

AGREEMENT

24-0892-ITB

Mosquito Abatement Products

This Agreement, (the "agreement" or "contract"), is entered into on the date last executed below ("Effective Date"), by and between Pinellas County, a subdivision of the State of Florida whose primary address is 315 Court Street, Clearwater, Florida 33756 ("COUNTY") and Clarke Mosquito Control Products, Inc. whose primary address is 675 Sidwell Court, St. Charles, IL 60174 (hereinafter "CONTRACTOR") (jointly, the "Parties").

NOW THEREFORE, the Parties agree as follows:

A. Documents Comprising Agreement

1. This Agreement, including the Exhibits listed below, constitutes the entire agreement and understanding of the Parties with respect to the transactions and services contemplated hereby and supersedes all prior agreements, arrangements, and understandings relating to the subject matter of the Agreement. The documents listed below are hereby incorporated into and made a part of this Agreement:
 - a. This Agreement
 - b. Pinellas County Standard Terms & Conditions, located on Pinellas County Purchasing's website, effective 6/14/2023, posted at <https://pinellas.gov/county-standard-terms-conditions/>
 - c. Solicitation Section 4, titled Special Conditions attached as Exhibit 1.
 - d. Solicitation Section 5, titled Insurance Requirements attached as Exhibit 2.
 - e. Solicitation Section 6, titled Scope of Work / Specifications attached as Exhibit 3.
 - f. Solicitation Section 8, titled Pricing Proposal attached as Exhibit 4.
 - g. Value Added Services attached as Exhibit 5 – VALUE ADDED SERVICES.
2. In the case of a conflict, the terms of this document govern, followed by the terms of the attached Exhibits, which control in the order listed above.

B. Term

1. The initial term of this Agreement is for 24 Months from the Effective Date ("Contract Term"). At the end of the initial term of this contract, this Agreement may be extended for Three (3), additional Twelve (12) month terms, or such other renewal terms agreed to by the Parties.

C. Expenditures Cap

1. Payment and pricing terms for the initial and renewal terms are subject to the Pricing Proposals in Exhibit 4. County expenditures under the Agreement will not

exceed \$1,409,413.80 for the Contract term without a written amendment to this Agreement.

2. In no event will annual expenditures exceed \$704,706.90 within any given fiscal year without a written amendment to the Agreement.

D. Entire Agreement

1. This Agreement constitutes the entire agreement between the Parties.

IN WITNESS WHEREOF, the Parties have caused this Agreement to be executed by their undersigned officials, who are duly authorized to bind the Parties to the Agreement.

For Contractor:

Signature: *Cale Payne*

Print Name and Title: Cale Payne, Control Consultant

Date: 1/31/25

For County: Pinellas

Signature: *[Signature]*

Print Name and Title: Brian Scott, Chair

Date: February 25, 2025.

ATTEST: KEN BURKE, CLERK

By: *[Signature]*



APPROVED AS TO FORM

By: *Keiah Townsend*
Office of the County Attorney

EXHIBIT 1 – SECTION 4, SPECIAL TERMS & CONDITIONS

4.1. INTENT

It is the intent of Pinellas County to establish an Agreement for Mosquito Abatement Products to be ordered, as and when required.

4.2. NON-NEGOTIABLE TERMS

While the County prefers that no exceptions to its contract terms be taken, the solicitation does authorize respondent to take exception to terms as part of its submittal. The County has deemed the following contract terms in the County's Standard Terms & Conditions <https://pinellas.gov/county-standard-terms-conditions/> to be non-negotiable:

Section 3: Compliance with Applicable Laws (all terms)

Section 7: Indemnification & Liability (all terms)

Section 8: Insurance & Conditions Precedent

Section 10(G): Governing Law & Venue

Section 12(A): Fiscal Non-Funding

Section 13: Confidential Records, Public Records, & Audit (all terms)

Section 19: Digital Content (all terms) (*if the Agreement includes software, online, or digital content services*)

Any terms required by law

4.3. PRICING/PERIOD OF CONTRACT

Duration of the Agreement will be for a period of 24 months with unit prices adjustable at 12 months after the date of award and thereafter annually for the life of the contract, in an amount not to exceed the average of the Producer Price Index (PPI) or 5%, whichever is less, for PCU3253232532 Pesticide and other Agricultural Chemical Manufacturing for the twelve months prior.

