



Administrative Services - Purchasing & Contracts
Robert Bradley, Purchasing & Contracts Manager

TABULATION OF PROPOSALS RECEIVED
RFP-5099-25/LTT Laboratory Analysis Services
Response Deadline: December 3, 2025 at 2:00 pm

SUBMITTED PROPOSALS		
Proposer	Location	Total Bid Price
Advanced Environmental Laboratories, Inc.	Altamonte Springs, FL	\$411,787.00
Pace Analytical Services, LLC	Ormond Beach, FL	\$389,904.50

¹ Nonresponsive - Submitted the incorrect pricing proposal instead of the Revised Pricing Proposal issued via Addendum #5, resulting in the omission of mandatory prices for required line items.

Evaluation Meeting: January 30, 2026 at 10:30 AM in the PW Administration Conf. Room at 200 W County Home Rd, Sanford FL 32773. (This meeting is open to the public for **observation only**.)

Recommendation and Notice of Intent to Award to: Advanced Environmental Laboratories, Inc. and Pace Analytical Services, LLC

BOCC Meeting Date: February 24, 2026 - Request to approve ranking and award Agreements to the top-ranked firms.

Updated By: Liduvina Torres, Sr. Procurement Analyst.



Administrative Services - Purchasing & Contracts
Robert Bradley, Purchasing & Contracts Manager

EVALUATION FINAL RANKING

RFP-5099-25/LTT for Laboratory Analysis Services

Response Deadline: December 3, 2025 at 2:00 pm

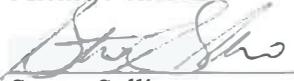
AGGREGATE SCORES SUMMARY

Vendor	Michelle Shelton	Nikia Stewart	Steven Sullivan	Greg Walton	Total Score (Max Score 100)	Total Average Rank
Advanced Environmental Laboratories, Inc.	93	96	91	94	93.5	1.25
Pace Analytical Services, LLC	75	91	95	88	87.25	1.75

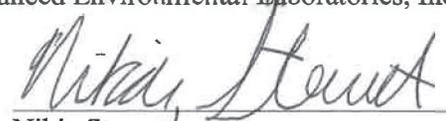
We approve the above stated ranking for award to the top two ranked firms Advanced Environmental Laboratories, Inc. and Pace Analytical Services, LLC.



Michelle Shelton



Steven Sullivan



Nikia Stewart



Greg Walton



EVALUATION FINAL RANKING

RFP No. RFP-5099-25/LTT

Laboratory Analysis Services

RESPONSE DEADLINE: December 3, 2025 at 2:00 pm

Report Generated: Monday, February 2, 2026

EVALUATORS

Name	Title
Michelle Shelton	Senior Environmental Scientist
Nikia Stewart	Project Manager
Steven Sullivan	Chief Wastewater Operator
Greg Walton	compliance chief

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Capacity to Perform Work	Points Based	30 (30% of Total)
Criteria	Scoring Method	Weight (Points)
Qualifications, Lab Protocols, Logistics	Points Based	30 (30% of Total)
Criteria	Scoring Method	Weight (Points)
References, Location	Points Based	10 (10% of Total)
Criteria	Scoring Method	Weight (Points)
Cost	Points Based	30 (30% of Total)

AGGREGATE SCORES SUMMARY

Vendor	Michelle Shelton	Nikia Stewart	Steven Sullivan	Greg Walton	Total Score (Max Score 100)	Total Average Rank
Advanced Environmental Laboratories, Inc.	93 (1)	96 (1)	91 (2)	94 (1)	93.5	1.25
Pace Analytical Services, LLC	75 (2)	91 (2)	95 (1)	88 (2)	87.25	1.75

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability and Capacity to Perform Work Points Based 30 Points (30%)	Qualifications, Lab Protocols, Logistics Points Based 30 Points (30%)	References, Location Points Based 10 Points (10%)	Cost Points Based 30 Points (30%)	Total Score (Max Score 100)
Advanced Environmental Laboratories, Inc.	29.5	27.3	8.8	28	93.5
Pace Analytical Services, LLC	26	26.8	4.5	30	87.25

INDIVIDUAL PROPOSAL SCORES

Advanced Environmental Laboratories, Inc.

