

# MEMO

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**To:** City of Sanibel

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**Cc:** Alfred J. (Fred) Mittl, P.E. – Public Works Director

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**From:** Steven Agapi, P.E.

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**Date:** June 20, 2025

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**Subject:** Recommendation of Award – ITB-UT-1-2025/SK  
Post Hurricane Ian Lift Station Control Panel Procurement – Phase 1

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The purpose of this memorandum is to summarize the bids received and make a recommendation of award for ITB-UT-1-2025/SK “Post Hurricane Ian Lift Station Control Panel Procurement – Phase 1.” The bid package includes the base bid which consists of fabricating 41 duplex pump station control panels (power and control panels), terminations cabinets, and vented pedestal boxes.

ITB-UT-1-2025/SK was issued on April 9, 2025, and was advertised for a total of 71 days. On June 18, 2025, six (6) bids were timely received at the City of Sanibel’s office, opened, and read aloud.

The Engineer’s Opinion of Probable Construction Cost (EOPCC) was \$1,950,000. The price of each bid is summarized in the table below:

| Contractor                        | Total Bid Cost |
|-----------------------------------|----------------|
| L&S Electric, Inc.                | \$1,281,564.97 |
| Expanse Electrical Company, LLC   | \$1,297,849.32 |
| CEC Motor & Utility Services, LLC | \$1,403,608.34 |
| Tru Spec Mechanical, Inc.         | \$1,662,100.26 |
| General Control Systems, Inc.     | \$1,918,000.00 |
| C.C. Control Corp.                | \$2,222,134.60 |

Each of the three (3) lowest bids were reviewed for conformity to the bid requirements. The table below summarizes the findings of the bid packages reviewed.

| Required Items  | L&S Electric, Inc. | Expanse Electrical Company, LLC | CEC Motor & Utility Services, LLC |
|---|--------------------|---------------------------------|-----------------------------------|
| Bid Package in sealed envelope marked with Title of Bid, Bid Number, Name & Address of Bidder                         | ✓                  | ✓                               | ✓                                 |
| Complete Proposal on form provided  | ✓                  | ✓                               | ✓                                 |
| Complete Unit Price Proposal  | ✓                  | ✓                               | ✓                                 |
| Complete Similar Project Experience   | ✓                  | ✓                               | ✓                                 |
| Include Certified Check or Bid Bond 5% or more of total bid price   | ✓                  | ✓                               | ✓                                 |
| Acknowledge each issued addenda on page 2 of Proposal Form  | ✓                  | ✓                               | ✓                                 |
| Letter or statement from Bidder's surety company it will execute and deliver a 100% Performance and Payment Bond      | ✓                  | ✓                               | ✓                                 |
| Furnish evidence they have ability & experience, have sufficient capital and plant, and minimum 5-years of experience | ✓                  | ✓                               | ✓                                 |

Each of the three (3) lowest bidders listed above was evaluated based on the completeness of their proposals, clarity of submission, relevant project experience, and alignment with the project scope.

L&S Electric, Inc. submitted the lowest bid and included all required documentation outlined in the bid package. Tetra Tech, Inc. contacted the references provided and received two (2) responses from Central Nebraska Public Power & Irrigation District and Sappi, both of which described the contractor as reliable and recommended them for similar work. Their referenced projects included experience with hydropower systems, turbine generators, and control panels. However, upon further review, the proposal contained numerous exceptions, including some that alter and reduce their scope of work. Therefore, Tetra Tech, Inc. recommends that L&S Electric, Inc. be deemed nonresponsive because of their attempts to:

- Modify the contract terms stated in the bid solicitation
- Modify the technical requirements and/or performance standards stated in the bid solicitation

Expanse Electrical Company, LLC submitted the second lowest bid and was fully responsive. Of the provided references, Tetra Tech, Inc. received three (3) responses from AE2S, Nomad Proppant Services, Inc., and GCH Construction Company. Two of these references specifically highlighted the Expanse Electrical Company, LLC's experience with water and wastewater control panel projects. All references recommended the Expanse Electrical Company, LLC for similar work. This proposal was submitted with no exceptions and demonstrated a clear understanding of the project requirements, along with relevant experience in comparable projects.

Based on these factors, Tetra Tech, Inc. recommends awarding the contract to Expanse Electrical Company, LLC for the Post Hurricane Ian Lift Station Control Panel Procurement – Phase 1 project. Their proposal offers the most comprehensive and reliable approach to meeting the scope of work while remaining competitively priced.

END OF MEMORANDUM