



# Alachua County Procurement

Theodore "TJ" White, Jr., NIGP-CPP, CPPB  
Procurement Manager

Thomas J. Rouse  
Contracts Supervisor

Thursday, May 15, 2025

## **MEMORANDUM**

**To:** Theodore "TJ" White, Jr. NIGP-CPP, CPPB, Procurement Manager  
**From:** Mandy Mullins, Procurement Agent I *MM*  
**Subject:** **INTENT TO AWARD**  
**RFP 26-96-MM Annual Laboratory Analysis Services**

<u>Solicitation Deadline:</u>	2:00 PM Wednesday, April 9, 2025,
<u>Solicitation Notifications View Count:</u>	538 Vendors
<u>Solicitations Downloads:</u>	21 Vendors
<u>Solicitations Submissions:</u>	2 Vendors

### **Vendors:**

Advanced Environmental Laboratories, Inc.  
Gainesville, FL 32608

Eurofins Environment Testing Southeast, LLC  
Altamonte Springs, FL 32701


### **RECOMMENDATION:**

The board approves the Evaluation Committee's award ranking below for RFP 26-96-MM Annual Laboratory Analysis Services.

1. Advanced Environmental Laboratories, Inc.
2. Eurofins Environment Testing Southeast, LLC

To approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Negotiations with the second ranked firm, as a back up, may begin, after negotiations with the first ranked have concluded.

The actual bid award is subject to the appropriate signature authority identified in the Procurement Code.

 TJ White (MAY 16, 2025 15:10 EDT)	May 16, 2025
Approved Theodore "TJ" White, Jr., NIGP-CPP, CPPB Procurement Manager	Date

TW/lcc

### **Vendor Complaints or Grievances; Right to Protest**

Unless otherwise governed by state or Federal law, this part shall govern the protest and appeal of Procurement decisions by the County. As used in Part A of Article 9 of the Procurement Code, the term "Bidder" includes anyone that submits a response to an invitation to bid or one who makes an offer in response to a solicitation (e.g., ITB, RFP, ITN), and is not limited solely to one that submits a bid in response to an Invitation to Bid (ITB).

- (1) *Notice of Solicitations and Awards.* The County shall provide notice of all solicitations and awards by electronic posting in accordance with the procedures and Florida law.
- (2) *Solicitation Protest.* Any prospective Bidder may file a solicitation protest concerning a solicitation.
  - (a) *Basis of the Solicitation Protest:* The alleged basis for a solicitation protest shall be limited to the following:
    - i. The terms, conditions or specifications of the solicitation are in violation of, or are inconsistent with this Code, Florida Statutes, County procedures and policies, or the terms of the solicitation at issue, including but not limited to the method of evaluating, ranking or awarding of the solicitation, reserving rights of further negotiations, or modifying or amending any resulting contract; or
    - ii. The solicitation instructions are unclear or contradictory.
  - (b) *Timing and Content of the Solicitation Protest:* The solicitation protest must be in writing and must be received by the Procurement Manager, [twhite@alachuacounty.us](mailto:twhite@alachuacounty.us) by no later than the solicitation's question submission deadline. Failure to timely file a solicitation protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal any solicitation defects, and shall bar the Bidder from subsequently raising such solicitation defects in any subsequent Award Protest, if any, or any other administrative or legal proceeding. In the event a solicitation protest is timely filed, the protesting party shall be deemed to have waived any and all solicitation defects that were not timely alleged in the protesting party's solicitation protest, and the protesting party shall be forever barred from subsequently raising or appealing said solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. The solicitation protest must include, at a minimum, the following information:
    - i. The name, address, e-mail and telephone number of the protesting party;
    - ii. The solicitation number and title;
    - iii. Information sufficient to establish that the protesting party has legal standing to file the solicitation Protest because:
      1. It has a substantial interest in and is aggrieved in connection with the solicitation; and
      2. That the protesting party is responsive, in accordance with the criteria set forth in the solicitation, unless the basis for the Solicitation Protest alleges that the criteria set forth in the solicitation is defective, in which case the protesting party must demonstrate that it is responsible in accordance with the criteria that the protesting party alleges should be used;
    - iv. A detailed statement of the basis for the protest;
    - v. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;
    - vi. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
    - vii. The form of the relief requested.
  - (c) *Review and Determination of Protest:* If the Solicitation Protest is not timely, the Procurement Manager shall notify the protesting party that the Solicitation Protest is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Solicitation Protests and may conduct any inquiry that the Procurement Manager deems necessary to make a determination regarding a protest. The Procurement Manager shall issue a written determination granting or denying the protest. The written determination shall contain a concise statement of the basis for the determination.

