



AGENDA ITEM REPORT

DATE: August 3, 2021
DEPARTMENT: Utilities
REQUESTER: Pamela Keyes
TITLE: Award Annual Contract for Chemical Required for Water Treatment Process

I. MOTION REQUESTED

- A) Award Invitation to Bid No. B210188DWJ, Sodium Chloride (Salt) – Annual to Odyssey Manufacturing, Co. for the purchase and delivery of sodium chloride on an as needed basis, for an initial term of three years, as approved in the departments’ annual adopted budget.
- B) Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.
- C) Grant the County Manager or designee the authority to renew the contract, for up to three additional years, and to execute all associated documents, as approved in the departments’ annual adopted budgets, if doing so is in the best interest of Lee County, and there are no-cost increases associated with the renewal.

II. ITEM SUMMARY

Awards a competitively bid contract to Odyssey Manufacturing, Co. to supply Sodium Chloride (Salt) for Green Meadows Water Treatment Plant. The County received two bids and one no-bid for the chemical and selected the lowest unit cost bid. The proposed unit cost is a 37% increase per ton compared to the previous contract. The contract does not allow automatic price increases and will only allow for negotiated price increases in the event of significant industry-wide market changes. The initial contract is for a three-year period, with the option to renew up to three additional years. Sodium Chloride is used for the regeneration of the ion exchange treatment process. Total expenditures for these services for the prior twelve-month period was \$493,668.28.

III. BACKGROUND AND IMPLICATIONS OF ACTION

- A) Board Action and Other History
 Procurement Management obtained bids for the project, known as Invitation No. B210188DWJ, Sodium Chloride (Salt) – Annual. On the bid deadline of June 2, 2021, Procurement Management received two bids and one no bid. After analyzing the bid submittals, Odyssey Manufacturing was determined to be the lowest responsive and responsible bidder.

 This product is used at the Green Meadows Water Treatment Facility for the regeneration of the ion exchange treatment process to convert raw water to potable water. Utilities budgets an annual amount based on annual projected water production.
- B) Policy Issues
- C) BoCC Goals
- D) Analysis
- E) Options

IV. FINANCIAL INFORMATION

A)	Current year dollar amount of item:	\$676,400
B)	Is this item approved in the current budget?	Yes
C)	Is this a revenue or expense item?	Expense
D)	Is this Discretionary or Mandatory?	Discretionary
E)	Will this item impact future budgets? If yes, please include reasons in III(D) above.	No
F)	Fund: Utilities Operating Program: Utilities Project: Sodium Chloride (Salt) Account Strings: OD5362748700.505290	

G)	Fund Type?	Enterprise
H)	Comments:	

V. RECOMMENDATION

Approve

VI. TIMING/IMPLEMENTATION

VII. FOLLOW UP

ATTACHMENTS:

Description	Upload Date	Type
04 - Vendor Executed Agreement - B210188DWJ - Odyssey Manufacturing CO_OCR	6/30/2021	Agreement

REVIEWERS:

Department	Reviewer	Action	Date
Utilities	Tucker, Mary	Approved	7/15/2021 - 9:49 AM
Utilities	Keyes, Pamela	Approved	7/15/2021 - 11:00 AM
Budget Services	Guttery, Angela	Approved	7/21/2021 - 4:48 PM
Budget Services	Winton, Peter	Approved	7/22/2021 - 8:34 AM
County Attorney	Swindle, Amanda	Approved	7/22/2021 - 2:46 PM
County Manager	Brady, Christine	Approved	7/27/2021 - 10:52 AM