



## DEPARTMENT OF PURCHASING AND CONTRACTS

15470 FLIGHT PATH DRIVE ♦ BROOKSVILLE, FLORIDA 34604  
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**DATE:** September 22, 2025

**TO:** Joe Goulart, Contracting Agent II

**FROM:** Landis Legg, Project Manager

**SUBJECT:** Recommendation for Award Bid No. 25-T01014/JG  
Project Name: Laboratory Testing Services

The attached bid received from Advanced Environmental Laboratories, Inc. for the above referenced project/solicitation is submitted for your review, evaluation, and award recommendation. In accordance with the Hernando County Ordinance No. 93.16, Section 2-105 (6) and Purchasing and Contracts Department Policies and Procedures Manual, Procedure No. 130F, Paragraph 3. (D), Policy 140I, Paragraph 2(H), please complete items 2 through 6 and return this award recommendation form with your technical evaluation attached, approved by your department director/manager.

1. Total Contract Bid Price is: \$151,567.50
2. Reference checks are satisfactory: ☒ YES ☐ NO  
If no, provide an explanation using the space provided below and/or attached to this form.
3. Recommend award as responsive and responsible bidder ☒ YES ☐ NO  
If no, provide a detailed explanation using the space provided below and/or attached to this form.
4. Request Next Bidder? ☐ YES ☒ NO
5. Provide a statement that addresses the reason(s) for your recommendation or rejection. Include your basis for determining that pricing is fair and reasonable and that the Bidder has the ability and resources to perform in accordance with the bid terms, conditions and scope.  
Advanced Environmental Laboratories can meet the requirements of the bid and are the lowest Bidder. The prices are reasonable for the requirements. Testing of the plants are required by our Florida Department of Environmental Protection plant operating permits.

6. Provide the funding information: Fund 4111 Dept 07111 Account 5303432  
Fund 4111 Dept 07121 Account 5303432

Reviewed & Completed By: Landis Legg Date: 9/22/2025  
Project Manager

Recommendation Approved By: [Signature] Date: 9/22/25  
Department Director/Manager

Enclosure

## TECHNICAL EVALUATION FOR BID AWARD

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When specific types and quantities of equipment are required to meet minimum standards, the bidder may address this requirement by providing purchasing with a pro-forma invoice with confirmation from a bank or lending institution to the effect that they are prepared to finance the lease or purchase of equipment necessary to perform the services if the bidder is awarded the contract.

D. Does the bidder have a satisfactory record of performance? Yes

At a minimum, the bidder's record on previous county contracts must be considered and an attempt must be made to contact all references. The reference form attached is to be used for your documentation of your reference check. If references cannot be contacted, the Department shall contact Purchasing for additional references. Purchasing shall request from the bidder in writing of this fact and inform that the reference must contact the project person within two business days or it will negatively impact the evaluation of the bid.

E. Provide your overall recommendation on the Recommendation for Award Form. **Our overall recommendation for the Bid is Advanced Environmental Labs.**

**Note: At no time will the user/project person/bid evaluator discuss responsiveness, responsibility or withdrawal from the bidding process with any bidder. Moreover, it is strictly prohibited for any County representative involved in the bidding process to attempt to negotiate bids, influence or otherwise impact the business decisions of a bidder.**

## REFERENCE

Reference For (Firm/Company): Advanced Environmental Laboratories, Inc.

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: Hernando County Utilities

First Name, Last Name: Landis Legg

PHONE #: (352) 754-4490 Email: Landisl@co.hernando.fl.us

1. Describe the work contracted to firm/company.  
Water and wastewater sample analyses.
2. Was the work completed on time?  
Work completed 99% on time. On holidays there has been a problem with the sample analysis being out of hold time as it was not run within the required time frame.
3. Were you satisfied with the final results?  
Reports and invoices are returned in a timely manner.
3. Did you implement their recommendations?  
They have had no recommendations for us.
4. Did you encounter any problems?  
Exceedances for bac-t samples were not always reported to the department timely. The sample courier has forgotten to pick up samples at some of the locations requiring us to contact the lab and leave a message to have courier return to the site. The lab does not provide us with the courier's phone number.
5. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism 4

Qualifications 5

Final Product 5

Cooperation 4

Reliability 4

6. Would you contract with this company again?  
Yes ☒ No ☐ Maybe ☐

Hernando County Use Only

Reference checked by:

Landis Legg

Date:

09/19/2025

## REFERENCE

Reference For (Firm/Company): Advanced Environmental Laboratories, Inc.

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: Tampa Bay Water

First Name, Last Name: Stephen, Cantin

PHONE #: 8137331815 Email: scantin@tampabaywater.org

1. Describe the work contracted to firm/company.

Tampa Bay Water contracts our monthly, quarterly and annual drinking water compliance and non-potable water monitoring samples to AEL for anything our own laboratory does not perform in house, including some general chemistry, semi-volatiles, metals and radiochemistry parameters.