- (d) *Appeal*: If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based, including all supporting documentation. The scope of the appeal shall be limited to the basis alleged in the Solicitation Protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was sent to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said Solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. After considering the appeal, the County Manager must determine whether the solicitation should stand, be revised, or be cancelled, and issue a written determination and provide copies of the determination to the protesting party. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (3) *Award Protest*. Any Bidder who is not the intended awardee and who claims to be the rightful awardee may file an award protest. However, an award protest is not valid and shall be rejected for lack of standing if it does not demonstrate that the protesting party would be awarded the Solicitation if its protest is upheld.
- (a) *Basis of the Award Protest*: The alleged basis for an Award Protest shall be limited to the following:
- i. The protesting party was incorrectly deemed non-responsive due to an incorrect assessment of fact or law;
  - ii. The County failed to substantively follow the procedures or requirements specified in the solicitation documents, except for minor irregularities that were waived by the County in accordance with this Code, which resulted in a competitive disadvantage to the protesting party; and
  - iii. The County made a mathematical error in evaluating the responses to the solicitation, resulting in an incorrect score and not *protesting party not being selected for award*.
- (b) *Timing and Content of the Award Protest*: The Award Protest must be in writing and must be received by the Procurement Manager, [twhite@alachuacounty.us](mailto:twhite@alachuacounty.us) by no later than 3:00 PM on the third business day after the County's proposed Award decision was posted by the County. Failure to timely file an Award Protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal the County's proposed Award decision in any administrative or legal proceeding. In the event an Award Protest is timely filed, the protesting party shall be deemed to have waived any and all proposed Award defects that were not timely alleged in the protesting party's Award Protest, and the protesting party shall be forever barred from subsequently raising or appealing said Award defects in any administrative or legal proceeding. The Award Protest must include, at a minimum, the following information:
- i. The name, address, e-mail and telephone number of the protesting party;
  - ii. The Solicitation number and title;
  - iii. Information sufficient to establish that the protesting party's response was responsive to the Solicitation;
  - iv. Information sufficient to establish that the protesting party has legal standing to file the Solicitation Protest because:
    1. The protesting party submitted a response to the Solicitation or other basis for establishing legal standing;
    2. The protesting party has a substantial interest in and is aggrieved in connection with the proposed Award decision; and
    3. The protesting party, and not any other bidder, should be awarded the Solicitation if the protesting party's Award Protest is upheld.
  - v. A detailed statement of the basis for the protest;
  - vi. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;

- vii. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
  - viii. The form of the relief requested.
- (c) *Review and Determination of Protest:* If the Award Protest is not timely, the Procurement Manager shall notify the protesting party that the Award Protests is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Award Protests and may conduct any inquiry that the county Procurement Manager deems necessary to resolve the protest by mutual agreement or to make a determination regarding the protests. The Procurement Manager shall issue a written determination granting or denying each protest. The written determination shall contain a concise statement of the basis for the determination.
- (d) Appeal:
  - i. If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based. The scope of the appeal shall be limited to the basis alleged in the award protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was mailed to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said award defects in any administrative or legal proceeding.
  - ii. After reviewing the appeal, the County Manager will issue a written final determination and provide copies of the determination to the protesting party. Prior to issuing a final determination, the County Manager, in his or her discretion, may direct a hearing officer, or magistrate, to conduct an administrative hearing in connection with the protest and issue findings and recommendations to the County Manager. Prior to a hearing, if held, the Procurement Manager must file with the hearing officer the protest, any background information, and his or her written determination. The protesting party and the County shall equally share the cost of conducting any hearing, including the services of the hearing officer. If applicable, the County Manager may wait to issue a written final determination until after receipt of the findings and recommendations of the hearing officer. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (4) *Burden of Proof:* Unless otherwise provide by Florida law, the burden of proof shall rest with the protesting party.
- (5) *Stay of Procurements during Protests.* In the event of a timely protest, the County shall not proceed further with the solicitation or with the award of the contract until the Procurement Manager, after consultation with the head of the using department, makes a written determination that the award of the solicitation without delay is:
  - (a) Necessary to avoid an immediate and serious danger to the public health, safety, or welfare;
  - (b) Necessary to avoid or substantial reduce significant damage to County property;
  - (c) Necessary to *avoid or substantially reduce interruption of essential County Services; or;*
  - (d) Otherwise in the best interest of the public.

