

**MARTIN COUNTY, FLORIDA
SUPPLEMENTAL MEMORANDUM**

TO: Honorable Members of the Board of County Commissioners **DATE:** June 16, 2026

VIA: Don G. Donaldson, P.E., CFM
County Administrator

FROM: Krysti L. Brotherton, NIGP-CPP, CPPO, CPPB, FCCM
Chief Procurement Officer

SUBJECT: CONTRACTS THAT MEET THE THRESHOLD FOR BOARD APPROVAL

A. CONTRACTS OVER \$500,000 - In accordance with the Purchasing Manual, Section 3.1, contracts valued at \$500,000 or more require approval by the Board of County Commissioners.

- 1. RUNWAY 12-30 PAPI AND REIL REPLACEMENT AT MARTIN COUNTY AIRPORT / WITHAM FIELD (RFB2026-3768)** – Replacement of Runway 12-30 Precision Approach Path Indicators (PAPIs) and Runway End Identifier Lights (REILs) at Martin County Airport/Witham Field. The project includes associated airfield electrical improvements, grading and site restoration, and modifications to the airfield electrical vault.

This contract was publicly advertised for competitive bidding (see attached Bid Tabulation). Two (2) bids were received; however, one (1) bid was determined to be non-responsive and the firm non-responsible due to its failure to provide proof of a current and valid Florida Certified General Contractor (CGC) license with its bid submission, as required by the solicitation documents. Further investigation also determined that the firm did not possess the required license specified in the solicitation. As a result, this bid has been excluded from consideration for contract award.

Fiscal Impact: Funds for this project are derived from a State of Florida Department of Transportation Public Transportation grant agreement (FPN# 454788-1-94-01 / Contract # G3A55) and an Infrastructure Investment and Jobs Act (IIJA) Airport Infrastructure Grant (AIG) (Project No. 3-12-0076-033-2025).

Recommended Action:

1. Move that the Board award the contract to the lowest, responsive, and responsible bidder, Eau Gallie Electric, Inc., in the amount of \$699,490.00; and
2. Move that the Board authorize the County Administrator or designee to execute all documents related to this request.

B. CONTRACT TERMS EXCEEDING FIVE (5) YEARS - In accordance with Sections 3.1 and 17.3.C of the Purchasing Manual, contracts with terms exceeding five (5) years, plus any allowable extension period, require approval by the Board of County Commissioners.

- 1. BANKING SERVICES (RFP2026-3739)** – This contract provides banking and treasury management services for the Martin County Board of County Commissioners and the Clerk of the Circuit Court and Comptroller, including depository services, cash

management, electronic payment processing, fraud protection, account reconciliation, investment of excess funds, and related financial services necessary to support daily operations and the management of public funds.

The proposed Banking Services Contract includes an initial term of three (3) years, seven (7) one-year renewal options, and a transition period of up to 180 days, if necessary. While the estimated value of the Contract does not exceed the Board's monetary approval threshold, Board approval is required because the potential contract term exceeds the maximum duration authorized for administrative approval under the Purchasing Manual.

Two (2) proposals were received in response to the solicitation and were evaluated in accordance with the criteria set forth in the Request for Proposals. As part of the initial evaluation and shortlisting process, both proposers were determined to be qualified, responsive, and responsible. Following completion of the first phase of the evaluation process, TD Bank notified the County that it wished to withdraw its proposal and not participate in the presentation phase, leaving JPMorgan Chase Bank, N.A. as the sole proposer remaining under consideration.

Following TD Bank's withdrawal, the County and Clerk of the Circuit Court and Comptroller determined that proceeding with presentations would not provide any additional information necessary to evaluate the remaining proposal or support the selection process. In addition, the remaining proposer serves as the incumbent banking services provider and has an established record of successfully providing the required services. Given the County's and Clerk's familiarity with the proposer's qualifications, capabilities, service delivery, and performance history, it was determined that the objectives of the presentation phase had already been satisfied. Accordingly, the presentation phase was canceled, and the County and Clerk proceeded with negotiations with the sole remaining proposer.

Fiscal Impact: Historically, banking service charges incurred by the County and Clerk have been offset through earnings credits generated from qualifying account balances. The proposed Contract enhances this structure through a \$40,000 retention credit, increased purchasing card rebates with quarterly distributions, improved earnings credit and interest rates, continued netting of earnings credits across Board and Clerk accounts, and support for third-party billing arrangements. These provisions are expected to maximize the financial value of the banking relationship and help offset banking service costs. Merchant card processing fees and other transaction-based costs will be incurred as applicable.

Recommended Action:

1. Move that the Board award the contract to JPMorgan Chase Bank, N.A.; and
2. Move that the Board approve the contract term consisting of an initial three (3) year period, seven (7) one-year renewal options, and a transition period of up to 180 days, if necessary, to facilitate the transition to a successor depository; and
3. Move that the Board authorize the County Administrator or designee to execute all documents related to this request.