It is the Contractor's responsibility to request any pricing adjustment under this provision. For any adjustment to commence annually, the Contractor's request for adjustment will be submitted

between 90-120 days prior to Agreement anniversary date, utilizing the available index at the time of request. The Contractor adjustment request will not be in excess of the relevant pricing index change. If no adjustment request is received from the Contractor, the County will assume the Contractor has agreed to continue without a pricing adjustment. Any adjustment request received outside of the 90-120 day period above will not be considered.

4.4. TERM EXTENSION(S) OF CONTRACT

The Agreement may be extended subject to written notice of agreement from the County and successful respondent, for 3 additional 12 month period(s) beyond the primary contract period. Term extensions will allow for price adjustments (Decrease/Increase) in an amount not to exceed the average of the Producer Price Index (PPI) or 5%, whichever is less, for PCU3253232532 Pesticide and other Agricultural Chemical Manufacturing for the twelve months prior to extension. The extension shall be exercised only if all terms and conditions remain the same and the County Administrator or Director of Purchasing grants approval.

It is the vendor's responsibility to request any pricing adjustment under this provision. For any adjustment to commence on the first day of any exercised extension period, the vendor's request for adjustment should be submitted at time of the extension request from the County, utilizing the available index at the time of request. The vendor adjustment request should not be in excess of the relevant pricing index change. If no adjustment request is received from the vendor, the County will assume the vendor has agreed that the extension term may be exercised without pricing adjustment. Any adjustment request received after the commencement of a new extension period may not be considered. County has the right to request pricing decreases at any time.

4.5. PRE-COMMENCEMENT MEETING

Not Applicable

4.6. ORDERS

Within the term of this Agreement, County may place one or more orders for goods and/or services at the prices listed on the Pricing Proposal section of this solicitation, which is incorporated by reference hereto.

4.7. ASBESTOS MATERIALS

The Contractor must perform all Work in compliance with Federal, State and local laws, statutes, rules, regulations and ordinances, including but not limited to the Department of Environmental Protection (DEP)'s asbestos requirements, 40 CFR Part 61, Subpart M, and OSHA Section 29 CFR 1926.58. Additionally, the Contractor must be properly licensed and/or certified for asbestos removal as required under Federal, State and local laws, statutes, rules, regulations and ordinances. The County is responsible for filing all DEP notifications and furnish a copy of the DEP notification and approval for demolition to the successful Contractor. The County will furnish a copy of the asbestos survey to the successful Contractor. The Contractor must keep this copy on site at all times during the actual demolition.

4.8. GOODS & PRODUCTS

The terms below are applicable if the Solicitation includes the purchase of GOODS or PRODUCTS:

1. **DELIVERY/CLAIMS** - Prices quoted will be FOB Destination, freight included and unloaded to location(s) within Pinellas County. Actual delivery address(s) will be identified at time of order. Successful Contractor(s) will be responsible for making any and all claims against carriers for missing or damaged items.

4.9. QUANTITIES

Any quantities stated are an estimate only and no guarantee is given or implied as to quantities that will be used during the Agreement period. Estimated quantities are based upon previous use and/or anticipated needs.

4.10. PERFORMANCE SECURITY

Not Applicable

EXHIBIT 2 – SECTION 5, INSURANCE REQUIREMENTS

5.1. INSURANCE (General)

The Vendor must provide a certificate of insurance and endorsement in accordance with the insurance requirements listed below, prior to recommendation for award. The Vendor shall obtain and maintain, and require any subcontractor to obtain and maintain, at all times during its performance of the Agreement in Phase 1 insurance of the types and in the amounts set forth. For projects with a Completed Operations exposure, Vendor shall maintain coverage and provide evidence of insurance for 2 years beyond final acceptance. All insurance policies shall be from responsible companies duly authorized to do business in the State of Florida and have an AM Best rating of VIII or better.

