

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	Y22-7022
			Contract Number
			SWRF Water Reclamation Facility Aqua-Aerobic Filter Rehabilitation
			Contract Title

II. Introductory Summary:

Negotiations for the purchase of:	<u>Process Facility Changes (Replace Damage Components)</u> <u>CO 2</u> Product/Services

Were completed on: 3/11/2025
Date

With: L7 Construction, Inc.
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
	Add \$212,289.69	\$212,289.69

III. Particulars:

A. Complete Name and L7 Construction, Inc.

Address of Company 275 Hunt Park Rd, Longwood, FL 32750

B.	Lump Sum/Not-to-exceed	\$4,750,577.59
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C. Unit prices, (if applicable) quoted and negotiated. If many, attach as a schedule.

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

- 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>
<u>John Henderson</u>	<u>Project Manager</u>	<u>L7 Construction, Inc.</u>
<u>Terra Reffitt</u>	<u>Chief Utilities</u>	<u>OCU</u>
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IV. Procurement Situation:

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

Discussed Contractor's backup, including vendors quotes, labor, materials, and quantities
associated with the individual COR's, which include Subcontractors labor and materials and
associated Overhead.

- 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#2 add additional float switches on eight disk filters. Replace the damage disk filter
components due to the flooding of the new components.

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 opens up individual CORs for Contractor to submit quotes with back up. OCU reviews
this information submitted by Contractor's and any correspondence, bulletins or RFI's related to
changes. OCU then meets with Contractor to finalize negotiations if needed.

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

Terra Reffitt
 Full Name of Negotiator

 Signature
11-MAR-2025
 Date

Contractor:	<u>L7 Construction, Inc.</u>	Change Order Number	<u>2</u>	Page 1 of	<u>1</u>
Vendor Code	<u>1555-0045</u>	Date	<u>March 10, 2025</u>		
Contract No.	<u>Y22-7022</u>	Original Contract Amount		<u>\$4,463,700.00</u>	
Project Name	<u>South Water Reclamation Facility Aqua-Aerobic Filter Rehabilitation</u>	Revised Contract Amount		<u>\$4,750,577.59</u>	
		Engineer	<u>OCU Engineering</u>		
Sequence No.	<u>98015</u>				

[illegible]

		Totals		\$212,289.69	\$0.00
Percent Complete Time 80%	Percent Complete Cost: 85%	Net Dollars This Change Order	\$212,289.69		
Total Time Previous Change Orders	318 Days	Net Dollars Previous Change Order	74,587.90		
Total Time This Change Order	165 Days	Net Dollar Changes to Date	\$286,877.59		
Original Contract Time	570 Days	Original Contract Dollar Amount	\$4,463,700.00		
Revised Contract Time	1053 Days	Revised Contract Dollar Amount	\$4,750,577.59		

Accepted for Contractor By: Print Name & Title

By Director Date
Orange County Mayor