

D. Name and titles of persons representing the contractor/consultant and the County in the negotiations, identifying the principal negotiators:

<u>Name</u>	<u>Title</u>	<u>Organization</u>
James Montalvo	Chief Utilities	O.C.U.
Jason Warren	Group Director	Burgess & Niple, Inc

IV. Procurement Situation:

A. Describe what was discussed, to include any outside influences and time pressures.

Discussed Contractor's backup, including, labor, materials, and quantities associated with the hardscaping Overhead and profit. The goal is to combine projects so that newly paved roads are not disturbed.

B. Show the delivery schedule or period of performance. If there is a difference between the Schedule desired or required and that proposed by the Contractor/Consultant/Vendor discuss the resolution or compromise, if any.

CO # 12 will construct sanitary sewer to Pine Hills road. 360 days added to the contract.

V. Negotiation Summary:

A. Summarize the Contractors/Consultants/Vendors pricing proposal, the County's negotiation objective and the negotiation results and the reasons the agreed upon price is fair and reasonable.

OCU met with the Contractor to discuss the design intent. This is a complicated area due to traffic and to maintain roadways. This work is on a commercial road requiring more effort than residential.

The contractor's/consultant's/vendor's proposal is considered fair and reasonable and execution of the contract/change order/amendment is recommended.

James Montalvo

Full Name of Negotiator

Signature

19-July-2024

Date

PRICE NEGOTIATION MEMORANDUM

This memorandum must be completed for non-competitive procurements exceeding \$100,000 and for change orders to existing contracts that will require Board approval. The purpose of this form is to create an audit record evidencing that negotiations were conducted with the contractor/consultant/vendor, the extent of such negotiations, and that the overall price offered is fair and reasonable.

I. Subject: Project Y23-741
 Contract Number

Pine Hills Road Pedestrian Safety Improvements-Phase II
 Contract Title

II. Introductory Summary:

Negotiations for the purchase of: Utilities Septic to Sewer Change Order
 Product/Services

Were completed on: 7/19/2024
 Date

With: RMS Constructors Group, LLC
 Contractor/Consultant/Vendor

The County's estimate, the Contractor's/Consultant's/Vendor's offer, and the agreed upon price are compared below. Each figure is based on the contract being firm-fixed-price.

County's Estimate	Contractors/Consultants/ Vendors Offer	Agreed Upon Price
_____	\$10,255,219.52	\$9,849,999.52

III. Particulars:

A. Complete Name and RMS Constructors Group, LLC
 Address of Company 750 Monroe Road, Sanford, Fl. 32824

B. Lump Sum/Not-to-exceed \$ 21,436,439.57

C. Unit prices, (if applicable) quoted and negotiated. If many, attach as a schedule.

<u>Proposed</u>	<u>Negotiated</u>
_____	_____
_____	_____
_____	_____