5.2. INSURANCE (Requirements)

1. Submittals should include the Vendor's current Certificate(s) of Insurance. If Vendor does not currently meet insurance requirements, Vendor shall also include verification from their broker or agent that any required insurance not provided at that time of submittal will be in place prior to the award of contract. Upon selection of Vendor for award, the selected Vendor shall email certificate that is compliant with the insurance requirements. If the certificate received is compliant, no further action may be necessary. The Certificate(s) of Insurance shall be signed by authorized representatives of the insurance companies shown on the Certificate(s).
2. **The Certificate holder section shall indicate Pinellas County, a Political Subdivision of the State of Florida, 400 S Fort Harrison Ave, Clearwater, FL 33756. Pinellas County, a Political Subdivision shall be named as an Additional Insured for General Liability. A Waiver of Subrogation for Workers Compensation shall be provided if Workers Compensation coverage is a requirement.**
3. Approval by the County of any Certificate(s) of Insurance does not constitute verification by the County that the insurance requirements have been satisfied or that the insurance policy shown on the Certificate(s) of Insurance is in compliance with the requirements of the

Agreement. County reserves the right to require a certified copy of the entire insurance policy, including endorsement(s), at any time during the Bid and/or contract period.

4. If any insurance provided pursuant to the Agreement expires or cancels prior to the completion of the Work, you will be notified by CTrax, the authorized vendor of Pinellas County. Upon notification, renewal Certificate(s) of Insurance and endorsement(s) shall be furnished to Pinellas County Risk Management at InsuranceCerts@pinellascounty.org and to CTrax c/o JDi Data at PinellasSupport@ididata.com by the Vendor or their agent prior to the expiration date.
 1. Vendor shall also notify County within twenty-four (24) hours after receipt, of any notices of expiration, cancellation, nonrenewal or adverse material change in coverage received by said Vendor from its insurer Notice shall be given by email to Pinellas County Risk Management at InsuranceCerts@pinellascounty.org. Nothing contained herein shall absolve Vendor of this requirement to provide notice.
 2. Should the Vendor, at any time, not maintain the insurance coverages required herein, the County may terminate the Agreement,.
5. If subcontracting is allowed under this Bid, the Primary Vendor shall obtain and maintain, at all times during its performance of the Agreement, insurance of the types and in the amounts set forth; and require any subcontractors to obtain and maintain, at all times during its performance of the Agreement, insurance limits as it may apply to the portion of the Work performed by the subcontractor; but in no event will the insurance limits be less than \$500,000 for Workers' Compensation/Employers' Liability, and \$1,000,000 for General Liability and Auto Liability if required below.
 1. All subcontracts between the Vendor and its Subcontractors shall be in writing and are subject to the County's prior written approval. Further, all subcontracts shall
 1. Require each Subcontractor to be bound to the Vendor to the same extent the Vendor is bound to the County by the terms of the Contract Documents, as those terms may apply to the portion of the Work to be performed by the Subcontractor;
 2. Provide for the assignment of the subcontracts from the Vendor to the County at the election of Owner upon termination of the Contract;
 3. Provide that County will be an additional indemnified party of the subcontract;

4. Provide that the County will be an additional insured on all insurance policies required to be provided by the Subcontractor except workers compensation and professional liability;
 5. Provide a waiver of subrogation in favor of the County and other insurance terms and/or conditions
 6. Assign all warranties directly to the County; and
 7. Identify the County as an intended third-party beneficiary of the subcontract. The Vendor shall make available to each proposed Subcontractor, prior to the execution of the subcontract, copies of the Contract Documents to which the Subcontractor will be bound by this Section C and identify to the Subcontractor any terms and conditions of the proposed subcontract which may be at variance with the Contract Documents.
6. Each insurance policy and/or certificate shall include the following terms and/or conditions:
1. The Named Insured on the Certificate of Insurance and insurance policy must match the entity's name that responded to the solicitation and/or is signing the agreement with the County.
 2. Companies issuing the insurance policy, or policies, shall have no recourse against County for payment of premiums or assessments for any deductibles which all are at the sole responsibility and risk of Vendor.
 3. The term "County" or "Pinellas County" shall include all Authorities, Boards, Bureaus, Commissions, Divisions, Departments and Constitutional offices of County and individual members, employees thereof in their official capacities, and/or while acting on behalf of Pinellas County.
 4. All policies shall be written on a primary, non-contributory basis.

