



Sole Source Justification Form

Vendor: SOLitude Lake Management

Department: Public Works

Is this purchase for Supplies, Services, or Construction: Services

Is this a onetime purchase Y/N: No

Estimated expenditure for the current term of contract, one time purchase or annually: \$424,058 a year, for three years.

Check the box below that applies to the proposed purchase.

- The Supply, Service, or Construction is available from only one source.
- Supplies, Services, or Construction is a proprietary item, there is not more than one potential bidder or offeror for that item.
- The vendor is the manufacturer, and no other distribution channel is available.
- The Vendor is the sole authorized dealer or reseller for a specified region.
- Required items are proprietary to the Vendor.
- Compatible with existing software.
- Compatible with existing equipment.
- Repair, maintenance or modification of existing equipment.
- Upgrade to proprietary software or hardware.
- Must match existing equipment.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Bret Kaiser

Bret Kaiser 2026.05.14
Colt Schwerdt (May 15, 2026 14:12:04 EDT)

Requisitioned by:

Signature

Department
Director/Designee

Date

****Sole sources are required to be publicly posted by the Organization for seven (7) days business days not including holidays before approval. ****

1. Detailed Description of services and/or items: Describe the product/service you are requesting and its function.
TryMarine is a sustainable, eco-friendly water remediation solution designed to break down organic bottom muck, reduce nutrient overload, and restore water quality in lakes and ponds. It is NSF-60 certified safe for drinking water and, as a non-toxic alternative to dredging, it reverses eutrophication by enhancing natural biodiversity. SOLitude Lake Management is proposing a three year treatment plan using TryMarine for the city owned stormwater management tract, Sawgrass Lake. Sawgrass Lake has experienced degraded water quality conditions for the past couple of years. At the request of the residents who live adjacent to the tract, the city hired an environmental consultant to determine a solution to the tract's condition. After extensive testing and deliberation with the city, the consultant specifically recommended TryMarine as a treatment plan to improve the tract's conditions.
2. Justification for Sole Source/Special Circumstances: Explain why this vendor is the only source from which to obtain this product or service.
SOLitude Lake Management is the sole provider of TryMarine. They are the developer and patent-holder of the product.
3. Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.
There is no other vendor as this is a proprietary product that was specifically recommended to the city by a third-party consultant to meet the needs of the stormwater tract. This is directly confirmed by TryMarine via their letter of sole source assurance provided to the city.
4. Provide written justification demonstrating the proposed price is fair and reasonable. This may include, but not limited to, historical pricing comparisons, market research, catalog pricing, or relevant supporting documentation. All evidence must be included with this request.
The city has employed treatment procedure in the past, specifically for Sawgrass Lake. The previous treatment contract was for GreenClean algaecide with Aquatic Vegetation Control (AVC). This used a similar application procedure with a comparable dosage, over the same acreage, to what is expected of TryMarine. The difference between the two treatments is that GreenClean was a one time treatment, while TryMarine is a multitude of smaller dosage treatments that will eventually add up to the target dosage required. With this in mind, GreenClean was approx. \$340k for the one time, while TryMarine is approx \$424k a year. Comparing the application frequency (one-time treatment vs. multiple treatments) increase as well as factoring the intention of the treatments (algaecide vs. full lake treatment), the TryMarine treatment was expected to be more expensive. Through discussions with TryMarine, they have confirmed that SOLitude is their proprietary consultant, and through additional water quality testing we were able to negotiate the price down and feel the price is reasonable.

GL Code (Include Project String, if applicable): 401-4126-534000

IDENTIFY TYPE OF FUNDING:

- LOCAL
- IDENTIFY IF STATE
- FEDERAL
- OR OTHER FUNDING

(PROCUREMENT MANAGEMENT DIVISION USE) ONLY

Sole Source No. _____ Date: _____

Posted Date: _____ From: _____ (7 BUSINESS DAYS)

Approved Disapproved _____
Signature of Approver/Designee Date

Reason for Disapproval