**Public Meeting Minutes (Start Recording)**  
**RFP 26-96 Annual Laboratory Analysis Services**

Date: Thursday, May 15, 2025

Start Time: 9:01 AM

Location: 12 SE 1 Street  
3<sup>rd</sup> Floor Conf. Room  
Gainesville, FL 32601

1. **Call Meeting to Order**
2. **RFP Process Overview for Today's Meeting**

Good morning, I am Leira Cruz Cáliz, with Procurement, and I will be administrating this meeting as the Committee Chair (non-voting member).

Introduce the Evaluation Committee (the Committee), Gregory Owen (Leader), Lindsey Pavao, Efrain Tarez. Thank you, committee, for taking the time out of your busy schedule to evaluate these proposals.

Welcome to the citizens attending this Public Meeting, in person and online; this meeting is open to the public and you will have an announced time of 3 minutes for public comments. No response is required.

Please review the agenda that is on the screen.

The Committee will be evaluating vendors' proposals, discussing the submitted proposals, and approving the Committee's Ranking. The final ranking will be submitted to the Board of County Commissioners for approval and requesting authorization to move forward with negotiating contract(s).

3. **RFP Committee Members Process Instructions**

**First**      The Committee has certified that they have no Conflict of Interest in OpenGov.  
*(show them on screen, discuss if necessary)*

**Second**    Due to the cone-of-silence imposed on the Committee, this is the first occasion they have been able to talk and work together.

**Third**      The Committee will discuss the proposals, starting with the Committee leader allowing each member to give feedback.

The Committee has broad latitude in their discussions, deliberations and ranking provided they are not arbitrary and/or capricious.

*(Encourage discussion on the proposals until all members are satisfied.  
Agents will monitor the discussion, following the RFP guidelines.)*

**Fourth**    The Committee will determine whether to request oral presentations or not.

**Motion for Oral Presentations:** Lindsey Pavao motioned to not have Oral Presentations.  
Seconded by Gregory Owen

Vote 3-0

**Fifth** Committee submits their scores in OpenGov.

Procurement will review the Administrator Scores which include Volume of Previous Work, Location Preference and Small Business Enterprise.

**Sixth** Procurement will review and confirm the scores provided by the Evaluation Committee.  
(Insert Scores Below)

Vendor	Gregory Owen	Lindsey Pavao	Efrain Tavaréz	Total Score (Max Score 200)
Advanced Environmental Laborato...	160	161	180	167
Eurofins Environment Testing Sout...	159	160	170	163

- 4 Motion to Approve Ranking:** Gregory Owen motioned to approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Negotiations with the second ranked firm, as a back up, may begin, after negotiations with the first ranked have concluded; Lindsey Pavao seconded the motion.

Vote 3-0 in favor.

- 5 Public Comments** (3 minutes): Advanced Environmental Laboratories

- 6 Motion to Approve the Meeting Minutes:** Lindsey Pavao moved to approve the Minutes, Efrain Tavares seconded the motion.

Vote 3-0 in favor.

- 7** Meeting Adjourned at 9:29 a.m.



