



## **WATER QUALITY SAMPLING AND ANALYSIS – ANNUAL CONTRACT**

**RFP NO. 20250526**

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Laboratories, Inc.**

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Advanced  
Environmental  
Laboratories, Inc.

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# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
ANALYSIS – ANNUAL CONTRACT

RFP NO. 20250526

## Section I Proposed Team

## Section I - Proposed Team



### A. Background of the personnel

	<p><b>Charles "Chuck" M. Ged, President</b> <b>Joined AEL: 1994   Started in Industry: 1985</b></p> <p>Chuck is the founder and President of AEL. He has been responsible for the overall direction of the company since the day he personally ran the first analysis for the company in 1994. Chuck's background includes seven years with Jacksonville Electric Authority (JEA) and five years with commercial labs in Jacksonville before starting AEL. He is a strong supporter and actively involved with the University of North Florida (UNF) and University of Florida (UF). At UNF, Chuck sits on the Foundation Board and has set up an endowment to UNF's Institutes of Environmental Research and Education and has established the "Mr. &amp; Mrs. Charles Ged Science Scholarship" which is annually awarded to a deserving student pursuing a degree in Chemistry. At UF, he sits on the Chemistry Leadership Board. He holds a BS in Chemistry from the University of North Florida.</p>
	<p><b>Brandon Beck, VP - Operations</b> <b>Joined AEL: 2002   Started in Industry: 1999</b></p> <p>Brandon is responsible for the daily production operations of AEL and is the direct supervisor for AEL's seven Lab Managers. His mission is to coordinate inter-lab processes and to develop best lab practices across AEL. He oversees vendor contracts for supplies, instrumentation, and services. Brandon assumed the role of Operations Manager in 2012 after having previously served as Volatiles Analyst, Organics Department Manager, and then AEL-JAX lab manager. He holds an M.S. in Environmental Toxicology and B.S. in Biology from Clemson University.</p>
	<p><b>Evan Ged, PE, Operations Manager</b> <b>Joined AEL: 2022   Started in Industry: 2011</b></p> <p>Evan is responsible for AEL's daily production and oversight of the seven laboratory locations. As Operations Manager his primary mission is to ensure overall quality control, laboratory uniformity, mentoring and developing staff, and interfacing with sales and laboratory managers to coordinate projects. He focuses on company growth and innovation through implementing strategic initiatives and identifying workflow efficiencies. Evan re-joined AEL in 2022 after a 10-year career in engineering, design, and consulting. Evan has spent most of his life around AEL and watched his father grow the company from a one-man operation to the largest environmental laboratory network in the state of Florida. Evan is a nationally recognized expert in drinking water quality and has extensive experience in drinking water treatment, water quality optimization, and public health. He is also a licensed Professional Engineer in Texas and Arkansas. Evan holds a B.S. in Environmental Engineering from North Carolina State University and a Master of Engineering from the University of Florida.</p>

## Section I - Proposed Team

	<p><b>Todd Romero, E.I.T., Director of Client Services</b>  <b>Joined AEL: 2015   Started in Industry: 1986</b></p> <p>Todd provides leadership, coaching, and management oversight for the sales and project management teams, while managing the Marketing Manager to further strengthen the firm's market presence and client success. His engineering experience grants him a real-world understanding of his client's needs and goals. Previously, Todd had served as AEL's Gainesville Laboratory Manager (four years) and as the Manager of the mobile lab firm KB Labs (14 years). At KB, his work specialized in large, high profile site characterization and remediation projects – working closely with clients on field logistics and data quality objectives. Prior to KB, Todd was with MACTEC (now AMEC FW) for 15 years as a Senior Staff Engineer and Department Lab Manager. Todd holds a BS in Environmental Engineering from the University of Florida in Gainesville, FL.</p>
	<p><b>Rico Bartolo, Technical Director</b>  <b>Joined AEL: 2018   Started in Industry: 1985</b></p> <p>Rico's primary focus is on automation, efficiency, uniformity and technology in the lab network enhancing compliance with quality assurance. He interacts regularly with QA, Operations and Managers on compliance and efficiency. Rico developed AEL's paperless package system and assists and coordinates the completion and enforcement of the use of AEL paperless package initiative. He helped develop and maintain the automated and streamlined Tier IV package system in Jacksonville for Federal work. He is responsible for the overall design and implementation of Organics and Metals lab automation. Rico shares knowledge and experience with Managers and Analysts performing new and current methods and advises on equipment and scope. He assists with maintenance of Horizon LIMS and helps facilitate upgrades. He has held positions as GC/MS Analyst, Organics Group Leader, Senior Chemist, Corporate Organics Specialist / Technical Director, Assistant Laboratory Director, Technical Innovation Manager and LIMS &amp; Automation Administrator. Rico holds a BS in Chemistry from Shippensburg University.</p>

## Section I - Proposed Team


	<p><b>Lori Mangrum, Quality Assurance Director</b> <b>Joined AEL: 2023   Started in Industry: 1989</b></p> <p>Lori is responsible for overseeing the AEL quality assurance program to ensure uniformity and consistent implementation across AEL's seven laboratory locations. She is the direct supervisor to AEL's QA Managers and oversees compliance with AEL's policies and procedures. Lori works to improve overall data quality and to develop new aspects of the QA program. Her mission is to provide guidance and support to the AEL QA team. Prior to assuming the role of AEL's Quality Assurance Director in 2023, Lori most recently served more than a decade as the Director of Quality Assurance for another TNI/ISO/DOD laboratory network in Florida and has more than 30 years of experience working in environmental labs across Florida and the Southeast. As a chemist on the bench, she gained a strong understanding and solid working knowledge of wet chemistry and metals analyses and efficient, quality methodology. She quickly moved into a supervisory position which also allowed her to train new staff. Later, as a project manager, she gained a strong understanding of client and regulatory needs and requirements. Lori holds a B.S. in Chemistry from the University of Central Florida.</p>
	<p><b>Lindsey Visser, Technical Program Manager</b> <b>Joined AEL: 2025   Started in Industry: 2006</b></p> <p>Lindsey manages AEL's public sector programs in Florida for municipal clients, with a focus on drinking water, wastewater, and utilities. Her key responsibilities include proposal development, stakeholder management, strategic planning, CRM oversight, and representing AEL at industry events. Lindsey has spent over 15 years in laboratory management supporting federal research and municipal testing programs. Prior to her work in the private sector, she led Environmental Lab operations for Broward County, managing a team of chemists across 4 departments and overseeing the County's Ambient Water Quality Surface Water Monitoring Program including boat operations throughout the county's canal systems. Lindsey's background is in Marine Chemistry, with an M.S. from Texas A&amp;M University. In her early career, she served as Chief Scientist for NOAA's coastal water quality research cruises in South Florida, managing large-scale ecological monitoring/modeling initiatives.</p>

