



## FLORIDA KEYS MOSQUITO CONTROL DISTRICT NOTICE OF SOLE SOURCE

**Released on: 3/31/2025 @ 9:00 AM.**

This is not a Request for Bid or Proposals and there is no solicitation available.

The proposed contract action is for product or services for which the Florida Keys Mosquito Control District ('FKMCD') intends to negotiate and award with only one source under the authority of Florida Statute 287.057(3)(c). FKMCD intends to negotiate sole-source procurement from MosquitoMate, Inc. for purchase of WB1 Males Pesticide. FKMCD believes these services can be procured only from a sole source, as MosquitoMate, Inc. is the sole seller in the United States of America. Sole source information and quote have been attached.

Any responses received as a result of this Notice of Sole Source shall be considered solely for the purpose of determining whether to conduct a competitive procurement. **Responses will not be considered as proposals, bids, or quotes.** Interested firms or individuals may identify their capability to provide this product / service by responding to this notice.

**Responses must be submitted electronically via email to Attn: Rochele Miller, FKMCD Purchasing Agent: [rlmiller@keysmosquito.org](mailto:rlmiller@keysmosquito.org). Hard copies will not be accepted. All responses must be submitted within seven (7) business days (which is when this notice is set to close.) No waivers shall be allowed for responses which have not been submitted by the deadline date. Vendors must utilize the attached response form but may also include additional documentation that demonstrates their ability to provide the products/services specified.**

All responses received by the close of notice shall be reviewed. Responses will be considered only if they respond with clear and convincing documentation that they are capable of providing the same product or service by meeting or exceeding the requirements stated herein and are licensed and / or certified to do so. Determination if there is adequate evidence of vendor(s) that could negate the proposed action based on their responses to this notice is solely within the discretion of the FKMCD Board of Commissioner, Executive Director and FKMCD Legal Counsel.

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Failure to file a protest within the time prescribed in Florida Statutes Chapter 120.57(3), or failure to post the bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes. Any person who is adversely affected by the agency decision or intended decision shall file with the agency a notice of protest in writing within 72 hours after posting of the notice of decision or intended decision.

**Andrea Leal**  
**Executive Director**  
**Florida Keys Mosquito Control District**

**Sole Source Notice**

Business Name: \_\_\_\_\_

Point of Contract: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Demonstrate capability to provide product / services specified: \_\_\_\_\_

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Note: You can attach whatever paperwork is needed to demonstrate your capability to provide these products / services outlines within.

\_\_\_\_\_  
Signature of Representative

\_\_\_\_\_  
Date

# ESTIMATE

MosquitoMate, Inc.  
210 Malabu Dr., Suite 110  
Lexington, KY 40502

accounting@mosquitomate.com  
+1 (859) 421-0175  
www.mosquitomate.com



## FKMCD:FKMCD 2025 WB1

**Bill to**  
Florida Keys Mosquito Control District  
18 Aquamarine Drive  
Key West, FL 33040-5601

**Ship to**  
TBD

### Shipping info

Ship via: FedEx

### Estimate details

Estimate no.: 1031  
Estimate date: 03/24/2025  
Expiration date: 04/15/2025

#	Product or service	Description	Qty	Rate	Amount
1.	Miscellaneous Service	See attachment	1	\$89,065.00	\$89,065.00

**Total** **\$89,065.00**

### Note to customer

Please see attachment

Expiry date 04/15/2025

Accepted date

Accepted by



**ESTIMATE**

210 Malabu Drive  
Suite 110  
Lexington, Kentucky 40502  
(859) 488-1125  
accounting@mosquitomate.com

**ATTENTION:**

Andrea Leal  
Executive Director  
Florida Keys Mosquito Control District  
18 Aquamarine Dr.  
Key West, FL 33040

March 28, 2025

**Project Title:** 2025 WB1 Pesticide

**Description:**

Starting the second or third week of May, weekly shipments for 20 weeks:

- four boxes to Key Largo, two arriving on Tuesdays, two arriving on Fridays, each with 20 x 600C tubes;
- two boxes to Marathon, one arriving on Tuesdays, one arriving on Fridays, each with 20 x 600C tubes;

Twice during the release period (e.g., once in August, once in September), FKMCD will send to MM, eggs collected from ovicups placed at the release site. FKMCD will use the provided, pre-paid return labels to ship tubes/boxes back to MM for re-use.

Pesticide Cost:	\$ 62,160	
Software:	\$2,500	not requested
Estimated Taxes* and Fees:	\$ 5,905	
Shipping:	\$ <u>21,000</u>	
Total:	\$ 89,065	

Payment structure: three 30% payments in April, June, and July, and then the final 10% at the conclusion.

Please let us know if you have any questions.

*The MosquitoMate Team*

\* If Organization is Tax Exempt, please provide the IRS 501(c)(3) Determination Letter or other Tax Exemption Certificate.



October 31, 2024

To Whom It May Concern:

This letter certifies that MosquitoMate, Inc., located at 210 Malabu Drive, Lexington, KY, 40502 is the only agent capable of providing the patented and EPA-registered WB1 and ZAP Wolbachia technologies. Furthermore, MosquitoMate has multiple years of regulatory and field trial experience, including field work performed with multiple mosquito species in FL, TX, CA, NY and KY, in which MosquitoMate has demonstrated methods for the mass production, delivery, deployment and monitoring. Furthermore, the completion of SBIR Phase I and Phase II awards satisfies any competition requirement of the Armed Services Procurement Act, the Federal Property and Administrative Services Act, and the Competition in Contracting Act.\*

If you require any further information, please reach out to us at 859-488-1125.

Kind regards,

A handwritten signature in black ink that reads "Stephen Dobson". The signature is written in a cursive style with a large, sweeping initial "S".

Dr. Stephen Dobson, CEO  
MosquitoMate, Inc.

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\* [https://www.sbir.gov/sites/default/files/SBA%20SBIR\\_STTR\\_POLICY\\_DIRECTIVE\\_May2023.pdf](https://www.sbir.gov/sites/default/files/SBA%20SBIR_STTR_POLICY_DIRECTIVE_May2023.pdf)