



Meeting Type City Council – Regular Meeting

Meeting Date May 21, 2025

Agenda Request Form

City of Cape Coral

Title

Resolution 147-25

Ordinances and Resolutions

A Resolution of the Mayor and City Council of the City of Cape Coral, Florida, awarding Bid No. BUT2569LC to Odyssey Manufacturing, Co. for the supply and delivery of sodium hypochlorite; approving Contract No. BUT2569LC to Odyssey Manufacturing for the supply and delivery of sodium hypochlorite for the City's Utilities Water Production and Reclamation Facilities, in the estimated annual amount of \$2,193,040, not to exceed budgetary limits; authorizing the City Manager or their designee to execute the contract, purchase order(s) and renewal(s).

Department: Utilities

Dollar Value: \$2,193,040 (Water and Sewer Fund)

Duration: One year with three optional one-year renewals

Procurement methodology: Competitive Solicitation - Invitation to Bid (ITB)

Requested Action Approve or Deny

Summary Explanation and Background

The Utilities Water Production Division and Water Reclamation Division utilize sodium hypochlorite (high strength liquid bleach) for disinfection of our drinking water, wastewater, and irrigation/reuse water systems

On March 19, 2025, Invitation to Bid #BUT2569LC was issued to secure a contract for the supply and delivery of sodium hypochlorite and 12 plan holders downloaded the documents.

On April 22, 2025, two responses were received, Allied Universal Corporation and Odyssey Manufacturing Co.

After staff evaluation of the bid responses, Odyssey Manufacturing Co. was deemed the lowest responsive, responsible bidder meeting the specifications and requirements of the invitation to bid. Odyssey Manufacturing Co. consistently delivers a high-quality product with outstanding customer service. Odyssey Manufacturing Co.'s bleach product is filtered and their manufacturing process uses an ultra-pure salt which reduces impurities in the final product.

If approved, the contract provides a product delivered price of \$1.58 per gallon, with an estimated annual cost of \$2,193,040, not to exceed budgetary limits. The contract term is for one year with three optional one-year renewals.

The procurement is in accordance with City of Cape Coral Code of Ordinances Chapter 2, Article VII, Division 1, Section 2-144(a) of the Procurement Ordinance "Competitive sealed bidding".

Strategic Plan Alignment

Is this a Strategic Decision? YES

If No, will it harm the intent or success of the Strategic Plan? Choose an item.

If Yes, Priority Goals Supported are listed below:

- ☐ CITY SERVICES AND AMENITIES: DELIVER EXCEPTIONAL CITY SERVICES AND HIGH-QUALITY AMENITIES
- ☐ COMMUNICATION: CULTIVATE AN ENGAGED AND INFORMED COMMUNITY AND WORKFORCE
- ☐ ECONOMY, EDUCATION, AND WORKFORCE: CREATE A COMMUNITY OF PROSPEROUS RESIDENTS, THRIVING NEIGHBORHOODS, AND SUCCESSFUL BUSINESSES
- ☐ FISCAL SUSTAINABILITY: MAINTAIN A FINANCIALLY SOUND GOVERNMENT AND HIGH-PERFORMING ORGANIZATION
- ☒ INFRASTRUCTURE: INVEST IN RESILIENT INFRASTRUCTURE
- ☐ ENVIRONMENTAL SUSTAINABILITY: PRESERVE CAPE CORAL'S NATURAL RESOURCES FOR CURRENT AND FUTURE GENERATIONS

Is this a Consultant recommendation? NO

Is this contained in a Master Plan? NO

If yes to either question, please provide details of the name of Consultant or name of the Master Plan when applicable:

Recommendations

Staff recommends award of Bid #BUT2569LC, and corresponding contract, to Odyssey Manufacturing Co. for the purchase and delivery of Sodium Hypochlorite.

Source of Additional Information

Jeff Pearson, Utilities Director, jpearson@capecoral.gov, 239-574-0709

Fiscal Impact/Funding Sources(s)/Budget Consideration

Funding is available in the following accounts:

Water Production: 400-36011-552114 / 400-36012-552114

Water Reclamation: 400-36015-552114 / 400-36016-552114 / 400-36018-552114

Will this action result in a Budget Amendment? NO

Prepared By Wanda Roop (LC)