EXECUTIVE SUMMARY  
RFP No. 26-96-MM  
Annual Laboratory Analysis Services

RESPONSE DEADLINE: April 9, 2025 at 2:00 pm

Thursday, May 15, 2025

## SOLICITATION OVERVIEW

<b>Project Title</b>	Annual Laboratory Analysis Services
<b>Project ID</b>	26-96-MM
<b>Project Type</b>	Request For Proposal
<b>Release Date</b>	March 5, 2025
<b>Due Date</b>	April 9, 2025
<b>Procurement Agent</b>	Mandy Mullins
<b>Evaluators</b>	Gregory Owen, Lindsey Pavao, Efrain Tavaréz
<b>Project Description</b>	Annual laboratory services for water chemical analysis testing.

## Introduction

### Summary

Alachua County Board of County Commissioners (hereinafter, the “County” or “Alachua County”) is seeking proposals from qualified individuals or entities (hereinafter, referred to as “Consultant” or the “proposer”) for the provision of 26-96-MM Annual Laboratory Analysis Services.

The following apply to this request for proposal: [Instruction to Proposers](#), [Terms and Conditions](#), [Insurance](#), [Scope of Work](#), [Proposal Requirements and Organization](#), [Request for Proposal Selection Procedures](#), [Evaluation Phases](#), [Attachments](#), [Submittals](#) and [Sample Agreement](#).

Annual laboratory services for water chemical analysis testing.

### Background

**Location:** Alachua County is located in North Central Florida. The County government seat is situated in Gainesville. Gainesville is located 70 miles southwest of Jacksonville, 129 miles southeast of Tallahassee,

140 miles northeast of Tampa - St. Petersburg and 109 miles northwest of Orlando. Alachua County has a population of over 250,000 and a regional airport. The County itself consists of a total area of 969 square miles.

**Form of Government:** Alachua County is governed by a Board of five (5) elected County Commissioners and operates under the established County Manager Charter form of government. In addition to the five County Commissioners, there are five elected Constitutional Officers: Supervisor of Elections, Sheriff, Clerk of the Court, Tax Collector, and the Property Appraiser. The Alachua County Attorney also reports to the Board.

### Contact Information

**Mandy Mullins**

Procurement Agent I

Email: [mmmullins@alachuacounty.us](mailto:mmmullins@alachuacounty.us)

Phone: [\(352\) 384-3090](tel:(352)384-3090)

**Department:**

Environmental Protection

### Timeline

<b>Solicitation Release Date</b>	March 5, 2025
<b>Question Submission Deadline</b>	March 30, 2025, 12:01am



<p><b>Solicitation Submission Deadline</b></p>	<p>April 9, 2025, 2:00pm</p> <p>The scheduled solicitation opening will occur via Teams Meeting; the information to join is provided below. Attendance (live viewing) of the proposals opening is not required.</p> <p>Join Microsoft Teams meeting  Join on your computer, mobile app or room device  Click here to join the meeting</p> <p><a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d">https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d</a></p> <p>Meeting ID: 259 625 692 241  Passcode: yX9G3Q  Download Teams   Join on the web  Or call in (audio only)  +1 469-998-7938,,366862554# United States, Dallas  Phone Conference ID: 366 862 554#</p> <p>If you have a disability and need an accommodation in order to participate, please contact the Alachua County ADA Coordinator at <a href="mailto:ADA@alachuacounty.us">ADA@alachuacounty.us</a> or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. If you are unable to notify the Office prior to the event, please inform an Alachua County employee that you need assistance. TDD/TTY users, please call 711 (Florida Relay Service).</p>
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## SOLICITATION STATUS HISTORY

Date	Changed To	Changed By
Feb 10, 2025 5:22 AM	Draft	Mandy Mullins
Feb 10, 2025 5:44 AM	Review	Mandy Mullins
Mar 4, 2025 11:35 AM	Final	Mandy Mullins
Mar 4, 2025 11:36 AM	Post Pending	Mandy Mullins
Mar 5, 2025 6:00 AM	Open	OpenGov Bot
Apr 9, 2025 2:00 PM	Pending	OpenGov Bot
Apr 21, 2025 10:15 AM	Evaluation	Mandy Mullins

