

ITB No.: 296-1

ITB Title: Waterway Cleaning and Algal Controls

## **COMPETITIVE NEGOTATIONS TERM SHEET**

Date: May 20, 2024

A term sheet is a summary of the negotiations containing the agreed upon key terms of an agreement. It serves as a template, references key points, and essentially lays the foundation for ensuring the pertinent aspects of the business transaction to avoid any misunderstanding and make it clear of the intent of both parties.

	Vendor			Aquatic Control Group, Inc Initial Bid		Aquatic Control Group, Inc BAFO										
City, State Variances or Comments P-Card Payment Local Business Price Preference Disadvantaged Business Enterprise Preference			Miami, FL None MC or Visa N/A N/A		Miami, FL None MC or Visa N/A											
								#	Item Description	Qty.	U/M	Unit Price	Extension	Unit Price		Extension
								1	Monthly Canal Cleaning (12 months)	12	EA	\$56,795.30	\$681,543.60	\$ 54,500.00	\$	654,000.00
								2	Off Cycle Requests - Emergency Deployment	150	HR	\$250.00	\$37,500.00	\$ 200.00	\$	30,000.00
								3	Aerator System Deployment	3	EA	\$1,800.00	\$5,400.00	\$ 1,500.00	\$	4,500.00
4	Aerator System- Cost per day	60	DA	\$2,950.00	\$177,000.00	\$ 2,500.00	\$	150,000.00								
5	Floating Boom (All costs per deployment)	1,500.00	LF	\$26.00	\$39,000.00	\$ 12.00	\$	18,000.00								
6	Herbicidal Applications	300	MI	\$495.00	\$148,500.00	\$ 400.00	\$	120,000.00								
7	Algaecide Applications	300	MI	\$1,500.00	\$450,000.00	\$ 1,350.00	\$	405,000.00								
8	Mechanical Weed Removal (All Costs)	250	HR	\$250.00	\$62,500.00	\$ 200.00	\$	50,000.00								
9	Algal Mechanical Removal (All Costs)	250	HR	\$350.00	\$87,500.00	\$ 350.00	\$	87,500.00								
	TOTALS				\$1,688,943.60		\$	1,519,000.00								

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The person below is authorized to bind the parties to the agreed upon key points and terms cited above to incorporate into an agreement.

City of Fort Lauderdale	Name of Firm: Aquatic Control Group, Inc.		
Signature	Signature		
	Robert Muriedas		
Print Name	Print Name		
	Operations Manager		
Position/Title	Position/Title		
	05/20/2024		
Date:	Date:		