## Section I - Proposed Team

	<p><b>Joshua Snead, Fort Myers Laboratory Manager</b>  <b>Joined AEL: 2014   Started in Industry: 2009</b></p> <p>Josh manages our lab in Fort Myers, FL. He oversees all operations including the laboratory and field services staff, as well as performing Project Management. Prior to taking over AEL – Fort Myers, Josh served as the Field Service and Receiving Department Manager at AEL – Tampa where he had shown tremendous skills at production, supervision, organization, quality control, and client services. In that role, Josh coordinated the sample throughput of over 25,000 projects annually while supervising a staff of three receiving clerks, two field samplers, and three couriers. He has extensive knowledge of FDEP SOPs and NELAP requirements and has worked closely with regulatory auditors and quality assurance managers to ensure that the highest level of data integrity is maintained at all levels of service. Before joining AEL, Josh had held a similar role with another national lab for over five years with training in: HAZWOPER, Hazardous Materials and Shipping, and TREEO Surface and Groundwater Sampling.</p>
	<p><b>Dr. Anda Quintero, Quality Assurance Officer</b>  <b>Joined AEL: 2023   Started in Industry: 2018</b></p> <p>Anda is the QA officer overseeing Miami also providing oversight to the Ft. Myers laboratory. Anda has extensive quality management experience in molecular environmental testing. As a scientist at heart, Anda brings in analytical and creative thinking into problem solving with an eye for continuous improvement. She always has a passion for the environment, and her mission is to apply cutting-edge innovations in science and technologies to solve real world problems. Anda previously held positions as lab scientific director, lab manager, and quality manager for an ISO17025:2017 environmental molecular source tracking lab. She holds a PhD in Biochemistry from Dartmouth College (NH, US), and a B.S. in Biotechnology from Northwest A&amp;F University (Shaanxi, China).</p>
	<p><b>Amy Ashley, Quality Assurance Officer</b>  <b>Joined AEL: 2015   Started in Industry: 2015</b></p> <p>Amy has been with Advanced Environmental Laboratories (AEL) for nearly 10 years, building a diverse background in the environmental laboratory field with a strong foundation in both Inorganics and Organics. Her management career began as the Inorganics Laboratory Department Manager, where she oversaw operations in Wet Chemistry, Metals, and Microbiology. She later transitioned into the role of Organics Department Manager, gaining hands-on leadership experience in Extractions, Semi-Volatiles, and Volatiles. This cross-functional expertise has provided Amy with a comprehensive and technical understanding of laboratory operations and the full analytical lifecycle—from sample receipt and preparation to extraction, instrumental analysis, data validation, and final reporting. She holds a B.S. in Environmental Science and Policy and an M.P.H. in Health, Safety, and Environment from the University of South Florida, along with certifications including 40-Hour HAZWOPER and CPH. In her role on the QA team, Amy looks forward to supporting and enhancing AEL's commitment to data integrity and regulatory compliance.</p>



## Section I - Proposed Team

	<p><b>Courtney Rickett, LIMS Administrator</b>  <b>Joined AEL: 2024   Started in Industry: 2011</b></p> <p>Courtney holds a Bachelor of Science in Environmental Biology and brings over 14 years of experience in environmental water quality monitoring and testing to her work. Her background in environmental data and metadata management, particularly in government contexts, has been instrumental in her current role as a DoD Data Analyst at AEL. Her responsibilities include LIMS Administrator and Junior Systems Administrator, as well as EDD generation including WIN formatted deliverables. Courtney is experienced in laboratory systems, environmental data management, and regulatory QA/QC. Before joining AEL, she served in multiple roles at the St. Johns River Water Management District, including Data Quality Assurance Manager and Environmental Scientist, where she oversaw environmental monitoring programs and ensured data met state and federal regulatory standards. Courtney’s municipal and watershed-level experience directly aligns with Charlotte County’s goals for ambient water quality assessment and FDEP data requirements. She is skilled in LIMS administration, DoD and EPA data validation, and electronic data deliverables (including WIN MDQS). Her background in both public sector and laboratory environments makes her a vital resource for ensuring the integrity, consistency, and compliance of project data under this contract.</p>
	<p><b>Sindi Gerbi, Project Manager II, Technical Director</b>  <b>Joined AEL: 2023   Started in Industry: 2022</b></p> <p>Sindi oversees client projects, sample logistics, invoicing, and deliverables to ensure client satisfaction and regulatory compliance. She is proficient in LIMS sample management and project execution according to all contract deliverables and COC requests. She is well versed in laboratory analysis including wet chem and microbiological testing, sample receiving, as well as field team scheduling and courier logistics. With a B.S. in Biology and a concentration in ecology, Sindi brings a strong scientific foundation to her role as Project Manager. In just three years, she has proven her ability to lead complex water quality monitoring projects from planning through reporting, earning the trust of both regulatory agencies and internal stakeholders. Her expertise in coordinating field sampling, managing laboratory logistics, and ensuring adherence to QA/QC standards aligns directly with the objectives of Charlotte County’s ambient surface water monitoring program. Sindi’s experience with ecological systems, FDEP SOP protocols, and electronic data deliverables ensures reliable, compliant, and timely support for WIN MDQS submissions. Her hands-on approach, proactive communication, and sharp attention to detail make her a valuable asset to this contract.</p>



## Section I - Proposed Team



	<p><b>Dalton “Frankie” Allen, Field Services Manager</b>  <b>Joined AEL: 2002   Started in industry: 1988</b></p> <p>Frankie has over 20 years of hands-on experience in field sampling and environmental compliance, with expertise in surface water, groundwater, wastewater, and drinking water collection. He has led field operations for numerous AEL municipal clients, including the City of Marco Island and City of Sarasota, and is highly proficient in FDEP SOP protocols (FM 1000 and FS2200). As AEL’s statewide Field Services Manager, Frankie oversees field logistics, safety, site access, and documentation, ensuring each sampling event is executed accurately and in full compliance with regulatory standards. His ability to navigate residential easements, interpret site plans, and coordinate multi-site mobilizations makes him exceptionally well-suited to support Charlotte County’s ambient water quality monitoring program.</p>
	<p><b>Nathan Soliman, Field Services Technician</b>  <b>Joined AEL: 2023   Started in industry: 2023</b></p> <p>Nathan supports AEL’s municipal and regulatory sampling programs with strong technical proficiency in groundwater, surface water, and wastewater collection. With a B.S. in Biological Health Science and training in DEP SOP-001/01, Nathan ensures accurate field documentation, proper chain-of-custody handling, and compliance with permit-driven sampling protocols. He has collected samples across over 100 monitoring wells and shoreline sites and is adept at coordinating logistics with municipal clients. His consistency, attention to detail, and commitment to clean, defensible data make him a dependable field resource for Charlotte County’s ambient surface water monitoring contract.</p>
	<p><b>Tyrone Murray Field Services Technician</b>  <b>Joined AEL: 2023   Started in Industry: 2018</b></p> <p>Tyrone supports AEL’s water quality monitoring programs with reliable, detail-oriented field sampling across groundwater, surface water, and wastewater sites. He is trained in DEP SOP-001/01 and Rule 62-160 compliance, with a strong focus on accurate documentation, chain-of-custody procedures, and equipment readiness. Tyrone brings hands-on experience coordinating with municipal clients and has consistently delivered clean, defensible samples for laboratory analysis. His professionalism, field preparedness, and commitment to safety make him a dependable contributor to Charlotte County’s ambient water quality monitoring contract.</p>

## **PROFILE**

Chuck, boasting over 39 years in analytical laboratory settings, excels in technical production, management, client services, and business development. As President at Advanced Environmental Laboratories, Inc. (AEL), he drives growth for a leading Small Business Enterprise (SBE) laboratory, ranked among the nation's top ten true environmental laboratories and Florida's largest commercial laboratory network.

## **EDUCATION**

### **University of North Florida**

Bachelor of Science Chemistry/Math  
Graduated 1985

### **University of North Florida**

Master of Business Administration  
Graduated 1990

## **AREAS OF EXPERTISE**

Executive Leadership  
Financial Acumen  
Laboratory Operations Management  
LIMS Management  
Project & Procurement Expertise  
Market Development

## **PROFESSIONAL/ PHILANTHOPIC AFFILIATIONS**

Jacksonville Zoo and Gardens Board  
Member  
University of North Florida (UNF)  
Foundation Board  
UNF Institute of Environmental  
Research and Education Council  
Member  
University of Florida (UF) Chemistry  
Department Leadership Board

## **PROFESSIONAL SKILLS**

- **Corporate Administration:** Proficient in overseeing all aspects of corporate administration, including policies, finances, and budgeting, to ensure efficient operations.
- **Business Development:** Experienced in developing new market areas and expanding laboratory facilities to drive business growth and meet client needs.
- **Laboratory Management:** Skilled in managing laboratory operations, including quality control programs, data reporting requirements, and employee hiring protocols.
- **Project Management:** Demonstrated expertise in managing capitol projects, annual operating budgets, and staff members to ensure successful project execution.
- **Multi-disciplinary Environmental Testing:** Proficient in managing organic, inorganic, and microbiological analysis to meet National, Caribbean, and Federal Environmental Regulations for environmental testing projects.
- **Sales and Marketing:** Experienced in sales and laboratory development, supervising method development, routine analysis, and Multi-Regional Support Laboratory activities to drive revenue growth.
- **Profit and Loss Management:** Proficient in managing profit and loss for laboratory operations, including budgeting, financial analysis, and staff management.
- **Environmental Compliance:** Skilled in providing environmental compliance data to state agencies, creating quality assurance and hazardous waste management programs, and performing process and environmental analysis.
- **Leadership and Team Management:** Strong leadership skills, capable of managing staff members, fostering a culture of accountability, and driving team success.