## PROPOSALS RECEIVED

Status	Vendor	Contact Info	Submission Date
Submitted	Advanced Environmental Laboratories, Inc.	Todd Romero tromero@aellab.com (322) 538-4939	Apr 9, 2025 10:40 AM
Submitted	Eurofins Environment Testing Southeast, LLC	Gary Wood ese.reg@et.eurofinsus.com	Apr 9, 2025 11:06 AM
No Bid	Fisher Scientific	John Bailey john.bailey@thermofisher.com	Mar 5, 2025 7:58 AM
No Bid	Patterson Veterinary	Gregory Pounds pvs.orders.gov- institute@pattersonvet.com	Mar 5, 2025 7:42 AM

## VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	Advanced Environmental Laboratories, Inc.	Eurofins Environment Testing Southeast, LLC
Corporate Resolution Granting Signature	Pass	Pass
State Compliance	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response

Question Title	Advanced Environmental Laboratories, Inc.	Eurofins Environment Testing Southeast, LLC
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass
Alachua County Government Minimum Wage	Pass	Pass
Alachua County Location Preference	Pass	Pass
Drug Free Workplace	Pass	Pass
Vendor Eligibility	Pass	Pass
NON-SBE Subcontractors	Pass	Pass
Responsible Agent Designation	Pass	Pass
Conflict of Interest	Pass	Pass
Request for Proposal Submittal Documentation	Pass	Pass
Acknowledgement of Requirements	Pass	Pass

## PRICING RESPONSES

## QUESTIONS AND ANSWERS

Approved, Unanswered Questions

Approved, Answers Provided

1. Pricing

Mar 6, 2025 8:18 AM

**Question:** Can you please share the incumbent pricing with us to include pricing sheet.

Mar 6, 2025 8:18 AM

**Answered by Mandy Mullins:** See official notice #1.

Mar 10, 2025 5:39 AM

2. Pricing

Mar 6, 2025 8:21 AM

**Question:** Can you please let us know what the annual Spend was for 2024, 2023 and 2022 for this contract?

Mar 6, 2025 8:21 AM

**Answered by Mandy Mullins:** See official notice #1.

Mar 10, 2025 5:39 AM

ADDENDA & NOTICES

ADDENDA ISSUED:

No Addenda issued.

NOTICES ISSUED:

Notice #1

Mar 10, 2025 5:39 AM

Current Agreements, Total Spend

1003334 - ALS GROUP	7,313.00
6069160 - ADVANCED ENVIRONMENTAL LABS INC	45,537.50

Attachments:

- [CONTRACT #11404 ALS Group USA](#)
- [CONTRACT #11404 2nd Amendment ALS Group USA](#)
- [CONTRACT #11405 1st Amendment Advanced Environmental Laboratories Inc](#)

- [CONTRACT #11405 Advanced Environmental Laboratories Inc](#)
- [CONTRACT #11404 1st Amendment ALS Group USA](#)
- [CONTRACT #11405 2nd Amendment Advanced Environmental Laboratories Inc](#)

**Notice #2**

*Apr 9, 2025 2:10 PM*

Receive Only Vendor Info.

*Attachments:*

- [BT 26-96 Annual Laboratory Analysis Services](#)

**Notice #3**

*May 5, 2025 8:10 AM*

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Thursday, May 15, 2025**, 9:00 AM to discuss and update of the proposals for competitive solicitation RFP 26-96-MM Annual Laboratory Analysis Services. The final recommendations will be sent to the Alachua County Board of County Commissioners.

