendor.

This solicitation is currently under the cone of silence.

BACKGROUND/HISTORY

The City of Miami Beach ("City") has determined that approximately 400 deep drainage wells throughout the City require regular maintenance to prevent flooding in low-lying areas. Deep drainage wells are bored, drilled, or dug holes designed to direct surface fluids, primarily stormwater runoff, into the subsurface. To maintain optimal drainage performance, these wells require annual servicing. As such, the Operations Division of the Public Works Department seeks to secure a contractor(s) to perform ongoing maintenance of these wells.

On June 24, 2020, the City Commission approved the award of contracts to Flotech Environmental, as primary contractor, and Envirowaste Services Group, Inc., as secondary contractor, pursuant to Invitation to Bid (ITB) 2020-203-WG for deep well cleaning, drainage, system maintenance, and repairs. The contract included an initial three-year term with two optional one-year renewals. All renewal options have been exhausted, and this new ITB is intended to replace the expiring agreement.

To establish a replacement contract, the City has issued Invitation to Bid 2025-306-JP for Deep Well Cleaning, Drainage System Maintenance, and Repairs. The purpose of this ITB is to solicit sealed bids from qualified contractors to provide these essential services under a new contract.

ANALYSIS

On March 19, 2025, the ITB was issued. A pre-bid conference to provide information to proposers was held on April 2, 2025. Five (5) addenda were issued, and 34 prospective bidders accessed the solicitation. ITB responses were due and received on May 1, 2025. The City of Miami Beach received three (3) bids from the following firms: All Webbs Enterprises, Inc., Flotech Environmental, LLC, and National Water Main Cleaning, Co. See Attachment A for a tabulation of bids received.

The ITB stated that the lowest, responsive, responsible bidder 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, and National Water Main Cleaning, Co., the second lowest responsive and responsible bidder, recommended as the secondary vendor, have met the requirements of the ITB.

Below are brief descriptions of the responsive and responsible bidders.

Flotech Environmental LLC, ("Flotech") is an environmental services company specializing in underground utility maintenance and repair. Founded in 2012, the company uses trenchless technology to perform tasks such as sewer and storm drain cleaning, vacuum excavation, and pipeline inspection. Flotech operates multiple locations and serves municipalities, contractors, and property managers across the state. Flotech employs trenchless technologies to perform tasks such as sanitary sewer and stormwater drainage system cleaning, vacuum excavation, sinkhole stabilization, and emergency flood response. Since 2018, Flotech has been providing services to the City, and to date, the City is satisfied with the services being provided. Flotech has provided references with the Florida Department of Transportation and Orange County, and all have responded positively to the City's inquiries.

National Water Main Cleaning Co. (National Water Main), a Carylton Company, is headquartered in Kearny, New Jersey, with offices in Canton, Massachusetts; Rocky Hill, Connecticut; Buffalo and Utica, New York; and Loxahatchee Groves, Florida. It specializes in the inspection and planned maintenance of sewer and water mains and has a long track record of success providing the expertise, equipment, technology, and training to quickly, safely, and reliably take on any infrastructure challenge. National Water Main Cleaning has provided services to the City since 2018 and the Florida Department of Transportation. All references have responded positively to the City's inquiries.

FISCAL IMPACT STATEMENT

Flotech, the incumbent provider, has proposed estimated annual maintenance and repair costs of \$237,665.73 under the current solicitation, compared to \$279,227.23 under the previous agreement. It is in the City's best interest to award Flotech, the incumbent provider, as the bidder has reduced pricing by approximately 15% since 2020, demonstrating a continued commitment to cost efficiency and delivering value to the City.

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	\$237,665.73
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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 Invitation to Bid (ITB) No. 2025-306-JP for deep well cleaning, drainage, system maintenance, and repairs to Flotech Environmental, LLC, as the primary vendor, and National Water Main Cleaning, Co., as the 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)

City Manager

Co-sponsor(s)

Condensed Title

Award ITB 2025-306-JP, Deep Well Cleaning, Drainage, System Maintenance, and Repairs.
PW/PR

Previous Action (For City Clerk Use Only)

