

**AGENDA ITEM REPORT**

DATE: June 18, 2024
DEPARTMENT: Utilities
REQUESTER: Pamela Keyes
TITLE: Approve Contract Renewal and Amendment for Sodium Chloride

I. MOTION REQUESTED

- A) Approve Amendment No. 1 to the contract with Odyssey Manufacturing Co., under Solicitation No. B210188DWJ Sodium Chloride (Salt), to increase the price of Sodium Chloride to \$209.82 per dry ton. The amendment will increase the contract amount by approximately \$72,036.00 annually.
- B) Approve contract renewal for the purchase and delivery of Sodium Chloride, from Odyssey Manufacturing Co., under Solicitation No. B210188DWJ, through August 2, 2025.
- C) Authorize the County Manager or designee to execute the amendment on behalf of the Board of County Commissioners.

II. ITEM SUMMARY

Approves an amendment to the annual contract with Odyssey Manufacturing Co., to increase the cost of Sodium Chloride. The vendor submitted the required documentation to Procurement Management to renew the contract for an additional one-year period and increase the price to \$209.82 per ton, or 7.6%. The total previous twelve-month spend with Odyssey is \$947,840.40.

III. BACKGROUND AND IMPLICATIONS OF ACTIONA) Board Action and Other History

On August 3, 2021, the Board of County Commissioners awarded B210188DWJ Sodium Chloride (Salt), Odyssey Manufacturing Co., on an as-needed basis. The original term of the contract was for three-years with an option to renew for up to three (3) additional years. There have been no prior price increase requests from the vendor since contract award in August 2021.

Current Board approval will allow for a one-year contract renewal and price increase from \$195.00 per ton to \$209.82 per ton (or 7.6% increase).

B) Policy IssuesC) BoCC GoalsD) Analysis

This product is used at the Green Meadows Water Treatment Plant for the regeneration of the ion exchange treatment process to convert raw water to potable water.

The current contract for Sodium Chloride is \$195.00 per dry ton, and the new contract price is \$209.82 per dry ton, a 7.6% increase. The vendor indicated the need for a unit price increase was due to ongoing inflation which has increased with suppliers, insurance, and labor costs. This is the first price increase requested in three years and is estimated to add an additional \$72,036 annually.

E) Options**IV. FINANCIAL INFORMATION**

A)	Current year dollar amount of item:	\$1,019,876
B)	Is this item approved in the current budget?	Yes
C)	Is this a revenue or expense item?	Expense
D)	Is this Discretionary or Mandatory?	Discretionary
E)	Will this item impact future budgets? If yes, please include reasons in III(D) above.	No
F)	Fund: Utilities Operating Program: Utilities Project: Sodium Chloride Account Strings: OD5362748700	
G)	Fund Type?	Enterprise

H)	Comments:
----	-----------

V. **RECOMMENDATION**
Approve

VI. **TIMING/IMPLEMENTATION**

VII. **FOLLOW UP**

ATTACHMENTS:

Description	Upload Date	Type
2 - B210188DWJ - Sodium Chloride (Salt) - Odyssey - Am 1 - PI - VENDOR OCR	5/31/2024	Agreement
3 - Odyssey Sig Authority	5/31/2024	Contract
4 - Price Increase request, Justification, Renewal	5/31/2024	Contract

REVIEWERS:

Department	Reviewer	Action	Date
Utilities	Tucker, Mary	Approved	6/6/2024 - 7:26 AM
Utilities	Keyes, Pamela	Approved	6/6/2024 - 10:24 AM
Budget Services	Guttery, Angela	Approved	6/6/2024 - 12:24 PM
Budget Services	Winton, Peter	Approved	6/6/2024 - 12:31 PM
County Attorney	Swindle, Amanda	Approved	6/6/2024 - 1:30 PM
County Manager	Mora, Marc	Approved	6/7/2024 - 9:22 AM