2. Was the work completed on time?

>99% of the time the work is completed in a timely manner. There were only a few occasions in the last four years where we had to request status on samples. A one-to-two-week turnaround time is generally okay with us, but when sample data is still pending at three weeks it can become difficult for us to meet our turnaround time requirements.

3. Were you satisfied with the final results?

Yes. The consistency of the results is good. QC is good but can be missing from the reports from time to time. Only a few revisions were required throughout the last four years. The reports are easy to read.

4. Did you implement their recommendations?

We haven't used them so much in this capacity.

5. Did you encounter any problems?

See above. Outside of those occurrences there have been no issues.

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism 4

Qualifications 5

Final Product 4

Cooperation 5

Reliability 5

7. Would you contract with this company again?

Yes ☒ No ☐ Maybe ☐

Hernando County Use Only

Reference checked by: Landis Legg Date: 09/19/2025

## REFERENCE

Reference For (Firm/Company): Advanced Environmental Laboratories, Inc. (AEL)

Company & Person Completing Reference: (Company & First and Last Name of Person Completing this Form):

Company Name: Polk County Board of County Commissioners – Utilities Division

First Name, Last Name: Krystal Azzarella, Utilities Environmental Affairs Manager

PHONE #: 863-298-4195 Email: krystalazzarella@polk-county.net

1. Describe the work contracted to firm/company.

*AEL was contracted to complete our water/wastewater/reclaimed water and biosolids sampling as required by the Florida Department of Environmental Protection, the Polk County Department of Health and the United States Environmental Protection Agency.*

2. Was the work completed on time?

*The percentage of reports received late was 29%*

3. Were you satisfied with the final results?

*AEL is one of several laboratories we have used over the years. I have found that no lab is without their problems. AEL does better than most. Occasionally, we do not receive phone calls for failed samples and have missed being able to resample within the required time period.*

4. Did you implement their recommendations?

*Recommendations were not a part of the contracted services.*

5. Did you encounter any problems?

*AEL was also contracted to provide the data in a format that could be uploaded into HACH WIMS. We experienced difficulties, including the fact that bacteriologicals could not be provided in a format that could be uploaded. Late sample results including not receiving phone calls of exceedances caused a few problems.*

6. How would you rate the company on a scale of 1 to 5 (low to high) on the following:

Professionalism      5-We have never encountered unprofessionalism from the current team.

Qualifications      5-Their compliance record overall (based on other labs) is great.

Final Product      4-Difficult integration with HACH WIMS means the final product is still in progress with that portion of the contract. The contract has two more years.

Cooperation      4-For the most part, AEL was willing to work with PCU to resolve issues within the current contract requirements. We monitor the invoice costs against the lab bid to ensure the right method and price was used.

Reliability      4-Exceedances were not always timely reported to staff by phone.

7. Would you contract with this company again?

Yes    X                      No    \_\_\_\_\_                      Maybe \_\_\_\_\_

Hernando County Use Only

Reference checked by:

Landis Legg

Date:

09/19/2025

## TECHNICAL EVALUATION FOR BID AWARD

ITB# 25-T01014/JG

### Laboratory Testing Services

This document has been developed to facilitate your evaluation. Your evaluation should be limited to the attached. **Purchasing will ensure that all documents required by the solicitation are contained for evaluation. This documentation will be included with the bid submitted for evaluation. Bids that are determined non-responsive by the Purchasing Division will not be submitted to you for evaluation.** Please note that you should focus your attention on the areas contained within this document. Your evaluation will be a major consideration as to the responsiveness and/or responsibility of a bidder.

- A. Is the amount of the bid reasonable and realistic for the services to be performed or the item or equipment to be purchased? **Yes**

If the bid is considered reasonable/realistic, provide justification for your conclusion. **The solicitation for the Environmental Testing was successfully bid and Advanced Environmental Labs were the lowest bidder to meet the requirements.**

If you consider the bid to be unreasonable and/or unrealistic, please explain in detail.

- B. Was an independent County estimate developed prior to soliciting for the procurement? **The estimate by the county was based on the current unit pricing by the piggyback contract that we are currently using.**

If affirmative, submit this estimate with your evaluation in the same format as the bid schedule and describe the extent the estimate was used in the analysis of the bid. **Using the old contract pricing the budget would have required \$181,696 and with the new pricing it is estimated that the approximate cost would be \$129,595 for the estimated number of samples.**

- C. Do the resources (manpower, equipment, supplies, etc.) proposed by the bidder meet the minimum requirements, if any, established by the solicitation? **Yes**

If minimums were not identified in the solicitation, you may request information on proposed resources from the bidder through Purchasing.