## **WORK HISTORY**

**Advanced Environmental Laboratories, Inc.**, Jacksonville, FL  
President, 1994 - Present

**Columbia Analytical Services, Inc.**, Jacksonville, FL  
Laboratory Director, 1993 - 1994

**Environmental Conservation Laboratories, Inc.**, Jacksonville, FL  
Laboratory Manager, 1991 - 1993

**Jacksonville Electric Authority**, Jacksonville, FL  
Chemist/Laboratory Manager, 1985 - 1991

## **PROFILE**

Brandon, an experienced executive with 22 years in environmental expertise, directs AEL's operations, emphasizing growth and client service. He prioritizes commercial operations, leading initiatives to boost profitability and performance. Brandon also assists the Technical Director, Quality Director, Operations Manager, and other corporate team members in their roles.

## **EDUCATION**

### **University of North Florida**

Bachelor of Science in Biology  
Graduated 1998

### **Clemson University**

Master of Science in  
Environmental Toxicology  
Graduated 2001

## **AREAS OF EXPERTISE**

Environmental Testing  
Organics Analyses  
Industry Expertise  
Corporate Communication  
Instrumentation  
Decision Making  
Collaboration  
Budget/Resource Management  
LIMS (Laboratory Information  
Management System)  
Project Management  
Growth Mindset

## **PROFESSIONAL AFFILIATIONS**

UNF Industry Advisory Board  
EHS Professionals  
CFAEP  
FSEA  
NAEP  
NEFAEP  
ALMA

## **PROFESSIONAL SKILLS**

- **Laboratory Information Management Systems (LIMS):** Proficient in utilizing LIMS software to streamline laboratory workflows, manage data, and ensure accurate and timely reporting.
- **Strategic Planning:** Experienced in developing and implementing strategic plans to achieve long-term organizational goals, driving growth, innovation, and competitive advantage.
- **Policy Formation:** Knowledgeable in regulatory requirements and industry standards, adept at developing and implementing policies and procedures to ensure compliance and mitigate risks.
- **Business Strategy:** Skilled at formulating and executing business strategies to drive revenue growth, expand market presence, and capitalize on emerging opportunities in the environmental sector.
- **Team Leadership:** Strong leadership skills, capable of inspiring and motivating teams to achieve excellence, fostering a culture of collaboration, accountability, and continuous improvement.
- **Continuous Improvement:** Committed to ongoing learning and professional development, fostering a culture of continuous improvement and innovation to enhance operational effectiveness and deliver superior results.
- **Problem Solving:** Proficient in identifying and addressing complex challenges, leveraging analytical thinking and creative problem-solving skills to develop practical solutions and drive organizational success.
- **Relationship Building:** Excellent interpersonal skills, able to establish rapport and build strong relationships with internal and external stakeholders, fostering collaboration and teamwork across departments and organizations.
- **Staff Development:** Dedicated to developing and mentoring talent, providing guidance, training, and support to empower team members to reach their full potential and contribute to organizational success.

## **WORK HISTORY**

**Advanced Environmental Laboratories, Inc.,** Jacksonville, FL  
Vice President - Operations, 2021 - Present

**Advanced Environmental Laboratories, Inc.,** Jacksonville, FL  
Operations Manager, 2012 - 2021

**Advanced Environmental Laboratories, Inc.,** Jacksonville, FL  
Laboratory Manager, 2010 - 2012

**Advanced Environmental Laboratories, Inc.,** Jacksonville, FL  
Organics Department Manager, 2009 - 2010



## PROFILE

Evan provides day-to-day leadership, fostering a high-performance, customer service-oriented work environment that aligns with the company's mission, vision, and values. He manages lab operations, emphasizing production, efficiency, and growth, while also supporting Advanced Environmental Laboratories, Inc. (AEL) Laboratory Managers across all Florida locations.

## EDUCATION

### University of Florida

Master of Engineering in  
Environmental Engineering  
Graduated 2013

### North Carolina State University

Bachelor of Science in  
Environmental Engineering  
Graduated 2011

## AREAS OF EXPERTISE

Water Quality  
Field Sampling and Pilot Testing  
Analytical Chemistry  
Environmental Regulatory  
Frameworks  
Water Treatment Engineering  
Project Management and Client  
Services  
Business Development  
Strategic Planning  
Staff Growth and Development  
Financial Planning and Budgeting

## PROFESSIONAL AFFILIATIONS

Professional Engineer TX, AR  
(inactive)  
American Water Works Association  
(AWWA)

## PROFESSIONAL SKILLS

- **Water Chemistry and Treatment:** Proficient in conducting bench chemistry and instrumental analysis for water chemistry and treatment applications.
- **Research and Analysis:** Skilled in designing and conducting research studies, with four papers published in peer reviewed journals and numerous technical presentations at state and national conferences.
- **Engineering Design and Construction:** Extensive experience in planning, designing, and constructing public works and water treatment infrastructure, with a focus on sustainability and delivering solutions aligned with client needs.
- **Project Management:** Demonstrated expertise in managing water infrastructure projects from inception to completion, including master planning, pilot testing, design, and construction services.
- **Environmental Site Investigations:** Proficient in conducting environmental site investigations, groundwater sampling, and developing remedial action plans for contaminated sites.
- **Client Relationship Management:** Skilled at understanding and aligning AEL services with client needs and expectations, leveraging past engineering experience to bridge the gap effectively.

## WORK HISTORY

**Advanced Environmental Laboratories, Inc.**, Jacksonville, FL  
Operations Manager, 2022 - Present

**Hazen and Sawyer**, Dallas, TX  
Senior Associate, 2018 - 2022

**Jacobs Engineering**, Dallas, TX  
Professional Engineer, 2017 – 2018

**CH2M Hill**, Dallas, TX  
Professional Engineer, 2013 - 2017

**Golder Associates**, Jacksonville, FL  
Engineering Intern, Summer 2011

### PROFILE

With over 38 years in environmental expertise, Todd directs AEL's Client Services, emphasizing sales growth and customer service. Todd leads the AEL Sales and Marketing Team with initiatives to boost profitability and sales performance while assisting the Technical Director, Quality Director, Operations Manager, and other corporate team members in their roles.

### EDUCATION

#### University of Florida

Bachelor of Science in  
Environmental Engineering  
Graduated 1996

### AREAS OF EXPERTISE

Project Management  
Environmental Engineering  
Information Technology Services  
Business Development  
Client Services  
Office Operational Systems  
Laboratory Operations  
Air Compliance Programs  
QA/QC Systems  
Compliance Audits  
LIMS (Laboratory Information  
Management Systems)  
Analytical Testing  
Data Modeling Visualizations  
Commercial Operations  
Market Expansion

### PROFESSIONAL AFFILIATIONS

SAME (Society of American  
Military Engineers)  
FAEP (Florida Association of  
Environmental Professionals)

### PROFESSIONAL SKILLS

- Project Coordination and Execution: Managed multiple projects with precision, ensuring adherence to timelines and budgets.
- Environmental Compliance Expertise: Proficient in navigating regulatory requirements, conducting compliance audits, and managing air quality programs.
- IT Systems Integration: Designed and implemented robust Laboratory Information Management Systems (LIMS), providing essential IT support for data management.
- Strategic Business Growth: Developed and executed strategies to enhance market presence, drive profitability, and foster client relationships.
- Client Relationship Management: Built strong client relationships, ensuring high satisfaction through exceptional service delivery.
- Operational Efficiency: Optimized office systems to maximize efficiency and maintain quality assurance standards.
- Analytical Testing Proficiency: Oversaw analytical testing processes to ensure accuracy and reliability of results.
- Data Visualization: Utilized advanced data modeling and visualization techniques to support decision-making.
- Commercial Strategy Development: Formulated and implemented strategies to optimize revenue growth and operational effectiveness.
- Market Expansion: Identified and capitalized on new market opportunities to expand organizational reach.

### WORK HISTORY

#### Advanced Environmental Laboratories, Inc., Gainesville, FL

Director of Client Services, 2021 - Present  
Strategic Clients Manager, 2018 - 2021  
Lab Manager, 2015- 2018

#### KB Labs, Inc., Gainesville, FL

Director of Operations, 2001 – 2015

#### MACTEC, Gainesville, FL

Senior Staff Engineer/Laboratory Department Manager, 1986 – 2001





## **PROFILE**

Highly accomplished environmental professional with over 35 years of experience in laboratory operations, quality assurance, and automation. Proven track record of leading and supervising laboratory teams, ensuring regulatory compliance, and implementing innovative solutions to streamline workflows and improve data quality.

## **EDUCATION**

### **Shippensburg University**

Bachelor of Science in Chemistry  
Graduated 1985

## **AREAS OF EXPERTISE**

Laboratory Management  
Quality Assurance (QA)  
Regulatory Compliance  
Horizon LIMS Support  
Paperless Initiative Development and Support  
Automation and Streamlining  
Tier IV Data Packages  
Organics and Metals Automation  
New Method Development  
Instrumentation  
Technical Training and Guidance  
Document Control  
Client Relationship Management  
Project Oversight and Coordination  
Client Communication  
Inventory Management  
Instrument Maintenance

## **PROFESSIONAL SKILLS**

- **Leadership & Teamwork:** Proven ability to lead and supervise laboratory teams, fostering a collaborative and high-performing work environment.
- **Technical Expertise:** Extensive knowledge of environmental laboratory operations, including quality assurance/quality control (QA/QC) procedures, analytical methods (e.g., EPA, SW 846), and instrumentation.
- **Project Management:** Skilled in project planning, execution, and oversight, ensuring projects meet deadlines and quality standards.
- **Communication:** Excellent written and verbal communication skills, adept at providing technical information to clients and colleagues.
- **Problem-Solving & Innovation:** Proven ability to identify and troubleshoot laboratory issues, develop and implement innovative solutions to streamline workflows and improve efficiency.
- **Regulatory Compliance:** Deep understanding of environmental regulations and the ability to ensure laboratory operations adhere to all applicable requirements.
- **Software Proficiency:** Proficient in Horizon LIMS and other relevant laboratory software programs.

## **WORK HISTORY**

**Advanced Environmental Laboratories, Inc., Miramar, FL**  
Corporate Technical Director, 2018 - Present

**ALS Global, Middletown, PA**  
Technical Innovation Manager, 2012 - 2018

**Summit Environmental Technologies, Cuyahoga Falls, OH**  
Assistant Laboratory Director, 2009 - 2012

**Microbac Laboratories Inc., Camp Hill, PA**  
Corporate Organics Specialist/Technical Director, 2005 - 2009

**Analytical Laboratory Services Inc., Middletown, PA**  
Senior Chemist, 1999 - 2005

**Gannett-Fleming, Camp Hill, PA**  
Organics Group Leader, 1987 - 1999

**Lancaster Laboratories, New Holland, PA**  
GC/MS Analyst, 1985 - 1987



### PROFILE

Results-driven Technical Program Manager and Environmental Chemist with over 19 years of experience in environmental laboratory operations, project management, regulatory compliance, and data science. Adept at leading cross-functional teams, managing public sector programs, and leveraging data-driven solutions to streamline processes and drive business growth. Expertise in environmental compliance, CRM management, PFAS analytical methods, and emerging contaminant programs.

### EDUCATION

#### Texas A&M University

Master of Science in Oceanography  
Graduated 2009

Bachelor of Science in Marine Biology  
Graduated 2006

### AREAS OF EXPERTISE

Project/Program Management  
Environmental Compliance  
CRM & Database Management  
LIMS Systems Administration  
Data Visualization Platforms  
Public Sector Contract Management  
Emerging Contaminants (PFAS)  
Strategic Business Growth  
Stakeholder Engagement  
Geospatial Mapping and Analysis  
Proposal & Bid Development  
Market Trend Analysis

### PROFESSIONAL AFFILIATIONS

FAEP (Florida Association of  
Environmental Professionals)  
FSEA (Florida Society of  
Environmental Analysts)

### PROFESSIONAL SKILLS

- Laboratory Operations Management: Oversaw multi-department NELAP environmental testing programs.
- Regulatory Compliance: Ensured data quality and reporting adherence to EPA, DoD, and state regulatory QAPPs.
- Personnel Management of Cross-Functional Teams: Led hiring, training, documented performance for technical staff.
- Project Management with timely deliverables according to budget, regulatory and client needs.
- Public Sector Contract Management: Secured multi-year contracts with winning RFPs for government clients.
- Analytical Methodology SME: Expert in EPA regulated compounds and emerging contaminants method selection, validation, reporting, including PFAS.
- Data Visualization and Analysis: Developed dashboards and statistical tools using Power BI, ArcGIS, MS Access.
- Scientific Reporting and Stakeholder Communication: Authored technical reports supporting federal and District-wide natural resource management and policy decisions.
- Strategic Sales & Business Development: Executed sales strategies to expand market reach, grow key accounts, and drive revenue in competitive environmental sectors.

### WORK HISTORY

**Advanced Environmental Laboratories, Inc., Remote-Hollywood, FL**  
Technical Program Manager, 2025 – Present

**SGS North America, Remote – Hollywood, FL**  
Senior Account Manager, 2024 – 2025

**Broward County Environmental Monitoring Laboratory Ft. Lauderdale, FL**  
Chemist Supervisor, 2017 – 2024

**NOAA Atlantic Oceanographic & Meteorological Laboratory, UMIAMI CIMAS, Miami, FL**  
Research Associate III, 2009 – 2017

**Texas A&M University, College Station & Galveston, TX**  
Research Assistant, Teaching Assistant, 2006 – 2009  
Laboratory Technician II, 2005 – 2006

### CERTIFICATIONS

Google Foundations of Data Science | EPA Grants |  
Six Sigma | ESRI ArcGIS Suite | PMBOK® Project Fundamentals |  
HAZWOPER | FEMA IS-700.a, 100.b





## **PROFILE**

Results-oriented Laboratory Manager with 10+ years of experience leading AEL's Fort Myers laboratory operations to ensure compliance with NELAP, EPA, FDEP, USDA, and FDOH regulations. Proven expertise in sample management, field services, customer service, sales, Horizon LIMS, inventory control, and health & safety protocols.

## **EDUCATION**

### **Lincoln High School**

Tallahassee, Florida  
Graduated 2001

## **AREAS OF EXPERTISE**

Environmental Laboratory Operations  
Management  
Process Improvement  
Sample Management  
Field Services Management  
Data Quality and Turnaround Times  
Customer Retention  
Employee Development

## **PROFESSIONAL SKILLS**

- **Leadership:** Providing direction, motivation, and coaching to laboratory and field service teams.
- **Project Management:** Organizing and overseeing multiple projects simultaneously while meeting deadlines and budgets.
- **Communication:** Collaborating effectively with senior management, sales teams, field personnel, and clients.
- **Problem-Solving:** Identifying and resolving issues related to lab procedures, sample management, and field operations.
- **Quality Assurance/Quality Control (QA/QC):** Enforcing quality standards and ensuring data integrity.
- **Regulatory Compliance:** Maintaining adherence to environmental regulations (NELAP, EPA, FDEP, USDA, FDOH)
- **Inventory Management:** Monitoring and managing laboratory supplies and equipment.
- **Time Management:** Prioritizing tasks and managing workload effectively.
- **Business Development:** Contributing to business growth through customer retention and potential sales opportunities.

## **WORK HISTORY**

**Advanced Environmental Laboratories, Inc.**, Fort Myers, FL  
Laboratory Manager, 2019 - Present

**Advanced Environmental Laboratories, Inc.**, Tampa, FL  
Field Services/Sample Receiving Department Manager,  
2014 - 2019

**TestAmerica, Inc.**, Tampa, FL  
Field Services/Sample Receiving Department Manager,  
2011 - 2014



## PROFILE

Highly motivated Quality Assurance Officer with 5+ years of experience in environmental laboratory operations, particularly in molecular testing. Proven ability to manage all aspects of QA/QC, ensure compliance with regulatory standards (NELAC, ISO 17025), and lead laboratory teams to deliver accurate and reliable data.

## EDUCATION

**Dartmouth College, Hanover, NH**  
**Geisel School of Medicine**

PhD in Biochemistry  
Graduated 2014

**Northwest A&F University,**  
**Shaanxi, China,**

Bachelors of Science in  
Biotechnology  
Graduated 2009

## AREAS OF EXPERTISE

Environmental Laboratory QA/QC  
Molecular Testing (Water, Soil, Environmental)  
Laboratory Operations Management

## PROFESSIONAL DEVELOPMENT

**University of Miami, Miami, FL**  
**Miller School of Medicine**

Postdoctoral Fellow in Cancer  
Genomics & Epigenetics,  
2014-2018

## PROFESSIONAL SKILLS

- **Quality Control Oversight and Data Review:** Skilled in overseeing all QA/QC activities, including data review and ensuring data integrity.
- **Standard Operating Procedure (SOP) Management:** Expertise in developing, implementing, and maintaining SOPs relevant to laboratory operations and specific projects.
- **Proficiency Testing and Certification:** Experienced in managing proficiency testing programs and ensuring timely application for new certifications.
- **Laboratory Information Management Systems (LIMS):** (Optional, if relevant) Proficiency in working with LIMS for data management and laboratory operations.
- **Internal Audits and Management Reviews:** (Optional, if relevant) Experience in conducting internal audits and management reviews to ensure laboratory compliance and identify areas for improvement.
- **Technical Support:** Ability to provide technical support to laboratory personnel and troubleshoot issues related to procedures and equipment.
- **Health & Safety Protocols:** Strong understanding and adherence to laboratory safety protocols to ensure a safe work environment.

## WORK HISTORY

**Advanced Environmental Laboratories, Inc.,** Miami, FL  
Quality Assurance Officer, 2023 - Present

**LuminUltra Technologies, Inc.,** Miami Lakes, FL  
Laboratory Scientific Director, 2018- 2023

**Source Molecular Corp,** Miami, FL  
Laboratory and Technical Manager, 2018 – 2021



## **PROFILE**

Experienced Quality Assurance Officer with 10+ years in environmental laboratory testing and operations. Proven leadership in both Inorganics and Organics departments with hands-on oversight of QA/QC, compliance, and training across multiple laboratories. Skilled in managing cross-functional teams, streamlining workflows, and maintaining data integrity in accordance with regulatory standards (NELAC, TNI, ISO 17025). Strong technical background in microbiology, metals, wet chemistry, and organic extractions.

## **EDUCATION & CERTIFICATIONS**

### **University of South Florida**

Bachelor of Science in Environmental  
Science & Policy (Minor in Public Health)  
Graduated 2015  
Environmental Health Certificate, 2016  
Health, Safety, & Environment MPS, 2019

### **Professional Certifications**

40HR Hazwoper Certified 2019  
CPH Certified, 2019

## **AREAS OF EXPERTISE**

Environmental Laboratory QA/QC  
Oversight  
Water & Soil Testing – Inorganics &  
Organics  
Laboratory Audits & Regulatory  
Compliance  
SOP Development & Implementation  
Internal Training & Analyst Certification  
Cross-Site Quality Program  
Management  
Health & Safety Protocols (HSE,  
Hazwoper)

## **PROFESSIONAL SKILLS**

- QA Operations Leadership: Oversees quality assurance programs across multiple laboratories, ensuring alignment with internal and external standards.
- Department Management: Direct experience leading both Inorganics (Microbiology, Wet Chemistry, Metals) and Organics (Extractions, Volatiles, Semi-Volatiles) departments.
- SOP Development: Creates and maintains Standard Operating Procedures for laboratory workflows and regulatory compliance.
- Audit Coordination: Prepares facilities for internal and external audits; implements corrective actions and preventive measures.
- Data Review & Validation: Performs QA-level review of analytical data to ensure accuracy, completeness, and traceability.
- Analyst Training & Mentorship: Trains, certifies, and cross-trains staff across analytical disciplines to ensure competency and coverage.
- Health & Safety Compliance: Supports HSE initiatives and safety protocol adherence in laboratory operations.
- Instrumentation Experience: Skilled in operating and troubleshooting a range of instruments including Perkin Elmer, Shimadzu, Metrohm, and Seal Analytical.
- Multi-Lab Oversight: Coordinates QA processes across five AEL laboratory locations throughout Florida.

## **WORK HISTORY**

**Advanced Environmental Laboratories, Inc.**, Tampa, FL  
Quality Assurance Officer, 2025 - Present  
Organics Department Manager, 2022 - 2025  
Inorganics Department Manager, 2021 - 2022  
Laboratory Analyst, 2015 - 2021



## PROFILE

Highly motivated and results-oriented systems professional with over 10 years of experience in laboratory data systems, environmental quality assurance, and regulatory compliance. Proven ability to support LIMS administration, streamline QA/QC workflows, and manage environmental datasets across public and private sector laboratories. Strong background in DoD data validation, technical support, and documentation systems.

## EDUCATION

### Liberty University

Bachelor of Science in  
Environmental Biology  
Graduated 2009

## AREAS OF EXPERTISE

LIMS Administration & Data Systems  
Laboratory QA/QC Protocols  
DoD Environmental Data Validation  
SOP Development & Process  
Documentation  
Microsoft Access / Excel / Office  
Suite  
MRP/ERP System Familiarity  
Team Communication & Training  
Technical Support & Troubleshooting

## PHILANTHROPIC AFFILIATIONS

Respite Foster Child Care Volunteer,  
CPC/CPBC (2019–Present)

## PROFESSIONAL SKILLS

- **LIMS Systems Administration:** Experienced in managing and configuring Laboratory Information Management Systems to support multi-site laboratory workflows and regulatory reporting.
- **Environmental Data Validation & Reporting:** Skilled in validating large datasets for completeness, accuracy, and DoD compliance, including use of EPA CLP and ERPIMS formatting standards.
- **Database Management & Integration:** Proficient in loading, cleaning, and correcting data across multiple platforms including Microsoft Access, Excel-based systems, and environmental databases.
- **User Access & Documentation Control:** Manages user roles, permissions, and system access while developing SOPs and document control systems to support audit readiness and consistent operations.
- **Technical Troubleshooting:** Resolves software and data issues for laboratory staff and assists in system upgrades, integration testing, and issue escalation with IT teams.
- **Regulatory & QA/QC Compliance:** Ensures data quality meets Department of Defense (DoD), TNI/NELAC, and internal quality standards through process documentation and QA protocols.
- **Team Communication & Training:** Provides cross-functional support to chemists, analysts, and QA/QC staff through clear documentation, training, and collaborative problem-solving.
- **Process Improvement:** Lead initiatives to streamline day-to-day operations and standardize data workflows, contributing to overall lab efficiency and accuracy.

## WORK HISTORY

**Advanced Environmental Laboratories, Inc. (AEL),** Tampa, FL  
LIMS Administrator / Junior Systems Administrator/DoD Analyst,  
2025–Present  
DoD Analyst, 2024–2025

**St. Johns River Water Management District,** Palatka, FL  
WRI Data Quality Assurance Manager, 2021–2024  
Data Quality Assurance Specialist III, 2021  
Chemist I & II, 2015–2021  
Environmental Scientist I, 2014–2015

**Pentair Aquatic Eco-Systems,** Apopka, FL  
Aquatic Biologist, 2013–2014

**Aquatic Eco-Systems, Inc.,** Apopka, FL  
Lakes Technician, 2011–2013



## **PROFILE**

Multilingual Project Manager and Technical Director with strong scientific, organizational, and client communication skills. Experienced in laboratory project coordination, sample logistics, and microbiological analyses. Proven ability to manage LIMS systems, field event scheduling, and client deliverables. Brings over three years of environmental laboratory experience with increasing responsibility in both technical and leadership roles.

## **EDUCATION**

### **Florida Gulf Coast University**

Bachelor of Science in Biology  
– Concentration: Organismal  
and Ecology  
Graduated 2022

## **AREAS OF EXPERTISE**

Project Coordination & Client Support  
LIMS Data Tracking & Sample  
Management  
Microbiology and Wet Chemistry  
Methods  
Sample Receiving & Chain of Custody  
Field Sampling Event Scheduling  
Proposal Writing and Quotation  
Development  
Analytical Instrument Maintenance  
Team Training & Supervision  
Multilingual Communication (English,  
Spanish, Albanian)

## **PROFESSIONAL SKILLS**

- **Project Management:** Oversees client projects, sample logistics, invoicing, and deliverables to ensure client satisfaction and regulatory compliance.
- **LIMS Software Proficiency:** Experienced in tracking samples, logging projects, and maintaining chain-of-custody within Laboratory Information Management Systems.
- **Technical Lab Support:** Trained in microbiological and wet chemistry methods including BOD, TSS, pH, conductivity, and coliform testing.
- **Logistics & Scheduling:** Coordinates field sampling events, courier routes, and sample kit preparation.
- **Supervisory Experience:** Managed sample receiving department and mentored new analysts.
- **Communication & Client Relations:** Provides quotes, communicates timelines, and delivers results with professionalism.
- **Scientific Expertise:** Strong background in microbiology, ecology, and environmental sample processing, with research experience in parasite biodiversity and oyster reef restoration.
- **Laboratory Techniques:** Skilled in sterile technique, micro pipetting, microscopy (light, fluorescence), gel electrophoresis, titration, vacuum filtration, and ion chromatography.
- **Lab Inventory & Reagent Preparation:** Prepares media, reagents, acids/bases, and manages inventory control for lab chemicals and supplies.
- **Data & Statistical Analysis:** Experienced in ecological data collection, statistical processing, and lab-based reporting from 12 semesters of laboratory coursework at FGCU.

## **WORK HISTORY**

**Advanced Environmental Laboratories, Inc.**, Fort Myers, FL  
Technical Director/Project Manager II, 2025 - Present  
Project Manager I, 2023 - 2025  
Sample Receiving Supervisor, 2023

**Sanders Laboratories, Inc.**, Fort Myers, FL  
Sample Receiving/Analyst, 2022





### PROFILE

Experienced Field Services Manager with over 20 years in environmental sampling and compliance. Brings extensive knowledge in surface water, drinking water, and wastewater collection, and is well-versed in DEP SOPs and site logistics. Skilled in developing field sampling scopes, interpreting site plans, and ensuring accurate field documentation. Recognized for building and supervising efficient sampling teams, while maintaining regulatory and safety standards.

### EDUCATION

#### Taylor Technical Institute

Industrial Machinery  
Maintenance and Repair  
Graduated 1988

### AREAS OF EXPERTISE

Groundwater, surface water, drinking water, and wastewater sampling  
HAZWOPER (40-hour hazardous chemical certification)  
FDEP SOP & FM 1000 compliance  
Field audits and site reviews  
Field mobilization and logistics  
Client communication and coordination  
Site plan interpretation  
Sample planning and documentation  
Chain of custody & field documentation

### PROFESSIONAL SKILLS

- Field Operations Management: Oversees statewide environmental sampling programs, ensuring quality, timeliness, and regulatory compliance.
- Sampling Scope Development: Prepares DEP SOP FM 1000-aligned plans tailored to site-specific conditions and project goals.
- Permit & Site Plan Review: Interprets FDEP permits and engineering drawings to determine access points and sampling requirements.
- Compliance Auditing: Conducts site audits to verify adherence to sampling protocols and safety standards.
- Client Coordination: Leads sampling efforts for municipalities and private-sector clients, managing timelines and deliverables.
- Staff Supervision: Trains and supervises field technicians, delegating tasks and ensuring proper sampling techniques.
- Residential Area Sampling: Collects samples from seawalls and easements with sensitivity to access and neighborhood constraints.
- Water Quality Sampling: Conducts groundwater, wastewater, and drinking water sampling with accurate documentation.
- Inventory & Equipment Oversight: Manages supplies, equipment maintenance, and field readiness.
- DEP SOP FS2200 Execution: Oversees well purging and sample collection following FS2200 protocols.

### WORK HISTORY

**Advanced Environmental Laboratories, Inc.**, Gainesville, Florida  
Field Services Manager | 2002 – Present

**City of Marco Island – Surface Water Quality Testing Services**,  
Marco Island, FL  
Field Technician | 2020 – Present

**City of Sarasota – Groundwater & Drinking Water Laboratory Services**, Sarasota, FL  
Field Technician | 2021 – Present



### PROFILE

Environmental Field Technician with a strong academic foundation in biology and chemistry and practical experience in field sampling and environmental compliance support. Assists in the collection of groundwater, surface water, and wastewater samples for municipal and regulatory projects. Brings a reliable, safety-focused approach to sample preparation, field documentation, and client coordination. Known for adaptability, attention to detail, and commitment to supporting clean and defensible environmental data.

### EDUCATION

#### Wells College

Bachelor of Science in Biological  
Health Science | Minor in Chemistry  
Graduated 2023

### TRAINING & CERTIFICATIONS

DEP SOP-001/01 Sampling Procedures  
Chain-of-Custody & Sample  
Documentation  
Field Safety, PPE Use & Instrument  
Handling

### AREAS OF EXPERTISE

Groundwater & surface water sampling  
Instrument calibration & maintenance  
Field data collection & reporting  
Sample preparation & chain of custody  
Sampling plans & site coordination  
DEP SOP-001/01 & Rule 62-160  
compliance  
Field staff mentoring & oversight  
Landfill & municipal project experience

### PROFESSIONAL SKILLS

- **Municipal & Utility Sampling:** Leads field sampling efforts for municipal and utility clients across Florida.
- **Sampling Kit Preparation:** Organizes bottles, preservatives, and equipment for each deployment.
- **Well & Shoreline Sampling:** Collects samples from over 100 monitoring wells and shoreline locations.
- **Field Documentation:** Completes accurate records for FDEP WIN, chain-of-custody, and site logs.
- **Logistics Coordination:** Manages schedules and coordinates with county contacts to ensure field readiness.
- **Permit-Driven Sampling:** Conducts surface water and wastewater sampling per DEP permit requirements.
- **Multi-Site Fieldwork:** Oversees sampling across multiple sites, maintaining efficiency and consistency.
- **Process Improvements:** Implements field efficiencies adopted into AEL's SOPs.
- **Drinking Water Prep:** Prepares samples for total coliform, E. coli, and health department parameters.
- **Safety & Compliance:** Follows safety protocols and regulatory sampling standards.

### WORK HISTORY

**Advanced Environmental Laboratories, Inc.,** Fort Myers, FL  
Field Technician, 2023 – Present

**Wells College – Athletic Department,** Aurora, NY  
Athletic Event Staff, 2020 – 2023





### PROFILE

Environmental Field Technician with hands-on experience in water quality sampling, field logistics, and regulatory documentation. Skilled in collecting groundwater, surface water, and wastewater samples in accordance with Florida DEP protocols. Brings a detail-oriented approach to chain-of-custody, sample handling, and equipment preparation. Known for reliability, adherence to safety standards, and effective coordination with municipal clients and project teams.