Topic: Public Notice of Evaluation Committee Meeting for RFP 26-96-MM Annual Laboratory Analysis Services

Time: **Thursday, May 15, 2025** at 9:00 am Eastern Time (US and Canada)

Location: Alachua County Administration Building  
3rd Floor Conference Room  
12 SE 1st Street, Gainesville, FL 32601

Via Microsoft Teams

Meeting ID: 239 008 766 626

Passcode: Mh7Bf3fD

[https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_NjJhOTU4YzMtMGI4Yi00MjhiLWFiNmEtYzYwMGFhMGIzMDcy%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d](https://teams.microsoft.com/l/meetup-join/19%3ameeting_NjJhOTU4YzMtMGI4Yi00MjhiLWFiNmEtYzYwMGFhMGIzMDcy%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d)

**Dial in by phone**

+1 469-998-7938 ,388624961# United States, Dallas

Phone conference ID: 388 624 961#

These meetings are subject to change and/or cancellation. If you have any questions regarding these meetings, please call 352.384.3090. All persons are advised that, if they decide to contest any decision

made at any of these meetings, they will need a record of the proceedings and, for such purpose, they may need to ensure that verbatim record of the proceedings is made which record includes the testimony and evidence upon which the appeal is to be based. If any accommodations are needed for persons with disabilities, please contact the County's Equal Opportunity Office at (352)374-5275 or (TTD) (352)-374-5284.

## EVALUATION

### PHASE 1

#### EVALUATORS

Name	Title	Agreement Accepted On
Gregory Owen	Senior Planner	May 5, 2025 9:00 AM
Lindsey Pavao	Senior Environmental Specialist	May 5, 2025 10:53 AM
Efrain Tavaréz	Senior Environmental Specialist	May 5, 2025 3:43 PM

#### EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Competency of the Consultant	Points Based	50 (25% of Total)

Description:

- A. Did the Consultant provide a brief statement of background, organization, and size?
- B. Does the Consultant have experience with past work of similar scope and budget?
- C. Has the Consultant recently done this type of work for a state, or local government in the past?
- D. Does the Consultant's workload and ability satisfy County requirements for this project?
- E. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Manager and Project Team's Competency and Qualifications	Points Based	30 (15% of Total)

Description:

- A. Was a project team identified?
- B. Do the Project Manager, Project Team and Key Staff have experience with projects comparable in size and scope?
- C. Do the Project Manager, Project Team and Key Staff have experience with state or local government?
- D. Does the Project Manager have a stable job history?
- E. Is the team makeup appropriate for the project?
- F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?
- G. Was a point of contact identified?
- H. Was there an alternate to the point of contact identified?
- I. Are the subcontractors, if any, identified?
- J. Does the subcontractor have experience with projects comparable in size and scope?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Understanding and Approach	Points Based	50 (25% of Total)

Description:

- A. Did the proposal indicate a thorough understanding of the project, the scope, and objectives through a concise narrative?
- B. Did the Consultant describe the approach to the provision of services as required and the specific work plan to be employed to implement it?
- C. Is the appropriate emphasis placed on the various work tasks?
- D. Did the firm develop a workable approach to the project?
- E. Does the proposal specifically address the County's needs or is it "generic" in content?

- F. Does the proposal indicate how this project fits into the total workload of the Consultant during the project period?

Based on questions above, award points as follows:

- A. 50 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Ability to Meet Project Schedule and Budget Requirements	Points Based	30 (15% of Total)

Description:

- A. Did Consultant provide a draft project schedule that includes: milestones, individual tasks and major deliverable deadlines?
- B. Is the draft project schedule reasonable based on quantity of personnel assigned to the project?
- C. Did the Consultant provide the Project Manager, Project Team, and Key Staff's percentage of involvement, tasks and/or hours assigned?
- D. Are the hours assigned to the various team members for each task appropriate?
- E. Is the pricing provided reasonable for the project's tasks?
- F. Is the pricing in line with the County's budget?
- G. Does the information contained in the proposal indicate that the firm will, or will not, meet time and budget requirement?

Based on questions above, award points as follows:

- A. 30 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Proposal Organization	Points Based	10 (5% of Total)

Description:

- A. Was proposal organization per the RFP? Did Consultant include a letter of interest?
- B. Was all required paperwork submitted and completed appropriately?



