



Stantec Consulting Services Inc.  
2056 Vista Parkway, Suite 100  
West Palm Beach FL 33411-6734

January 15, 2026

Mr. Phil Hyer  
City of Pompano Beach  
Utilities Treatment Plants Superintendent  
1205 Northeast 5<sup>th</sup> Avenue  
Pompano Beach, FL  
33060

Dear Mr. Hyer,

**Reference: City of Pompano Beach – Well Rehabilitation and Maintenance Bids  
ITB No.: 25-056  
Cost Variance Letter**

Stantec is pleased to submit to the City of Pompano Beach (COPB) Water Treatment Plant (WTP) the Cost Variance Letter referencing Invitation to Bid (ITB) No.: 25-056 Addendum 2 for the Well Rehabilitation and Maintenance Bids Received on December 3, 2025. Three responsive and qualified unit price bids were received for ITB No. 25-056 – Well Rehabilitation and Maintenance from All Webb’s Enterprises, Inc. (AWE), Florida Drilling (FD), and A.C. Schultes (ACS). Stantec has reviewed all three bids and all three appear to be responsive and responsible. The total project bid amounts ranged from \$166,980 to \$353,143. ACS submitted the lowest total project cost at \$166,980, followed by FD at \$181,650 which represents an increase of approximately nine percent above the low bid. AWE submitted the highest total project cost at approximately \$353,143, which is approximately 114 percent higher than the other two bids.

It should be noted that AWE populated unit pricing for the as-needed bid items included in the ITB bid form, which represent contingent services not guaranteed to be utilized. As a result, AWE’s total bid reflects the inclusion of these as-needed line items. For evaluation purposes only, and with the as-needed costs excluded (\$96,177.50), AWE’s bid total is \$256,965, which closely aligns with the other bids with the exception of a few outliers. Below is a detailed explanation of the unit price differences between the three bidders.

The primary cost variance is attributed to differences in unit pricing across several task-based bid items. While all bids were deemed responsive and qualified, certain bid items exhibit notable price differences that can be addressed and evaluated at the individual task order level during contract execution. Overall, the bid spread between the lowest and highest bidders is primarily driven by unit price variations across select task-based bid items, with no apparent differences in scope, responsiveness, or compliance with the ITB requirements. Overall, AWE submitted the lowest unit price on the majority of line items; however, AWE also included select high-cost items (most notably Mobilization/Demobilization), which materially impacts

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its total bid amount. FD was most frequently the highest unit-price bidder and exhibited significant pricing differentials on multiple plugging/grouting and abandonment-related line items (e.g., Well Plugging and Abandonment and Neat Cement Grout), resulting in some of the largest unit-price spreads among bidders. ACS generally priced within the mid-range across many line items, with isolated items where ACS was the high bidder.

Largest outliers are presented below:

- III-13 (Well Plugging & Abandonment – cubic feet): AWE \$50 vs FD \$22,500 vs ACS \$7,500 → FD is approximately 450 times higher than AWE (largest spread). This is either a misunderstanding or error.
- II-6 (Neat Cement Grout – cubic feet): AWE \$20 vs FD \$500 vs ACS \$60 → FD is approximately 25 times higher than AWE.
- I-2 (Mobilization/Demobilization – lump sum): FD \$5,000 vs ACS \$7,500 vs AWE \$90,000 → AWE is approximately 18 times higher than FD.
- I-1 (Traffic Control – Daily Rate): AWE \$500 vs ACS \$1,000 vs FD \$7,500 → FD is approximately 15 times higher than AWE.
- III-26 (Replacement Column Pipe – Cost Proposal): approximately 10 times spread between low and high bidder.

Based on review of the bids, Stantec recommends the COPB contract with all three bidders. As task orders are developed, unit prices may need to be renegotiated particularly as it relates to mobilization and plugging and abandonment.

Backup Documentation

- **Attachment A** – Tabulated Bids Cost Variance Table

**Reference:** City of Pompano Beach – Well Rehabilitation and Maintenance ITB No.: 25-056 Cost Variance Letter

If you have any questions or comments, please do not hesitate to contact me at (561) 310-6859.

Regards,

**Stantec Consulting Services Inc.**



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**Caroline Smith**

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City of Pompano Beach  
Well Rehabilitation and Maintenance Bids  
Invitation to Bid (ITB) No.: 25-056

Tabulated Bids Cost Variance Table

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**Attachment A**

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City of Pompano Beach  
RFP Well Rehabilitation and Maintenance Bid Tabulation and Cost Variance Spreadsheet

Company	AWE	FD	ACS
Items I-1 through I-6	\$126,950.00	\$31,750.00	\$15,500.00
<b>Total for All Activities (Bid Items II thru IV)</b>	<b>\$226,192.50</b>	<b>\$149,900.00</b>	<b>\$151,480.00</b>
<b>Total Project</b>	<b>\$353,142.50</b>	<b>\$181,650.00</b>	<b>\$166,980.00</b>

Bid Items I - General																						
Item	Description	Unit	Quantity	AWE		FD		ACS		Total Percent Variance	AWE/FD			Total Price Difference	AWE/ACS			FD/ACS			Best Bid Value	
				Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price		Percent Variance	Percent Variance	Percent Variance		Percent Variance	Percent Variance	Percent Variance	Minimum Price	Bidder			
I-1	Maintenance of Traffic Control (including permitting)	DY	1	\$500.00	\$500.00	\$7,500.00	\$7,500.00	\$1,000.00	\$1,000.00	233.3%	175%	67%	153%	\$7,000.00	\$7,000.00	\$500.00	\$6,500.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE
I-2	Mobilization and Demobilization	LS	1	\$90,000.00	\$90,000.00	\$5,000.00	\$5,000.00	\$7,500.00	\$7,500.00	248.8%	178.9%	169.2%	40.0%	\$85,000.00	\$85,000.00	\$82,500.00	\$200.00	\$500.00	\$500.00	\$500.00	\$500.00	FD
I-3	Drill Rig with Crew (service truck and all equipment included)	HR	1	\$500.00	\$500.00	\$1,000.00	\$1,000.00	\$800.00	\$800.00	65.2%	66.7%	46.2%	22.2%	\$500.00	\$500.00	\$300.00	\$200.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE
I-4	Crane Truck with Crew (service truck and all equipment included)	HR	1	\$450.00	\$450.00	\$750.00	\$750.00	\$450.00	\$450.00	0.3%	50.0%	0.0%	50.0%	\$300.00	\$300.00	\$0.00	\$0.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE & ACS
I-5	Site Restoration Allowance	AL	1	\$35,000.00	\$35,000.00	\$15,000.00	\$15,000.00	\$5,000.00	\$5,000.00	163.6%	80.0%	150.0%	100.0%	\$30,000.00	\$30,000.00	\$30,000.00	\$0.00	\$500.00	\$500.00	\$500.00	\$500.00	ACS
I-6	Individual Production Well Report Preparation Documenting Work Performed and Data	EA	1	\$500.00	\$500.00	\$2,500.00	\$2,500.00	\$750.00	\$750.00	160.0%	133.3%	40.0%	107.7%	\$2,000.00	\$2,000.00	\$250.00	\$1,750.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE
				<b>(AWE) SUBTOTAL</b>	<b>\$126,950.00</b>	<b>(FD) SUBTOTAL</b>	<b>\$31,750.00</b>	<b>(ACS) SUBTOTAL</b>	<b>\$15,500.00</b>	<b>871.3%</b>	<b>683.9%</b>	<b>472.1%</b>	<b>472.9%</b>	<b>\$124,800.00</b>	<b>\$74,800.00</b>	<b>\$113,550.00</b>	<b>\$18,650.00</b>	<b>\$11,950.00</b>	<b>\$11,950.00</b>	<b>\$11,950.00</b>	<b>\$11,950.00</b>	<b>-</b>

Bid Items II - Wellfield Maintenance: Monitoring Wells																						
Item	Description	Unit	Quantity	AWE		FD		ACS		Percent Variance	AWE/FD			Total Price Difference	AWE/ACS			FD/ACS			Best Bid Value	
				Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price		Percent Variance	Percent Variance	Percent Variance		Percent Variance	Percent Variance	Percent Variance	Minimum Price	Bidder			
II-1	Water Discharge and Disposal Setup and Removal	EA	1	\$2,000.00	\$2,000.00	\$6,000.00	\$6,000.00	\$2,000.00	\$2,000.00	120.0%	100.0%	0.0%	100.0%	\$4,000.00	\$4,000.00	\$0.00	\$4,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	AWE & ACS
II-2	Combined Static and Dynamic Down-hole View & Side View Color 360 Degree Video Survey with triplicate USB's (with Bidder's Pump: Pre- Rehabilitation video and Post-Rehabilitation video)	EA	1	\$2,000.00	\$2,000.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	50.0%	54.5%	54.5%	0.0%	\$1,500.00	\$1,500.00	\$1,500.00	\$0.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	AWE
II-3	Clear Debris/Obstructions from Monitoring Well	HR	1	\$275.00	\$275.00	\$500.00	\$500.00	\$450.00	\$450.00	55.1%	58.1%	48.3%	10.5%	\$225.00	\$225.00	\$175.00	\$50.00	\$275.00	\$275.00	\$275.00	\$275.00	AWE
II-4	Clean Monitoring Well Casing and Screen via Casing Scraper, Brushing and Swabbing; Cut and Remove Roots	EA	1	\$1,400.00	\$1,400.00	\$3,500.00	\$3,500.00	\$3,000.00	\$3,000.00	79.7%	85.7%	72.7%	15.4%	\$2,100.00	\$2,100.00	\$1,600.00	\$500.00	\$1,400.00	\$1,400.00	\$1,400.00	\$1,400.00	AWE
II-5	Monitoring Well Plugging and Abandonment (cost of cement grout not included)	EA	1	\$3,000.00	\$3,000.00	\$500.00	\$500.00	\$3,500.00	\$3,500.00	128.6%	142.9%	15.4%	150.0%	\$3,000.00	\$2,500.00	\$500.00	\$3,000.00	\$500.00	\$500.00	\$500.00	\$500.00	FD
II-6	Neat Cement Grout for Well Plugging Abandonment	CF	1	\$20.00	\$20.00	\$500.00	\$500.00	\$60.00	\$60.00	248.3%	184.6%	100.0%	157.1%	\$480.00	\$480.00	\$40.00	\$440.00	\$20.00	\$20.00	\$20.00	\$20.00	AWE
II-7	Monitor Well Replacement, 4-inch Diameter Sch 40 PVC Installation -Shallow (complete)	EA	1	\$5,000.00	\$5,000.00	\$7,500.00	\$7,500.00	\$15,000.00	\$15,000.00	109.1%	40.0%	100.0%	66.7%	\$10,000.00	\$2,500.00	\$10,000.00	\$7,500.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	AWE
II-8	Monitor Well Replacement, 4-inch Diameter Sch 40 PVC Installation - Deep (complete)	EA	1	\$10,000.00	\$10,000.00	\$25,000.00	\$25,000.00	\$25,000.00	\$25,000.00	75.0%	85.7%	85.7%	0.0%	\$15,000.00	\$15,000.00	\$15,000.00	\$0.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	AWE
				<b>(AWE) SUBTOTAL</b>	<b>\$23,695.00</b>	<b>(FD) SUBTOTAL</b>	<b>\$47,000.00</b>	<b>(ACS) SUBTOTAL</b>	<b>\$52,510.00</b>	<b>865.8%</b>	<b>751.5%</b>	<b>476.6%</b>	<b>499.7%</b>	<b>\$15,000.00</b>	<b>\$28,305.00</b>	<b>\$28,815.00</b>	<b>\$15,490.00</b>	<b>\$21,195.00</b>	<b>\$21,195.00</b>	<b>\$21,195.00</b>	<b>\$21,195.00</b>	<b>-</b>

Bid Items III - Wellfield Maintenance: Production Wells																						
Item	Description	Unit	Quantity	AWE		FD		ACS		Percent Variance	AWE/FD			Total Price Difference	AWE/ACS			FD/ACS			Best Bid Value	
				Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price		Percent Variance	Percent Variance	Percent Variance		Percent Variance	Percent Variance	Percent Variance	Minimum Price	Bidder			
III-1	Water Discharge and Disposal Setup and Removal	EA	1	\$16,000.00	\$16,000.00	\$7,500.00	\$7,500.00	\$5,000.00	\$5,000.00	115.8%	72.3%	104.8%	40.0%	\$11,000.00	\$8,500.00	\$11,000.00	\$2,500.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	ACS
III-2	Pump Curve Testing and Wire to Water Testing	EA	1	\$500.00	\$500.00	\$500.00	\$500.00	\$1,500.00	\$1,500.00	120.0%	0.0%	100.0%	100.0%	\$1,000.00	\$0.00	\$1,000.00	\$1,000.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE & FD
III-3	Remove Wellhead, Column Pipe, Pump, and Motor and Accessories	EA	1	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	0.0%	0.0%	0.0%	0.0%	\$0.00	\$0.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	AWE & FD & ACS
III-4	Pre-Rehabilitation Specific Capacity Test and Post-Rehabilitation Specific Capacity Test	EA	1	\$3,000.00	\$3,000.00	\$3,500.00	\$3,500.00	\$4,000.00	\$4,000.00	28.6%	15.4%	28.6%	13.3%	\$1,000.00	\$500.00	\$1,000.00	\$500.00	\$3,000.00	\$3,000.00	\$3,000.00	\$3,000.00	AWE
III-5	Combined Static and Dynamic Down-hole View & Side View Color 360 Degree Video Survey with triplicate USB's (with Bidder's Pump: Pre- Rehabilitation video and Post-Rehabilitation video)	EA	1	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	0.0%	0.0%	0.0%	0.0%	\$0.00	\$0.00	\$0.00	\$0.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	AWE & FD & ACS
III-6	Geophysical Logging: Includes the Cost for Each Individual Log to be Performed as Needed. Individual Logs are as follows: XYZ and GR.	EA	1	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$5,000.00	\$5,000.00	75.0%	0.0%	66.7%	66.7%	\$2,500.00	\$0.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	AWE & FD
III-7	Clear Debris/Obstructions	HR	1	\$450.00	\$450.00	\$750.00	\$750.00	\$400.00	\$400.00	65.6%	50.0%	11.8%	60.9%	\$350.00	\$300.00	\$50.00	\$50.00	\$400.00	\$400.00	\$400.00	\$400.00	ACS
III-8	Well Acidization Mobilization	EA	1	\$9,875.00	\$9,875.00	\$20,000.00	\$20,000.00	\$15,000.00	\$15,000.00	67.7%	67.8%	41.2%	28.6%	\$10,125.00	\$10,125.00	\$5,125.00	\$5,000.00	\$9,875.00	\$9,875.00	\$9,875.00	\$9,875.00	AWE
III-9	Well Acidization Treatment w/ 32% HCL	EA	1	\$25,000.00	\$25,000.00	\$10,000.00	\$10,000.00	\$15,000.00	\$15,000.00	90.0%	85.7%	50.0%	40.0%	\$15,000.00	\$15,000.00	\$10,000.00	\$5,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	FD
III-10	Clean Production Well Casing and Screen via Casing Scraper, Brushing and Swabbing	HR	1	\$420.00	\$420.00	\$500.00	\$500.00	\$450.00	\$450.00	17.5%	17.4%	6.9%	10.5%	\$80.00	\$80.00	\$30.00	\$50.00	\$420.00	\$420.00	\$420.00	\$420.00	AWE