### EDUCATION

#### Pierce County High School

High School Diploma  
Graduated 1990

### TRAINING & CERTIFICATIONS

Instrument Calibration & Field Documentation Training (AEL)  
Field Sampling Protocols (DEP SOP-001/01)  
Chain-of-Custody & Sample Handling Procedures  
PPE Use & Site Safety Awareness  
Phlebotomy Certification

### AREAS OF EXPERTISE

Groundwater & surface water sampling  
Instrument calibration & maintenance  
Field data collection & reporting  
Sample preparation & chain of custody  
Sampling plans & site coordination  
DEP SOP-001/01 & Rule 62-160 compliance  
Field staff mentoring & oversight  
Landfill & municipal project experience  
Water quality testing protocols

### PROFESSIONAL SKILLS

- **Environmental Sample Collection:** Collects groundwater, drinking water, and wastewater samples for laboratory analysis, following proper sampling protocols and safety standards.
- **Documentation & Chain-of-Custody:** Maintains complete and accurate field documentation, including sample labels, custody forms, and transport logs.
- **Lab Equipment Operation:** Operates and maintains lab and field equipment; performs basic calibrations and routine upkeep to support accurate data collection.
- **Field Preparation & Inventory:** Assembles and maintains sampling kits and field supplies; tracks consumables to ensure readiness and compliance.
- **Certified Testing Procedures:** Trained in specimen collection, phlebotomy, and COVID-19 rapid testing using the Sofia system.
- **Safety & Sanitation:** Adheres to field and laboratory safety practices, including hygiene protocols, PPE usage, and proper waste handling.
- **Teamwork & Client Interaction:** Supports clear communication with field teams and clients to ensure smooth sampling events and professional service delivery.

### WORK HISTORY

**Advanced Environmental Laboratories, Inc.,** Lake Placid, FL  
Field Technician, 2023 – Present

**River Oaks Treatment Center,** Avon Park, FL  
Lab Technician, 2018 – 2023  
Behavioral Health Technician, 2017 – 2018

**Aaron's Pallets & The Sport Shop,** Tampa, FL  
Warehouse & Operations Roles | 1995 – 2017



### PROFILE

Experienced Field Technician with over 20 years of expertise in environmental sampling, monitoring, and field logistics. Brings a consistent, client-focused approach to large-scale sampling programs involving groundwater, surface water, and wastewater. Known for strong coordination skills, dependable documentation, and extensive familiarity with Florida landfill and utility sites.

### EDUCATION

#### Plant City High School

High School Diploma  
Graduated 1991

### TRAINING & CERTIFICATIONS

DEP SOP-001/01 Field Training  
HAZWOPER (40-Hour)  
Internal AEL Sampling Protocol Training  
Instrument Calibration & Field Documentation Training

### AREAS OF EXPERTISE

Groundwater & surface water sampling  
Instrument calibration & maintenance  
Field data collection & reporting  
Sample preparation & chain of custody  
Sampling plans & site coordination  
DEP-SOP-001/01 & Rule 62-160 compliance  
Field staff mentoring & oversight  
Landfill & municipal project experience  
Support wet chemistry & microbiology labs

### PROFESSIONAL SKILLS

- **Municipal & Utility Sampling:** Leads field sampling efforts for municipal and utility clients across Florida.
- **Sampling Kit Preparation:** Organizes bottles, preservatives, and equipment for each deployment.
- **Well & Shoreline Sampling:** Collects samples from over 100 monitoring wells and shoreline locations.
- **Field Documentation:** Completes accurate records for FDEP WIN, chain-of-custody, and site logs.
- **Logistics Coordination:** Manages schedules and coordinates with county contacts to ensure field readiness.
- **Permit-Driven Sampling:** Conducts surface water and wastewater sampling per DEP permit requirements.
- **Multi-Site Fieldwork:** Oversees sampling across multiple sites, maintaining efficiency and consistency.
- **Process Improvements:** Implements field efficiencies adopted into AEL's SOPs.
- **Drinking Water Prep:** Prepares samples for total coliform, E. coli, and health department parameters.
- **Safety & Compliance:** Follows safety protocols and regulatory sampling standards.

### WORK HISTORY

**Advanced Environmental Laboratories, Inc.,** Tampa, FL  
Field Technician, 2003 – Present

**Polk County Waste & Recycling,** Polk County, FL  
Field Technician, 2014 – Present

**Sunshine Water Inc.,** Mid County WWTP, Dunedin, FL  
Field Technician, 2014 – Present

**DANENEAL Global,** Ruskin, FL  
Field Technician. 2016 – Present



### PROFILE

Experienced Field Technician with 22 years in water quality monitoring, sample collection, and instrument calibration. Provides dependable support for municipal and county clients across Florida. Applies DEP SOPs and Rule 62-160 to ensure accurate, compliant sampling procedures across a range of challenging field environments.

### TRAINING & CERTIFICATIONS

DEP SOP-001/01 Field Training  
HAZWOPER (40-Hour)  
Internal AEL Sampling Protocol Training  
Instrument Calibration & Field Documentation Training

### AREAS OF EXPERTISE

Groundwater & surface water sampling  
Instrument calibration & maintenance  
Field data collection & reporting  
Sample preparation & chain of custody  
Sampling plans & site coordination  
DEP SOP-001/01 & Rule 62-160 compliance  
Field staff mentoring & oversight  
Landfill & municipal project experience

### PROFESSIONAL SKILLS

- Groundwater & Surface Water Sampling: Collects samples from landfills and utility sites following regulatory protocols.
- Sampling Schedules & Documentation: Maintains accurate schedules and completes chain-of-custody and field records.
- Instrument Operation: Calibrates and operates YSI meters, peristaltic pumps, and water level meters for field measurements.
- Kit Preparation: Assembles sampling kits with certified bottles and proper preservatives per project requirements.
- Remote Access Sampling: Uses 4WD vehicles to reach challenging or off-road sampling locations.
- Project Field Lead: Leads field efforts for municipal, county, and private clients, ensuring efficient sampling events.
- Drinking Water Compliance: Conducts weekly sampling per FAC Ch. 62-550 for bacteriological and chemical parameters.
- Injection Well Monitoring: Performs circulation fluid sampling during drilling every 30 feet as required.
- Regulatory Compliance: Follows DEP SOP FS2200 and safety protocols during all fieldwork.
- Mentorship & Oversight: Trains and supports new field staff in proper sampling and safety procedures.

### WORK HISTORY

**Advanced Environmental Laboratories, Inc.**, Tampa, FL  
Field Technician, 2009 – Present

**Polk County Landfill**, Polk County, FL  
Field Technician, 2012 – Present

**Youngquist Brothers – Well Monitoring Projects**, Fort Myers/Naples, FL  
Field Technician, 2020 – Present

**Publix – Drinking Water Monitoring**, Plant City, FL  
Field Technician, 2017 – Present

# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
ANALYSIS – ANNUAL CONTRACT

RFP NO. 20250526

## *Section II* **Management Plan**

## Section II - Proposed Management Plan



### A. Team Organization / Responsible Parties

Advanced Environmental Laboratories, Inc. (AEL), a privately-owned small business, will provide Charlotte County with a comprehensive, cost-effective solution for the Water Quality Sampling & Analysis contract. AEL is uniquely qualified for this contract as we provide comprehensive project management, field sampling, analyses, and data management services. These services include reporting and analytical testing in wet chemistry, volatile organics, semi-volatile organics, metals, microbiological, and nutrient testing for drinking water, wastewater, and soil samples in-house. AEL has eight laboratories located throughout Florida: Fort Myers, Tampa, Miami, Orlando, Gainesville, Tallahassee, Lake Placid, and our Corporate Headquarters in Jacksonville. All of our laboratories follow NELAP (TNI) FDOH and FDEP sampling and analytical testing regulations.

AEL meets all data submission requirements for Florida Department of Environmental Protection's Watershed Information Network (FDEP WIN).