- C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

Based on questions above, award points as follows:

- A. 10 - 8 points - Exceptional Experience  
B. 7 - 5 points - Average Experience  
C. 4 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Volume of Previous Work (VOW) awarded by the County	Points Based	5 (2.5% of Total)

Description:  
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Location	Points Based	10 (5% of Total)

Description:  
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Small Business Enterprise Participation (SBE)	Points Based	15 (7.5% of Total)

Description:  
Points Provided by Procurement.

## AGGREGATE SCORES SUMMARY

Vendor	Gregory Owen	Lindsey Pavao	Efrain Tavarez	Total Score (Max Score 200)
Advanced Environmental Laboratories, Inc.	160	161	180	<b>167</b>
Eurofins Environment Testing Southeast, LLC	159	160	170	<b>163</b>

## VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability and Competency of the Consultant Points Based 50 Points (25%)	Project Manager and Project Team's Competency and Qualifications Points Based 30 Points (15%)	Project Understanding and Approach Points Based 50 Points (25%)	Ability to Meet Project Schedule and Budget Requirements Points Based 30 Points (15%)
Advanced Environmental Laboratories, Inc.	48.3	28.3	45	23.3
Eurofins Environment Testing Southeast, LLC	49	28.3	43.3	27.3

Vendor	Proposal Organization Points Based 10 Points (5%)	Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	Location Points Based 10 Points (5%)	Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)
Advanced Environmental Laboratories, Inc.	9	3	10	0
Eurofins Environment Testing Southeast, LLC	10	5	0	0

Vendor	Total Score (Max Score 200)
Advanced Environmental Laboratories, Inc.	167
Eurofins Environment Testing Southeast, LLC	163

## INDIVIDUAL PROPOSAL SCORES

Advanced Environmental Laboratories, Inc.	
Ability and Competency of the Consultant   Points Based   50 Points (25%)	
Gregory Owen: 45	
Lindsey Pavao: 50	
Efrain Tavarez: 50	
Project Manager and Project Team's Competency and Qualifications   Points Based   30 Points (15%)	

Gregory Owen: 25

Lindsey Pavao: 30

Efrain Tavarez: 30

#### Project Understanding and Approach | Points Based | 50 Points (25%)

Gregory Owen: 45

Lindsey Pavao: 40

Efrain Tavarez: 50

#### Ability to Meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Gregory Owen: 22

Lindsey Pavao: 20

Project schedule is vague, but company confident they can meet our needs.

Efrain Tavarez: 28

#### Proposal Organization | Points Based | 10 Points (5%)

Gregory Owen: 10

Lindsey Pavao: 8

No letter of interest. 160 pages of analyses certifications.

Efrain Tavarez: 9

#### Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Gregory Owen: 3

VOW \$141,222.20

Lindsey Pavao: 3

VOW \$141,222.20

Efrain Tavarez: 3

VOW \$141,222.20

#### Location | Points Based | 10 Points (5%)

Gregory Owen: 10

4965 SW 41st Blvd Gainesville, FL 32608

Lindsey Pavao: 10

4965 SW 41st Blvd Gainesville, FL 32608

Efrain Tavarez: 10

4965 SW 41st Blvd Gainesville, FL 32608

**Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)**

Gregory Owen: 0

Consultant Small Business Enterprise Good Faith Effort Option 5. If you selected "NO" on SBE Options 1, 2, 3 and 4, complete SBE Option 5. A consultant will not receive points if all work is to be performed by the Consultant and subcontractors are Non-Small Business Enterprise vendors. The consultant should complete Option 5 to demonstrate a good faith effort to utilize SBE subcontractors. If options 1, 2, 3, or 4 were not chosen, the Consultant should complete Option 5 substantiating compliance with good faith effort requirements. In accordance with the Alachua County Procurement Code, I have solicited and received responses from the following Alachua County certified SBE companies. (The SBE vendor's response should be entered in the section below.) No SBE Vendors able to provide environmental lab services in support of this contract are located in Alachua County.