III-11	Jetting to Redevelop Production Well	HR	1	\$500.00	\$500.00	\$500.00	\$500.00	\$550.00	\$550.00	9.7%	0.0%	9.5%	9.5%	\$50.00	\$0.00	\$50.00	\$50.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE & FD
III-12	Furnish and Install Additional Gravel into Well Screen Gravel Pack	CF	1	\$50.00	\$50.00	\$100.00	\$100.00	\$50.00	\$50.00	75.0%	66.7%	0.0%	66.7%	\$50.00	\$0.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	AWE & ACS
III-13	Well Plugging and Abandonment (cost of cement grout not included)	CF	1	\$50.00	\$50.00	\$22,500.00	\$22,500.00	\$7,500.00	\$7,500.00	224.1%	199.1%	197.4%	100.0%	\$22,450.00	\$22,450.00	\$7,450.00	\$15,000.00	\$50.00	\$50.00	\$50.00	\$50.00	AWE
III-14	Neat Cement Grout for Well Plugging Abandonment	CF	1	\$50.00	\$50.00	\$250.00	\$250.00	\$60.00	\$60.00	166.7%	133.3%	18.2%	122.6%	\$200.00	\$200.00	\$10.00	\$190.00	\$50.00	\$50.00	\$50.00	\$50.00	AWE
III-15	Backplugging of Production Well	CF	1	\$50.00	\$50.00	\$250.00	\$250.00	\$60.00	\$60.00	166.7%	133.3%	18.2%	122.6%	\$200.00	\$200.00	\$10.00	\$190.00	\$50.00	\$50.00	\$50.00	\$50.00	AWE
III-16	Well Development and Redevelopment by Airlift with 600 to 1,000 CFM Air Compressor	HR	1	\$375.00	\$375.00	\$500.00	\$500.00	\$500.00	\$500.00	27.3%	28.6%	28.6%	0.0%	\$125.00	\$125.00	\$125.00	\$0.00	\$375.00	\$375.00	\$375.00	\$375.00	AWE
III-17	Well Development using Bidder's Pump and Flow Meter (capable of pumping a minimum of 2 times the design rate in gpm)	HR	1	\$500.00	\$500.00	\$500.00	\$500.00	\$600.00	\$600.00	18.8%	0.0%	18.2%	18.2%	\$100.00	\$0.00	\$100.00	\$100.00	\$500.00	\$500.00	\$500.00	\$500.00	AWE & FD
III-18	Disposal of Development Solids that Need to be Containerized and Properly Disposed by Contractor	EA	1	\$2,500.00	\$2,500.00	\$1,500.00	\$1,500.00	\$3,500.00	\$3,500.00	80.0%	50.0%	33.3%	80.0%	\$2,000.00	\$1,000.00	\$1,000.00	\$2,000.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	FD
III-19	Disposal of Development Water to Approved Location	EA	1	\$14,000.00	\$14,000.00	\$7,500.00	\$7,500.00	\$5,000.00	\$5,000.00	101.9%	60.5%	94.7%	40.0%	\$9,000.00	\$6,500.00	\$9,000.00	\$2,500.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	ACS
III-20	Sand Content Testing (by Rossum Sand Tester)	EA	1	\$200.00	\$200.00	\$150.00	\$150.00	\$500.00	\$500.00	123.5%	28.6%	85.7%	107.7%	\$350.00	\$50.00	\$300.00	\$350.00	\$150.00	\$150.00	\$150.00	\$150.00	FD
III-21	Silt Density Index Testing (passing only, SDI <3)	EA	1	\$200.00	\$200.00	\$150.00	\$150.00	\$500.00	\$500.00	123.5%	28.6%	85.7%	107.7%	\$350.00	\$50.00	\$300.00	\$350.00	\$150.00	\$150.00	\$150.00	\$150.00	FD
III-22	Step Drawdown Testing	EA	1	\$5,600.00	\$5,600.00	\$3,500.00	\$3,500.00	\$3,800.00	\$3,800.00	48.8%	46.2%	38.3%	8.2%	\$2,100.00	\$2,100.00	\$1,800.00	\$300.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	FD
III-23	Disinfect Well/Chlorinate Well (and pump and pump assembly) per AWWA Standards	EA																				