Ability and Capacity to Perform Work | Points Based | 30 Points (30%)

Michelle Shelton: 30

Multiple years of experience with AEL. They have proved that they are more than capable of handling our workload and providing results in a timely manner.

Nikia Stewart: 30

All testing required by Solid waste is available

Steven Sullivan: 30

Have worked with them for years, and they have shown they are capable of doing the job.

Greg Walton: 28

Does require multiple labs to complete all sample analysis.

Qualifications, Lab Protocols, Logistics | Points Based | 30 Points (30%)

Michelle Shelton: 25

Nelac certified and meet most of DEP's target MDL's for surface water. Some concern that multiple labs have different MDL's, as we always want the lowest. Good experience with coordination and communication from the lab/project manager.

Nikia Stewart: 30

Company is qualified to process sampling requirements for Solid waste

Steven Sullivan: 25

Good Qualifications, have had issues in the past with quality control. They work well for what we need.

Greg Walton: 29

certifications and MDL's provided

References, Location | Points Based | 10 Points (10%)

Michelle Shelton: 10

Good references and positive past experience. Locality and ease of drop-off is great, with limited time restrictions.

Nikia Stewart: 8

Altamonte location to process Solid waste samples is 45 minutes away from the Seminole County Landfill

Steven Sullivan: 8

Have heard similar stories of them messing up sampling but they fix issues that arise and are close for manual drop off if necessary.

Greg Walton: 9

location is key

Cost | Points Based | 30 Points (30%)

Michelle Shelton: 28

Based on Cost Evaluation Calculation

Nikia Stewart: 28

Based on Cost Evaluation Calculation

Steven Sullivan: 28

Based on Cost Evaluation Calculation

Greg Walton: 28

Based on Cost Evaluation Calculation

Pace Analytical Services, LLC

Ability and Capacity to Perform Work | Points Based | 30 Points (30%)

Michelle Shelton: 20

Positive that most work is performed in one central lab. No question as to the ability to handle our workload. Concern over pick-up logistics, ease of getting bottles and coolers, and coordinating unscheduled pickups.

Nikia Stewart: 30

Pace seems to be qualified and well informed to process solid waste sampling requirements

Steven Sullivan: 27

I believe they will have the capacity to perform the tests needed.

Greg Walton: 27

limited local labs. Subcontractors?

Qualifications, Lab Protocols, Logistics | Points Based | 30 Points (30%)

Michelle Shelton: 20

Nelac certified and meet most of DEP's target MDL's for surface water. Reservations because of past experience with lab issues in regards to lost data and money spent.

Nikia Stewart: 30

Pace is a qualified facility and seems to follow all required laboratory procedures.

Steven Sullivan: 30

They are qualified to perform the tests we would need.

Greg Walton: 27

certifications provided. MDL's not provided

References, Location | Points Based | 10 Points (10%)

Michelle Shelton: 5

Good references with similar agencies. Concern with location to abide by hold times, as well as possibly shortening runs to meet the courier. Past negative experience with communication and data.

Nikia Stewart: 1

In the Proposal Content Letter - Section 8, Pace states that the Laboratory is located at 8 East Tower Circle, Ormond Beach, FL 32174. This is over an hour away from the Seminole County Landfill where sampling is collected for Solid Waste management. Upon reviewing Pace's website, they have a Service center in Orlando. If this service center could receive and process samples, this would be a more acceptable distance and location.

Steven Sullivan: 8

They have a lab that is local.

Greg Walton: 4

location is not ideal

Cost | Points Based | 30 Points (30%)

Michelle Shelton: 30

Based on Cost Evaluation Calculation

Nikia Stewart: 30

Based on Cost Evaluation Calculation

Steven Sullivan: 30

Based on Cost Evaluation Calculation

Greg Walton: 30

Based on Cost Evaluation Calculation