The minimum insurance requirements and limits for this Agreement, which shall remain in effect throughout its duration and for two (2) years beyond final acceptance for projects with a Completed Operations exposure, are as follows:

5.3. WORKERS' COMPENSATION INSURANCE

Worker's Compensation Insurance is required if required pursuant to Florida law. If, pursuant to Florida law, Worker's Compensation Insurance is required, employer's liability, also known as Worker's Compensation Part B, is also required in the amounts set forth herein.

1. Limits
 1. Employers' Liability Limits Florida Statutory
 1. Per Employee \$ 500,000
 2. Per Employee Disease \$ 500,000
 3. Policy Limit Disease \$ 500,000

If Vendor is not required by Florida law, to carry Workers Compensation Insurance in order to perform the requirements of this Agreement, County Waiver Form for workers compensation must be executed, submitted, and accepted by Risk Management. The County Waiver Form is found at <https://pinellas.gov/services/submit-a-workers-compensation-waiver-request/>. Failure to obtain required Worker's Compensation Insurance without submitting and receiving a waiver from Risk Management constitutes a material breach of this Agreement.

5.4. COMMERCIAL GENERAL LIABILITY INSURANCE

Includes, but not limited to, Independent Vendor, Contractual Liability Premises/Operations, Products/Completed Operations, and Personal Injury.

1. Limits
 1. Combined Single Limit Per Occurrence \$ 1,000,000
 2. Products/Completed Operations Aggregate \$ 2,000,000
 3. Personal Injury and Advertising Injury \$ 1,000,000
 4. General Aggregate \$ 2,000,000

5.5. BUSINESS AUTOMOBILE OR TRUCKER'S/GARAGE LIABILITY INSURANCE

To cover owned, hired, and non- owned vehicles. If the Vendor does not own any vehicles, then evidence of Hired and Non-owned coverage is sufficient. Coverage shall be on an "occurrence"

basis, such insurance to include coverage for loading and unloading hazards, unless Vendor can show that this coverage exists under the Commercial General Liability policy.

1. Limit

1. Combined Single Limit Per Accident \$1,000,000

5.6. EXCESS OR UMBRELLA LIABILITY INSURANCE

Excess of the primary coverage required, in paragraphs above.

1. Limits

1. Each Occurrence \$ 1,000,000
2. General Aggregate \$ 1,000,000

5.7. POLLUTION LEGAL/ENVIRONMENTAL LEGAL LIABILITY INSURANCE

For pollution losses arising from all services performed to comply with this contract. Coverage shall apply to sudden and gradual pollution conditions including the discharge, dispersal, release or escape of smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids or gases, waste materials or other irritants, contaminants or pollutants into or upon land, the atmosphere or any watercourse or body of water, which results in Bodily Injury or Property Damage. If policy is written on a Claims Made form, a retroactive date is required, and coverage must be maintained for 3 years after completion of contract or "tail coverage must be purchased. Coverage should include and be for the at least the minimum limits listed below:

1. Bodily injury, sickness, disease, mental anguish or shock sustained by any person, including death; property damage including physical injury to or destruction of tangible property including the resulting loss of use thereof, cleanup costs, and the loss of use of tangible property that has not been physically injured or destroyed;
2. Defense including costs, charges and expenses incurred in the investigation, adjustment or defense of claims for such compensation damages.
3. Cost of Cleanup/Remediation.
4. Limits
 1. Per Claim or Occurrence \$ 1,000,000
 2. General Aggregate \$ 1,000,000

5. For acceptance of Pollution Legal/Environmental Legal Liability coverage included within another policy coverage required herein, a statement notifying the certificate holder must be included on the certificate of insurance and the total amount of said coverage per occurrence must be greater than or equal to the amount of Pollution Legal/Environmental Legal Liability and other coverage combined.

