



CITY OF FORT LAUDERDALE

ITB No.: 296-1

ITB Title: Waterway Cleaning and Algal Controls

COMPETITIVE NEGOTIATIONS 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.

				Aquatic Control Group, Inc. – Initial Bid		Aquatic Control Group, Inc. - BAFO	
Vendor				Miami, FL		Miami, FL	
City, State				None		None	
Variances or Comments				MC or Visa		MC or Visa	
P-Card Payment				N/A		N/A	
Local Business Price Preference				N/A		N/A	
Disadvantaged Business Enterprise Preference				N/A		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
_____ Print Name	Robert Muriesdas _____ Print Name
_____ Position/Title	Operations Manager _____ Position/Title
_____ Date:	05/20/2024 _____ Date: