

## 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** Y24-787  
Contract Number  
Utilities Gravity Rehabilitation and Renewal Replacement  
Package 6  
Contract Title

**II. Introductory Summary:**

Negotiations for the purchase of: Emergency 2,133 LF of 12-inch Water Main replacement  
between Riviera Pointe and 14925 Golfway Blvd  
(Eastwood)  
Product/Services

Were completed on: 8/19/2025  
Date

With: R.P. Utility & Excavation Corp  
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
	RPU \$ 1,153,739.38	\$1,146,768.82
	2 <sup>nd</sup> Contractor Quote	
	\$1,369,000.00	

**III. Particulars:**

A. Complete Name and R.P. Utility & Excavation Corp  
Address of Company 17680 NW 78th Avenue, Suite 101, Hialeah, FL 33015

B. Lump Sum/Not-to-exceed \$ 1,146,768.82

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

Proposed

NA

Negotiated

NA

- 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>Hector Blanco</u>	<u>Project Manager</u>	<u>R.P. Utility &amp; Excavation Corp.</u>
<u>James Montalvo</u>	<u>Chief Utilities</u>	<u>OCU</u>
<u> </u>	<u> </u>	<u> </u>

**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. OCU Requested a second quote from another contractor that is proficient with similar scope of work. The second quote was compared and found to be \$222,231.18 higher than RPU.

- 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.

The water main work will extend the duration of the contract. The current water main has been a hindrance to the work on the manholes.

**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.

James Montalvo

Full Name of Negotiator



Signature

2-SEPT-2025

Date