5.8. PROPERTY INSURANCE

Vendor will be responsible for all damage to its own property, equipment and/or materials.

EXHIBIT 3 – SECTION 6, SCOPE OF WORK / SPECIFICATIONS

6.1. OBJECTIVE/JUSTIFICATION

Pinellas County seeks to establish an ongoing contract for the supply and delivery of mosquito abatement pesticides ordered on an “as-needed” basis and related value-added services as specified hereto and incorporated within.

The products listed within are an essential part of the County’s Mosquito Control Integrated Pest Management Program that ensures the health and safety of our citizens.

6.2. VENDOR REQUIREMENTS

- a. The Contractor must be an authorized distributor of the products bid and provide manufacturer certification with bid submittal.
- b. The Contractor must sign the Agreement prior to the contract becoming effective. No exceptions to the terms and conditions of the agreement will be considered.

6.3. PRODUCT REQUIREMENTS

- a. All pesticides shall be United States Environmental Protection Agency (EPA) approved and registered in Florida for use in Florida.
- b. The County requires Altosid® brand products by Wellmark International for product Items 26-30 and no other manufacturers’ products will be considered for this product. These products have fixed prices. Products in the solicitation that have pricing set by a manufacturer will be permitted to adjust as needed with written evidence of a manufacturer price increase on the manufacturer’s letterhead.
- c. Interested bidders may offer complimentary value-added services as described in the VALUE-ADDED SERVICES section below.
- d. Criteria for Submission of Equivalent Products

For bidders offering equivalent products to those specified (other than Altosid® brand which no equals will be considered) the bidders must refer to the list of products in Exhibit G – Product List and in Section 8 - Pricing Proposal, when determining proposed use of equivalent products to determine if the criteria are met.

- i. Provide all information required in the Pricing Proposal under the column labeled "Alternative Products". Provided information must include, the product number, EPA registration number,

manufacturer, packaging, and references. Provide "Alternative Products" pricing in the Section 8 – Pricing Proposal. Please provide the required info per Exhibit H for each alternative item bid.

ii. Provide manufacturer specifications, product application rates, method of application, target species/stage, product life/expiration date, current Safety Data Sheet (SDS) and product labels.

iii. Product References: References shall be customers who have ordered and used the product.

iv. Sample: Upon County request, during the period prior to award of contract, the bidder shall provide a sample of the equivalent product offered. The sample shall be furnished to Pinellas County within five (5) workdays of request, at no charge. All samples will become the property of Pinellas County. Any unused sample product will not be returned to the contractor.

Failure to provide any of the above information may be grounds for non-consideration of the equivalent product.

The County shall make the sole determination on the acceptability of any equivalent product.

VALUE-ADDED SERVICES

In addition to the goods specified in the Section 8 - Pricing Proposal, the County requests bidders to provide complimentary value-added services. Value-added services will not be used to determine award.

Please provide an affirmative or negative response, utilizing the Exhibit H - Value Added Services Checklist, for each Value-Added Service indicated.

Bidders shall include with their bid, in a written format, an outline of the services that can or cannot be provided for each of the following eleven (11) value-added services. Bidder should include any historical examples as appropriate, and clearly communicate the specific service, training, Continuing Education Units (CEU's), etc., being offered. See Exhibit H - Value-Added Services Checklist (Must accompany Bid Submittal).

i. Contract Management: Provide the number of employees that will be provided to service this contract.

ii. Delivery Response: Provide an estimate of the normal number of calendar days for product delivery.

- iii. **Product Safety Training:** On-site product safety training with topics that could include product handling, use of protective equipment/clothing, calibration techniques, hands-on calibration practice, spill and clean-up; and product labeling/SDS. Continuing Education Units (CEU's) are highly desirable. There are approximately forty (40) County staff members for whom this would be provided.
- iv. **Technical Training:** Technical training on product use and application. Topics could include surveillance and monitoring, larviciding and adulticiding, aerial application and equipment maintenance. CEU's for training from the Department of Agriculture is highly desirable.
- v. **Field Product Evaluation:** Develop a procedure that includes input from the manufacturer and Pinellas County Mosquito Control; conduct on-site review prior to a product field evaluation; review existing procedures, review and calibrate application equipment, review site, on-site witness of application, assist in efficacy monitoring and assist with written report on efficacy.
- vi. **Product Samples:** Provide adequate samples of product to calibrate ground and aerial equipment. Provide a description of proposed method of calibration that meets industry standards.
- vii. **Technical/Professional Assistance:** Provide any technical/professional assistance in developing equipment or modifying existing equipment for application of different products.
- viii. **Resistance Testing:** Provide assistance to test for mosquito tolerance/sensitivity to product active ingredients and determine proper application rate(s) utilized. Develop written procedure to monitor suspected resistance and perform testing to confirm tolerance.
- ix. **Off-Site Storage:** Off-site storage of products by vendor is desirable to address storage problems and respond to urgent needs for product. Please list the site where the product will be stored.
- x. **Formulation Verification:** Request that certification of the lot analysis for the product is provided upon County's request.
- xi. **Complimentary Equipment:** List any mosquito control related equipment that will be provided to the County at no cost. Typical equipment could include sprayers, backpacks, dippers, etc.

6.4. DELIVERY

- i. All shipping, transportation, fuel, freight fees, insurance and any other cost or fee incurred for each product shall be included in pricing. Vendor shall be responsible for delivery of product. The County will offload product.
- ii. Products ordered shall be delivered within ten (10) working days ARO (After Receipt of Order).
- iii. Deliveries must occur Monday to Thursday. Deliveries on Fridays will not be permitted.

6.5. BACKORDERS

- i. Any backordered products shall be made available to the County within seven (7) working days of the time of backorder (original date of receipt). If the backorder cannot be filled within the time frame of this section, then the County Representative originator is to be notified, in writing, thus permitting the County to obtain the required materials elsewhere.
- ii. Product labels and SDS shall accompany all deliveries.

6.6. PRODUCTS

Product requirements are identified in EXHIBIT G – Product List Mosquito Abatement Products.

6.7. MANUFACTURERS PRICING/BULK ORDER PRICING

Vendor shall list any additional manufacturer discounts or bulk order pricing that may be provided for other related mosquito abatement products on the Bid Submittal and Summary. Will NOT be used to determine award.

6.8. UNSPECIFIED FUNDING

The County may request additional goods and/or services that are not specified in the contract. There is no guarantee that the funds allotted will be utilized during the performance of this contract. Any Services using unspecified funds must be approved by the County Representative prior to work commencing. Contractor will be required to provide a quote prior to County Representative approval.

6.9. COUNTY REPRESENTATIVE

Upon award of contract, all work will be coordinated with the following County Representative:

Lance Becker
Pinellas County Mosquito Control and Vegetation Management
4100 118th Avenue N., Clearwater, FL 33762, Phone (727)464-7503

EXHIBIT 4 – PRICING PROPOSAL

| 24-0892-ITB Mosquito Abatement Products | | | | Clarke Mosquito Control Products, Inc. | |
|--|---|-----------------|------------------------|---|--------------|
| Line Item | Description | Quantity | Unit of Measure | Unit Cost | Total |
| 4 | White Mineral Oil (10% w/w) (CocoBear™); Manufacturer: Clarke Mosquito Control Products, Inc. | 300 | Gallon | \$65.00 | \$19,500.00 |
| 6 | Spinosad (mix of spinosyn A and spinosyn D) (Natular™ G); Manufacturer: Clarke Mosquito Control Products, Inc. | 15000 | Pound | \$9.90 | \$148,500.00 |
| 7 | Spinosad (mix of spinosyn A and spinosyn D) (Natular™ G30) (Extended Release Granule); Manufacturer: Clarke Mosquito Control Products, Inc. | 15000 | Pound | \$21.45 | \$321,750.00 |
| 8 | Spinosad (mix of spinosyn A & spinosyn D) (Natular™ XRT); Manufacturer: Clarke Mosquito Control Products, Inc. | 660 | Tablet | \$5.88 | \$3,880.80 |
| 9 | Spinosad (mix of spinosyn A & spinosyn D) (Natular™ DT); Manufacturer: Clarke Mosquito Control Products, Inc. | 2500 | Tablet | \$.622 | \$1,555.00 |
| 19 | Etofenprox 4% (Zenivex E4 RTU); Manufacturer: Wellmark Int'l. | 5 | Gallon | \$98.14 | \$490.70 |
| 23 | MERUS® 3.0; Manufacturer: Clarke Mosquito Control Products, Inc. | 60 | Gallon | \$415.04 | \$24,902.40 |
| 26 | Methoprene 2.1% (Altosid® XR Briquettes); Manufacturer: Wellmark Int'l | 2000 | Briquette | \$3.83 | \$7,660.00 |
| 27 | Methoprene 8.62% (Altosid® 30-Day Briquettes); Manufacturer: Wellmark Int'l. | 1600 | Briquette | \$1.34 | \$2,144.00 |
| 28 | Methoprene 1.5% (Altosid® XR-G); Manufacturer: Wellmark Int'l. | 2000 | Pound | \$10.05 | \$20,100.00 |

| | | | | | |
|-------------------------------|--|-------|-------|---------|----------------|
| 29 | Methoprene 4.25% (Zoecon® Altosid® P35 (Altosid® P35)); Manufacturer: Wellmark Int'l | 1600 | Pound | \$20.05 | \$32,080.00 |
| 30 | Methoprene .2% (Altosid® SBG II); Manufacturer: Wellmark Int'l | 16000 | Pound | \$3.63 | \$58,080.00 |
| 32 | ANNUAL UNSPECIFIED | | | | \$64,064.00 |
| ANNUAL TOTAL | | | | | \$640,642.90 |
| ANNUAL TOTAL WITH UNSPECIFIED | | | | | \$704,706.90 |
| TWO (2) YEAR TOTAL | | | | | \$1,409,413.80 |

EXHIBIT 5 – VALUE ADDED SERVICES

| VALUE ADDED SERVICES | |
|---|-----------------------|
| For all "Yes" responses, please provide a written outline describing the services. Bidder should include any historical examples as appropriate, and clearly communicate the specific service, training, Continuing Education Units (CEU's), etc., being offered. *Value added services are provided at no cost to the County. | Will Provide (Y or N) |
| A. Contract Management Staffing | Y |
| B. Delivery Timeframe | Y |
| C. Product Safety Training | Y |
| D. Technical Training | Y |
| E. Field Product Evaluation | Y |
| F. Product Samples | Y |
| G. Technical/Professional Assistance | Y |
| H. Resistance Testing | N |
| I. Off-Site Storage | N |
| J. Formulation Verification | N |
| K. Complimentary Equipment | N |

We are committed to continuing to provide the following value-added services to Pinellas:

1. Dedicated Support

I will be the primary point of contact for servicing the contract. Additionally, I have a dedicated team available to provide support as needed, including our Field Science department and R&D team, depending on the circumstances.

2. Delivery Response

Our standard delivery response time is 7–10 business days. However, this timeline may vary depending on the time of year.

3. Product Safety and Technical Training

Each year, we conduct a workshop for Pinellas where participants can earn CEUs. Topics covered include:

- Proper use of protective equipment and clothing.
- Spill response and clean-up procedures.
- Product labeling and SDS (Safety Data Sheets).
- Surveillance and monitoring techniques.
- Larviciding and aduenticiding practices.
- Aerial application methods and equipment maintenance.

4. ULV Machine Calibration

I personally assist with calibrating ULV (Ultra-Low Volume) machines to ensure they meet industry standards based on the pesticides being used.

5. Product Sampling and Equipment Calibration

We provide product samples to help calibrate both ground and aerial equipment, ensuring accurate and efficient application.

6. Field Product Evaluation and Resistance Testing

Our Field Science team is available to conduct trials and tests, including:

- Evaluating the efficacy of our products.
- Ensuring proper application methods are being followed