

**Agenda Item:** 2.d

**Meeting Date:** October 23, 2025

## MEMORANDUM

**To:** City Commission

**Through:** Jennifer K. Bramley, City Manager

**From:** Clay Watkins

**Date:** 2025-10-14

**Subject:** Award of Bid #25-2531 for the Laboratory Services Annual Contract to Advanced Environmental Laboratory, Inc., of Tampa, FL; and to Eurofins Environment Testing Southeast, LLC, of Altamonte Springs, FL.

**Presenter(s):** Alejandro Gonzalez, P.E., Project Manager; and Janice "Nan" Bennett, P.E., Utility Operations Manager.

**Staff Recommendation:** Commission to award Bid #25-2531 for the Laboratory Services Annual Contract to Advanced Environmental Laboratory, Inc., of Tampa, FL; and to Eurofins Environment Testing Southeast, LLC, of Altamonte Springs, FL.

**Strategic Themes:** City Services and Infrastructure, Planning & Growth

**Boards & Committees:** N / A

**Budget Impact:** Funds for the purchase of Laboratory Services are budgeted as follows: in the Water/Wastewater Fund, under Water @ \$40,000 (Acct. #441-5165-533-053110-WU); and Wastewater @ \$80,000 (Acct. #441-5265-535-053110-WU); and in the Stormwater Fund, @ \$3,000 under (Acct. #443-5300-538-053110-WU).

**Past Action:** 1.) Commission awarded Bid #20-1144 for the purchase of Laboratory Services to Advanced Environmental Laboratories, Inc., of Tampa, FL, at their March 3, 2020 Work Session Meeting, under Agenda Item #2.f.

**Next Action:** Utilities and Public Works staff will begin utilizing both awarded firms for required regulatory Laboratory Testing, subject to Commission approval of award recommendation.

**Attachments:**

- A. Purchase Agent Memo - ITB #25-2531 Laboratory Services.pdf
- B. Bid Tabulation - ITB 25-2531- LABORATORY ANALYSIS.pdf
- C. AEL Bid Submittal.PDF

## [D. EuroFins Bid Submittal.pdf](#)

### **Background:**

The City of Dunedin's Water, Wastewater, and Stormwater divisions have a myriad of mandated regulatory testing which require daily, weekly, monthly, quarterly, and annual sampling. The permits for our Wastewater Treatment Plant (WWTP), Potable Water System (PWS), and our Municipal Separate Storm Sewer System (MS4) all require a wide range of parameters, analytes, and testing methods. Between the three (3) divisions noted above, an approximate 7,000 samples are necessary to be tested annually, and reported to their corresponding regulatory agency. All the samples must be picked up or delivered and analyzed according to EPA method standards by our contracted Laboratory, and analysis completed within required timeframes. The results also must be reported timely to ensure regulatory compliance. The annual Laboratory Services agreement is frequently utilized, nearly daily by staff from the water, sewer and stormwater utilities divisions.

The previous Laboratory Services contract awarded in 2020 expires in 2025, and did not include required Stormwater testing parameters in that agreement. The City's Engineering Division worked closely with the Utilities and Public Works Departments to solicit a new laboratory services contract that met the current sampling and regulatory needs of the Water, Wastewater and Stormwater Divisions.

The Laboratory Services Annual Contract was solicited as Invitation to Bid (ITB) #25-2531. The requested services were competitively advertised and bid as described in the attached Purchasing Agent memorandum. Two (2) bids were received Advanced Environmental Laboratory, Inc., of Tampa, FL (AEL); and Eurofins Environment Testing Southeast, LLC, of Altamonte Springs, FL (Eurofins), ranging in cost from \$101,699 and \$115,977 based on anticipated and estimated annual testing requirements. Upon reviewing all bids, it was deemed that both bids were responsive and responsible.

In a detailed evaluation of the two (2) bids, it was identified that no singular laboratory had an "across the board" lowest cost of services. The two (2) firms varied in lowest cost per test that benefitted Water, Wastewater, and Stormwater requirements in prospective cost savings. For example, Eurofins has \$16 per test for Enterococcus, while AEL bid at \$30/test, which is to the benefit of the Stormwater Division. However, AEL has \$14 per test for Total & Fecal Coliform, while Eurofins bid at \$32, which is to the benefit of the Water Division. It is at the City's discretion to utilize both lab services to realize potential cost savings wherever practical.

In the Bidding Proposal, under Section C - Part 4 - "Intent", it states "Although it is the City's intent to award the entire contract to one contractor, the City reserves the option to split the laboratory services among several contractors."

Therefore, staff hereby recommends Commission approval to award Bid #25-2531 of the Laboratory Services Annual Contract to: Advanced Environmental Laboratory, Inc., of Tampa, FL; and to Eurofins Environment Testing Southeast, LLC, of Altamonte Springs, FL, as detailed herein.