ATTACHMENT A

Bid Tabulation

ITB 2025-306-JP Deep Well Cleaning, Drainage, System Maintenance, and Repairs

				ALL WEBBS ENTERPRISES, INC.		FLOTECH ENVIRONMENTAL, LLC ¹		NATIONAL WATER MAIN CLEANING COMPANY ¹	
DEEP WELL CLEANING/DRAINAGE/SYSTEM MAINTENANCE									
Item	Description	Quantity	U/M	Unit Cost	Total (Quantity X Unit Cost)	Unit Cost	Total (Quantity X Unit Cost)	Unit Cost	Total (Quantity X Unit Cost)
1	Desilting Pipe, 0-24" inches	1,000	LF	\$16.00	\$16,000.00	\$3.00	\$3,000.00	\$2.95	\$2,950.00
2	Desilting Pipe, 25-36" inches	1,000	LF	\$21.00	\$21,000.00	\$5.00	\$5,000.00	\$4.95	\$4,950.00
3	Desilting Pipe, 37-48" inches	500	LF	\$26.00	\$13,000.00	\$7.00	\$3,500.00	\$6.95	\$3,475.00
4	Deep Well Cleaning, 0-23"	100	LF	\$40.00	\$4,000.00	\$0.01	\$1.00	\$5.00	\$500.00
5	Deep Well Cleaning, 24"	7500	LF	\$50.00	\$375,000.00	\$15.00	\$112,500.00	\$28.50	\$213,750.00
6	Deep Well Cleaning, 25" and greater	250	LF	\$50.00	\$12,500.00	\$0.01	\$2.50	\$5.00	\$1,250.00
7	Cleaning Well Box	71	Each	\$500.00	\$35,500.00	\$1,250.00	\$88,750.00	\$190.00	\$13,490.00
8	Replace Steel Well Grate, 0-23"	5	Each	\$350.00	\$1,750.00	\$100.00	\$500.00	\$350.00	\$1,750.00
9	Replace Steel Well Grate, 24" and Greater	71	Each	\$500.00	\$35,500.00	\$50.00	\$3,550.00	\$74.00	\$5,254.00
10	General Condition Inspection Report	71	Each	\$250.00	\$17,750.00	\$0.01	\$0.71	\$0.01	\$0.71
11	Pre & Post Video/Photo Inspection with measurements	71	Each	\$1,500.00	\$106,500.00	\$0.01	\$0.71	\$0.01	\$0.71
12	Mobilization (Emergency Response)	10	Each	\$700.00	\$7,000.00	\$0.01	\$0.10	\$0.01	\$0.10
13	Site Restoration	71	Each	\$200.00	\$14,200.00	\$0.01	\$0.71	\$0.01	\$0.71
TOTAL GROUP 1 (Line Items 1-13)					\$659,700.00		\$216,805.73		\$247,371.23
TIME AND MATERIAL- REPAIR SERVICES									
Item	Description	Quantity	U/M	Unit Cost	Total (Quantity X Unit Cost)	Unit Cost	Total (Quantity X Unit Cost)	Unit Cost	Total (Quantity X Unit Cost)
14	Hourly Rate – (Regular)-Refer to C4 Special Conditions 4, Subsection 4.2.	100	Hourly Rate	\$350.00	\$35,000.00	\$170.00	\$17,000.00	\$160.00	\$16,000.00
15	Hourly Rate – (Non-regular)-Refer to C4 Special Conditions 4, Subsection 4.2.	20	Hourly Rate	\$400.00	\$8,000.00	\$180.00	\$3,600.00	\$175.00	\$3,500.00
SUBTOTAL (Line Items 14-15)					43,000.00		20,600.00		19,500.00
Estimated Annual Gross Costs (Dealer Invoice Cost)									
Item	Description		% Mark-up	Total (Quantity X Unit Cost)	% Mark-up	Total (Quantity X Unit Cost)	% Mark-up	Total (Quantity X Unit Cost)	
16	Discount or Mark-up for Parts and Supplies		25%	\$625.00	10%	\$250.00	7%	\$175.00	
SUBTOTAL (Line Item 16)				\$625.00		\$250.00		\$175.00	
TOTAL GROUP (Line Items 14-16)				\$43,625.00		\$20,850.00		\$19,675.00	
GRAND TOTAL (Line Items 1-16)				\$703,325.00		\$237,655.73		\$267,046.23	

Footnote: 1 Recommended for award