

CITY OF CAPE CORAL

REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: PUBLIC WORKS - ERD

Vendor Name: Beemats, LLC

Address: 3637 State Road 44, New Smyrna Beach, FL 32168

Phone: (386) 428-8578

Price: \$24,372.00

Description of item to be procured:

The quote covers the maintenance and nutrient analysis of 12 planted floating islands which the City purchased in September of 2021. The purpose was to study the effectiveness of the islands by regularly having the plants trimmed and measuring the nutrients removed. The removal brings credits to the city to meet its water quality improvement goals towards the State' Basin Management Action Plan to comply with the total Maximum Daily Loads. Aside from breaks due to hurricanes, we have opened purchase orders for maintenance several times a year since then. Beemats submitted a proposal for the entire year, consisting of 3 maintenances. The annual maintenance includes retrieval, biomass harvest, repair, and re-anchoring of the Floating Wetland Islands every four months with lab reports for each harvest and an annual report at the end of each year. Each harvest will be billed at \$1.50 per sq. ft. for 5,416 sq. ft. for \$8,124 or 3 events for a total of \$24,372.00.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:

While Beemats' floating wetland is a Florida-based patented product, they also provide the plants, installation, and maintenance. They have custom platforms, which enable them to lift the islands at the water's edge to allow for trimming the roots and most of the top growth for maintenance. Other companies provide a floating mat, but purchasing the plants and installation of the mats, along with any maintenance, would need to be done by City staff.


2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

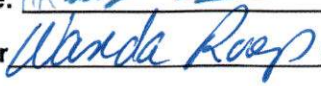
-Midwest Floating Island (BioHaven)-does not provide plants or maintenance of planted islands.

-Biomatrix Floating Ecosystems- does not provide plants or maintenance of planted islands.

3.) Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:

Investigate City staff purchasing the plants, constructing platforms, and purchasing tools to conduct island maintenance. This will require considerable staff time to research and complete.

AFB Department Director's Signature:  Date: 12/10/24

Approval: Procurement Manager  (not to exceed \$50,000.00) Date: 12/10/24

Approval: City Manager _____ (not to exceed \$100,000.00) Date: _____

MEMORANDUM

**CITY OF CAPE CORAL
PUBLIC WORKS DEPARTMENT**

TO: Wanda Roop, Procurement Manager

FROM: Matt Williams, P.E., CFM Public Works Director *MW*
Maya Robert, Environmental Resources Manager *MR*

DATE: November 22, 2024

SUBJECT: Beemats Sole Source for Maintenance of Floating Islands

Background:

Beemats are floating wetlands that perform water quality and habitats improvements at five freshwater locations throughout the city. Nutrients are taken up from the water by the plants and removed by annual trimming of most of the top growth and roots of the plants. The material is taken from the system and analyzed for nutrient content, providing the total amount removed. Beemats LLC is a Sole Source provider of the specialized maintenance and analysis needed for this project. Staff reached out to the vendor to receive an estimate for the annual maintenance and analysis.

Recommendation:

Staff is recommending opening a Requisition with Beemats, LLC for \$24,372.00, including replacement of dead or missing plants, maintenance of the structure, cutting and analysis of the excess vegetation.

Funding:

This is part of project # Y304071003-0000-531399 budgeted for and funded by the Stormwater Enterprise Fund.

MI/MW/MR:mr (Beemats sole source justification memo)

Attachment: Sole Source Form
Sole Source Letter
Quote

C: Alicia Pearce Smith, Public Works Business Manager *APS*



Beemats

November 8, 2024

City of Cape Coral
1015 Cultural Park Blvd.
Cape Coral, FL 33990

Re: Beemats

As you know, our unique floating wetland system is patented (U.S. Patent No. 7,448,163 B2), and we are the sole source for this system. Beemats incorporate aquatic plants, grown in perforated pots, that encourage hydroponic root growth and the establishment of a periphyton community to aid in nutrient uptake and acquisition. Our system was developed based on the philosophy that certain plants, suspended in the water, will absorb and store excess nitrogen and phosphorus in competition with algae, duckweed, hydrilla and other nuisance plants. The periodic harvest of the plant biomass is a key component of active nutrient control, providing pollutant removal accountability. There are no other floating wetland companies that offer regular harvesting with laboratory analysis, establishing certified nutrient removal.

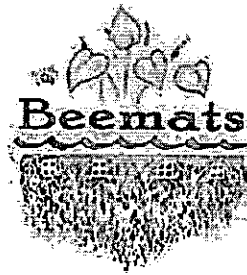
Thank you for your consideration on this project.



Steve Beeman

3637 State Road 44
New Smyrna Beach, FL 32168
Ph: 386-428-8578 Fax: 386-428-8879

Beemats LLC
 3637 State Road 44
 New Smyrna Beach, FL
 32168-8888 US
 +13864288578
 beemats@gmail.com
 www.beemats.com



Estimate 1001

ADDRESS

City of Cape Coral
 PO Box 150027
 Cape Coral, FL 33915

DATE 11/22/2024	TOTAL \$24,372.00	EXPIRATION DATE 12/22/2024
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DESCRIPTION	QTY	RATE	AMOUNT
Maintenance for 2024- 2025			0.00
			0.00
-Sq. Ft. - Floating Wetland Maintenance Per Year @	5,416	4.50	24,372.00
Includes: Retrieval, Biomass Harvest, Repair and Re- Anchoring of the Floating Wetland Islands every four months with lab reports for each harvest and annual report at the end of each year.			
**Each harvest will be billed at \$1.50 per sq. ft.			
**Maintenance schedule will be Nov. 2024, March 2025 and July 2025.			
			0.00

Sign and Date

This Estimate is Valid for 30 Days from the Date of the estimate.

SUBTOTAL	24,372.00
TAX	0.00

TOTAL	\$24,372.00
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THANK YOU.

Accepted By

Accepted Date

Sign and Date

This Estimate is Valid for 30 Days from the Date of the estimate.