



Sole Source Justification Form

Vendor: Islamorada Boatwoks

Department: Police

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

Is this a onetime purchase Y/N: Yes

Estimated expenditure for the current term of contract, one time purchase or annually: _____

One-Time Purchase - 193,434.00

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.

Sgt. John Fazio

Requisitioned by: 594

Signature 4/16

Department 292

Director/Designee

Date 10/29/25

****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.

This is a custom built police vessel by Islamorada Boatworks to support the growth of the Port St. Lucie Police Department Marine Unit. Islamorada Boatworks is a local boat manufacturer out of Stuart, Florida who will custom build the vessel for police use and will offer all local warranty, service and repair services for the vessel. Islamorada Boatworks also included a local law enforcement discount of \$10,000 off the manufactured price.

2. Justification for Sole Source/Special Circumstances: Explain why this vendor is the only source from which to obtain this product or service.

The vendor is the sole manufacturer of this vessel and is located locally. A Sole Source letter from the vendor is included in this packet.

3. Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.

There are no other vendors local or out of region that manufacture this vessel.

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.

This vessel was quoted and estimated in February of 2025 during budget preparation to a price near \$185,000 which was budgeted for and approved in the 2130 Cap. Budget. Since the original quote, tariffs were implemented to the trade industry and prices increased. The new cost for this vessel to include significant increases to the motor of the boat is now at \$203,815. To aid in the purchase of the vessel by our city, the manufacturer applied a local law enforcement discount and lowered the price to \$193,434. which is only \$8,434. over the budgeted \$185,000. There are no other local boat manufacturers who build or produce this vessel which will support the operations of the Port St. Lucie Police Department Marine Unit.

GL Code (Include Project String, if applicable): _____

IDENTIFY TYPE OF FUNDING:

- ☒ **LOCAL**
☐ **IDENTIFY IF STATE**
☐ **FEDERAL**
☐ **OR OTHER FUNDING**

(PROCUREMENT MANAGEMENT DIVISION USE) ONLY

Sole Source No. 20200091 Date: 11/3/20

Posted Date: 11/3/20 From: 11/12/20 (7 BUSINESS DAYS)

Approved ☒ Disapproved ☐ [Signature] 11/17/25
Signature of Approver/Designee Date

Reason for Disapproval _____

From: Emily Burgos
Sent: Wednesday, November 19, 2025 11:46 AM
To: Alaina Knofla
Subject: RE: Islamorada Boat

Alaina,

Please see below

The following details outline the steps taken to verify vendor availability and the justification for this specific vessel:

Vendor Verification and Market Research

A comprehensive review was conducted to determine whether any other vendors—local, regional, or out-of-state—manufacture a vessel that meets the required specifications. This included:

Direct outreach to known marine fabrication companies and specialty vessel manufacturers.

- Research through industry directories, professional networks, and procurement databases.
- Consultation with agencies and departments that utilize similar equipment to identify alternative sources.

Through these efforts, no other vendors were identified that produce a vessel matching the operational, dimensional, and performance criteria required. Vendors contacted confirmed that they either do not manufacture vessels of this configuration or cannot meet the specialized requirements.

This vendor has built and delivered a similar vessel within the last year to the Martin County Sheriff's Office who have tested, utilized and continue to deploy this vessel with high satisfaction to the needs of our local waterways. Martin County Sheriff's Marine Unit has provided feedback to us of their purchase of this vessel, use of it, and dealings with this vendor all with great satisfaction. This vendor is local, Stuart, FL, and will provide all warranty and service-related issues with minimal travel to our agency.

Justification for the Selected Vessel:

This particular vessel is required due to operational demands that cannot be met by standard, commercially available models. Its distinguishing features include:

Purpose-built design that aligns with the specific mission profile and environmental conditions in which it will be deployed.

- Structural and performance characteristics (e.g., hull design, draft, propulsion configuration) that allow safe and effective operation in areas where typical vessels are unsuitable.
- Low-draft hull design to respond to very shallow areas of the St. Lucie River and adjoining canals.
- Law enforcement specific equipment such as night vision cameras for nighttime response and deployments, underwater transom cameras to support Dive Team operations and deployments.
- Specialty marine standard emergency lighting.
- Unique integration capabilities for mission-essential equipment, which standard vessels cannot support without extensive—and cost-prohibitive—modification.
- Compliance with agency/mission standards that exceed the capabilities of general-purpose boats.

Because this vessel is uniquely configured to meet the operational needs of the agency, and no other manufacturer produces a comparable model, it represents the only viable option to ensure reliable and safe performance.



Emily Burgos

*Civilian Operations Division Manager
Police Department*

o. 772.873.6527

c. 772.292.9182

Main. 772.871.5000

From: Alaina Knofla <aknofla@cityofpsl.com>

Sent: Monday, November 17, 2025 9:07 AM

To: Emily Burgos <eburgos@cityofpsl.com>

Subject: Islamorada Boat

Good morning,

After Nate reviewed the sole-source request for approval, it was determined that further justification is needed regarding the steps taken to confirm that no other vendors, local or out of region, manufacture this vessel. Additionally, why is this particular vessel required? What makes it unique?

Thank you,



Alaina Knofla

Acting Procurement Manager

Office of Management & Budget

Office: 772-871-7612

Cell: 772-607-1470

City of Port St. Lucie | *Heart of the Treasure Coast*

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