Lindsey Pavao: 0

Consultant Small Business Enterprise Good Faith Effort Option 5. If you selected "NO" on SBE Options 1, 2, 3 and 4, complete SBE Option 5. A consultant will not receive points if all work is to be performed by the Consultant and subcontractors are Non-Small Business Enterprise vendors. The consultant should complete Option 5 to demonstrate a good faith effort to utilize SBE subcontractors. If options 1, 2, 3, or 4 were not chosen, the Consultant should complete Option 5 substantiating compliance with good faith effort requirements. In accordance with the Alachua County Procurement Code, I have solicited and received responses from the following Alachua County certified SBE companies. (The SBE vendor's response should be entered in the section below.) No SBE Vendors able to provide environmental lab services in support of this contract are located in Alachua County.

Efrain Tavaréz: 0

Consultant Small Business Enterprise Good Faith Effort Option 5. If you selected "NO" on SBE Options 1, 2, 3 and 4, complete SBE Option 5. A consultant will not receive points if all work is to be performed by the Consultant and subcontractors are Non-Small Business Enterprise vendors. The consultant should complete Option 5 to demonstrate a good faith effort to utilize SBE subcontractors. If options 1, 2, 3, or 4 were not chosen, the Consultant should complete Option 5 substantiating compliance with good faith effort requirements. In accordance with the Alachua County Procurement Code, I have solicited and received responses from the following Alachua County certified SBE companies. (The SBE vendor's response should be entered in the section below.) No SBE Vendors able to provide environmental lab services in support of this contract are located in Alachua County.

**Eurofins Environment Testing Southeast, LLC**

**Ability and Competency of the Consultant | Points Based | 50 Points (25%)**

Gregory Owen: 47

Lindsey Pavao: 50

Efrain Tavaréz: 50

**Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)**

Gregory Owen: 25

Lindsey Pavao: 30

All analyses performed in-house.

Efrain Tavaréz: 30

**Project Understanding and Approach | Points Based | 50 Points (25%)**

Gregory Owen: 45

Lindsey Pavao: 40

Efrain Tavaréz: 45

**Ability to Meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)**

Gregory Owen: 27

Lindsey Pavao: 25

Online portal is enticing, lower cost even with shipping.

Efrain Tavaréz: 30

**Proposal Organization | Points Based | 10 Points (5%)**

Gregory Owen: 10

Lindsey Pavao: 10

Efrain Tavaréz: 10

**Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)**

Gregory Owen: 5

Lindsey Pavao: 5

Efrain Tavaréz: 5

**Location | Points Based | 10 Points (5%)**

Gregory Owen: 0

481 Newburyport Ave. Altamonte Springs, FL 32701

Lindsey Pavao: 0

481 Newburyport Ave. Altamonte Springs, FL 32701

Efrain Tavaréz: 0

481 Newburyport Ave. Altamonte Springs, FL 32701

**Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)**

Gregory Owen: 0

Small Business Enterprise Option 4: No Subcontractors The Consultant will perform ALL work and that no subcontractors will be utilized for this proposal. If you select "Yes", answer No on SBE Options 1, 2, 3 and mark as N/A on SBE Option 5. If you select "No" move to SBE Option 5. A consultant will not receive points if all work is to be performed by the Consultant and no SBE subcontractors will be utilized for this proposal. Yes

Lindsey Pavao: 0

Small Business Enterprise Option 4: No Subcontractors The Consultant will perform ALL work and that no subcontractors will be utilized for this proposal. If you select "Yes", answer No on SBE Options 1, 2, 3 and mark as N/A on SBE Option 5. If you select "No" move to SBE Option 5. A consultant will not receive points if all work is to be performed by the Consultant and no SBE subcontractors will be utilized for this proposal. Yes

Efrain Tavaréz: 0

Small Business Enterprise Option 4: No Subcontractors The Consultant will perform ALL work and that no subcontractors will be utilized for this proposal. If you select "Yes", answer No on SBE Options 1, 2, 3 and mark as N/A on SBE Option 5. If you select "No" move to SBE Option 5. A consultant will not receive points if all work is to be performed by the Consultant and no SBE subcontractors will be utilized for this proposal. Yes

**Signature:** *Mandy Mullins*

**Email:** mmmullins@alachuacounty.us