



**FINANCE DEPARTMENT**  
**CITY OF FORT LAUDERDALE BID TABULATION**

Rev: 3 | Form Revision Date: 11/09/2022 | Print Date: 9/7/2018

**Description: Event 187 - Fuel Station & Equipment – Maintenance, Repairs, Inspection**  
**Open Date: 11/21/2023**

			Vendor	
			Florida Metro Construction Co. Inc.	
			City, State	
			Dania Beach, FL	
Item Description	Qty.	U/M	Unit Price	Extension
Maintenance Cost (Monthly)	12	MO	\$ 3,985.00	\$ 47,820.00
Standar Labor Rate	1	HR	\$ 135.00	\$ 135.00
Overtime Labor Rate	1	HR	\$ 202.00	\$ 202.00
Emergency Labor Rate	1	HR	\$ 270.00	\$ 270.00
Cost Plus % Mark-up	1	PT	25%	25%
Parts	50,000	DO	\$ 1.00	\$ 50,000.00
Diesel Fuel Analysis	5	DO	\$ 840.00	\$ 4,200.00
Unleaded Fuel Analysis	7	DO	\$ 915.00	\$ 6,405.00
<b>SUB TOTAL PROJECT COST</b>				\$ 109,032.00
<b>LOCAL PREFERENCE</b>				5.0% \$ (5,451.60)
<b>DISADVANTAGE BUSINESS PREFERENCE</b>				0.0% \$ -
<b>GRAND TOTALS</b>				<b>\$ 103,580.40</b>
Proposal Certification			<input checked="" type="checkbox"/>	
Addendum 1			<input checked="" type="checkbox"/>	
Variances or Comments			None	
P-Card Payment			<input checked="" type="checkbox"/> Visa or MC	
Local Business Price Preference			<input checked="" type="checkbox"/> C Class 5%	
Disadvantaged Business Enterprise Preference			<input checked="" type="checkbox"/>	
Non-Collusion			<input checked="" type="checkbox"/>	
Non-Discrimination			<input checked="" type="checkbox"/>	
E-Verify			<input checked="" type="checkbox"/>	
References			<input checked="" type="checkbox"/>	
MSRP Price List			<input checked="" type="checkbox"/>	
Sample Inspection Form			<input checked="" type="checkbox"/>	
MSRP Price List			<input checked="" type="checkbox"/>	
<b>** Apparent Lowest Bid</b>			<b>**1</b>	
<b>NOTES:</b>				

**\*\* Apparent Low Bid**

Number of bids received:  
 Protected Class Vendors\* Received:  
 No Bids:  
 Late Bids:

1
0
1
0

Approved by Chief Procurement Officer  
 Uncontrolled in hard copy unless otherwise marked.





CITY OF FORT LAUDERDALE

### ITB No.: Event 187

### ITB Title: Fuel Station & Equipment – Maintenance, Repairs, Inspection

### COMPETITIVE NEGOTIATIONS TERM SHEET

Date: 12 / 21 / 23

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.

#	Key Term Description	Cite to Section/Clause of Solicitation, Proposal or Draft Agreement	Explanation/Agreed upon Term
1.	Revise Pricing	Line-item pricing - Monthly Maintenance	<p>Florida Metro will perform monthly inspections at the City’s requested rate of \$3,575 per month for the first year, then increasing the monthly rate by \$135 per month every year thereafter; incremental annual increases as follows:</p> <ul style="list-style-type: none"> <li>• Year 1 - \$3575 per month</li> <li>• Year 2 - \$3710 per month</li> <li>• Year 3 - \$3845 per month</li> <li>• Year 4 - \$3980 per month</li> </ul>
2.	Revise Pricing	Line-item pricing - Labor Rates	<p>Revised Labor Rates:</p> <ul style="list-style-type: none"> <li>• STD labor rate: \$130 p/hr.</li> <li>• OT labor rate: \$195 p/hr.</li> <li>• EMG labor rate: \$260 p/hr.</li> </ul>
3.	Revise Pricing	Line-item pricing - Cost Plus % Mark-up	<p>Revised Mark-up:</p> <ul style="list-style-type: none"> <li>• Cost plus 20% mark-up (materials, equipment rental, subcontractors)</li> </ul>

The following chart shows original bid and revised pricing agreed to by both parties.



CITY OF FORT LAUDERDALE


**ITB No.: Event 187**

**ITB Title: Fuel Station & Equipment – Maintenance, Repairs, Inspection**

**COMPETITIVE NEGOTIATIONS TERM SHEET**

Vendor			Florida Metro Construction Co. Inc.		Florida Metro Construction Co. Inc.	
			Bid Pricing		Negotiated Pricing	
Item Description	Qty.	UM	Unit Price	Extension	Unit Price	Extension
Maintenance Cost (Monthly) - Yr. 1	12	MO	\$ 3,985.00	\$ 47,820.00	\$ 3,537.00	\$ 42,444.00
Maintenance Cost (Monthly) - Yr. 2	12	MO	\$ 3,985.00	\$ 47,820.00	\$ 3,710.00	\$ 44,520.00
Maintenance Cost (Monthly) - Yr. 3	12	MO	\$ 3,985.00	\$ 47,820.00	\$ 3,845.00	\$ 46,140.00
Maintenance Cost (Monthly) - Yr. 4	12	MO	\$ 3,985.00	\$ 47,820.00	\$ 3,980.00	\$ 47,760.00
Standar Labor Rate	1	HR	\$ 135.00	\$ 135.00	\$ 130.00	\$ 130.00
Overtime Labor Rate	1	HR	\$ 202.00	\$ 202.00	\$ 195.00	\$ 195.00
Emergency Labor Rate	1	HR	\$ 270.00	\$ 270.00	\$ 260.00	\$ 260.00
Cost Plus % Mark-up	1	PT	25%	25%	20%	20%
Parts	50,000	DO	\$ 1.00	\$ 50,000.00	\$ 1.00	\$ 50,000.00
Diesel Fuel Analysis	5	DO	\$ 840.00	\$ 4,200.00	\$ 840.00	\$ 4,200.00
Unleaded Fuel Analysis	7	DO	\$ 915.00	\$ 6,405.00	\$ 915.00	\$ 6,405.00

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	Florida Metro Construction Co. Inc.
_____ Signature	 _____ Signature
_____ Print Name	Heather Green _____ Print Name
_____ Position/Title	Vice President _____ Position/Title
_____ Date	January 9, 2024 _____ Date