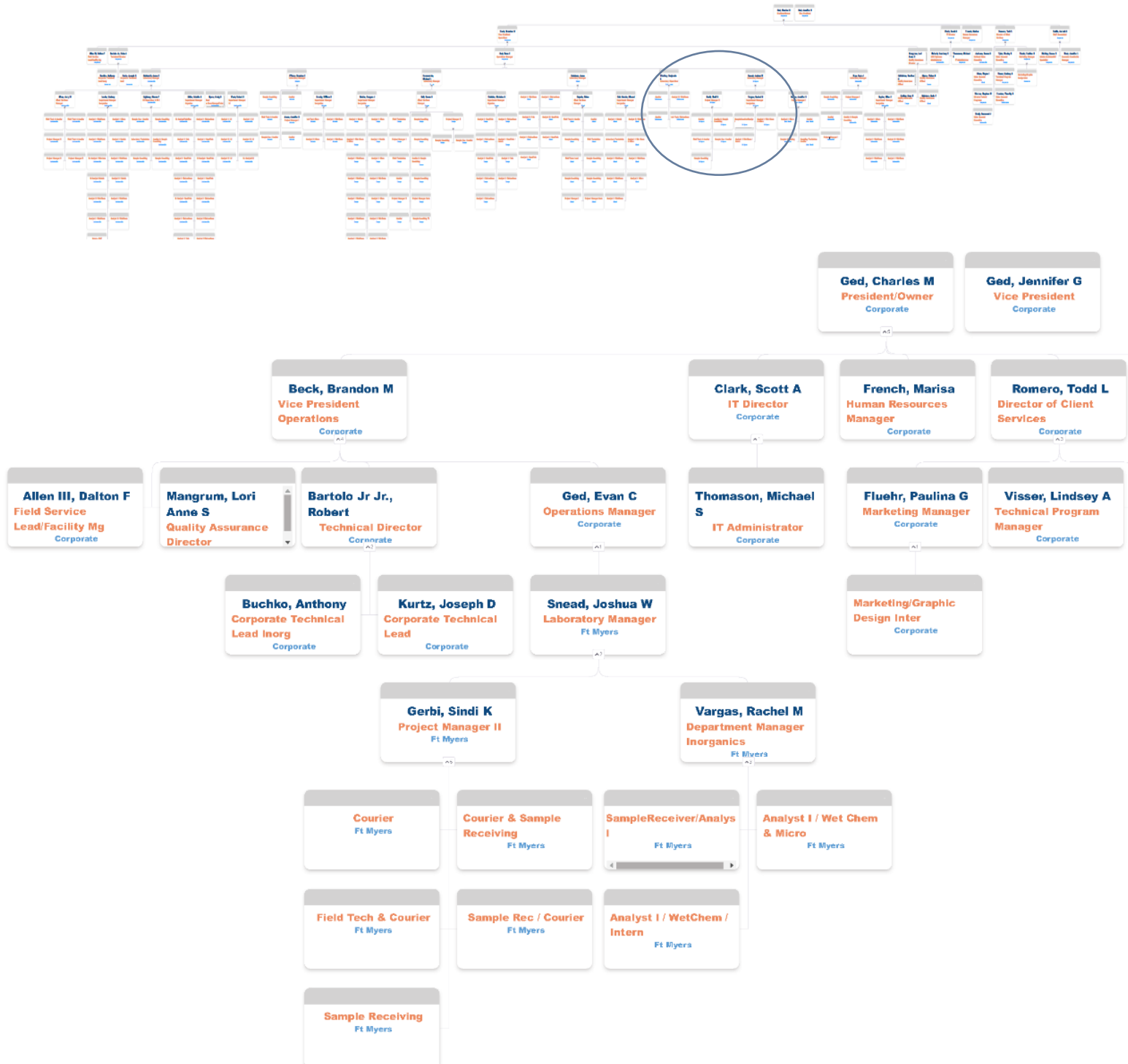
We also meet all data sufficiency requirements for inclusion in FDEP's processes for identification of impaired surface waters and TMDL development, which is also required for the sample projects discussed in Section XI, Recently Accomplished Similar Projects; City of Marco Island – Surface Water Quality Testing Services.

For over 26 years, AEL has maintained environmental laboratory services contracts with more than 80 municipal and county agencies throughout Florida, providing in-house management of field and analytical services. Our laboratories' experience provides a Florida-centric water, wastewater, and drinking water contamination knowledge base and our projects are managed by people who are subject matter experts in environmental industry technology and environmental field sampling and analytical testing practices. President and Owner of the seven-networked laboratory facilities, Mr. Chuck Ged, has ultimate responsibility for project outcomes. He is the final authority of all laboratory matters. As mentioned in his resume, Mr. Ged provides high-level corporate management and is still actively involved in maintaining long-standing client relationships. Since 2000, Mr. Ged has been heavily involved with the Clay County Utilities, performing quarterly offshore sampling with zero safety or hazardous events.

## Section II - Proposed Management Plan

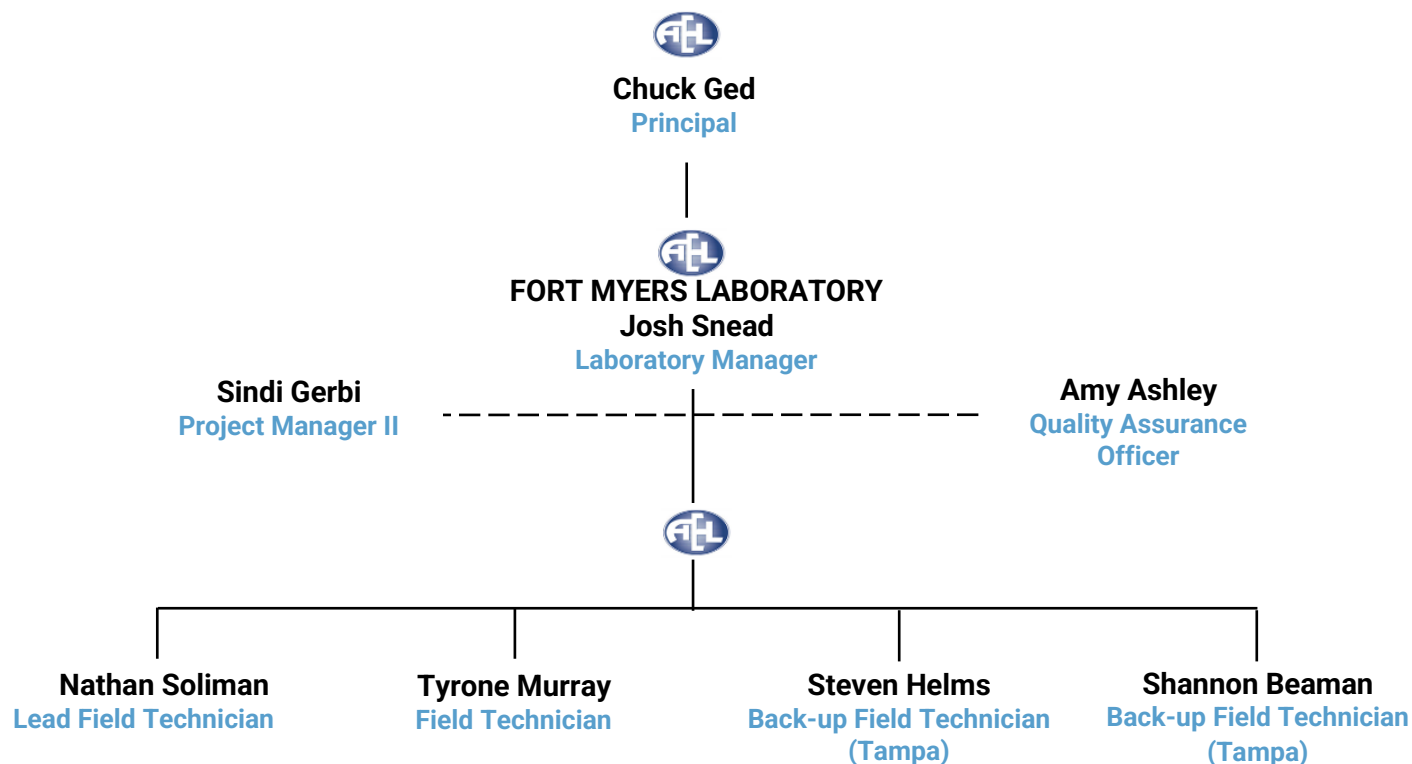
### AEL Laboratory Network Organizational Chart

AEL will provide Charlotte County with dedicated laboratory and field services from our Fort Myers location, backed by the full strength and support of our statewide laboratory network to ensure reliable coverage, rapid turnaround, and specialized expertise. In addition to our experienced local field team, AEL operates eight strategically located laboratories across Florida, enabling added field service flexibility and logistical efficiency for timely sample transport and analysis.



## Section II - Proposed Management Plan

### AEL Fort Myers – Client and Field Services - Organizational Chart





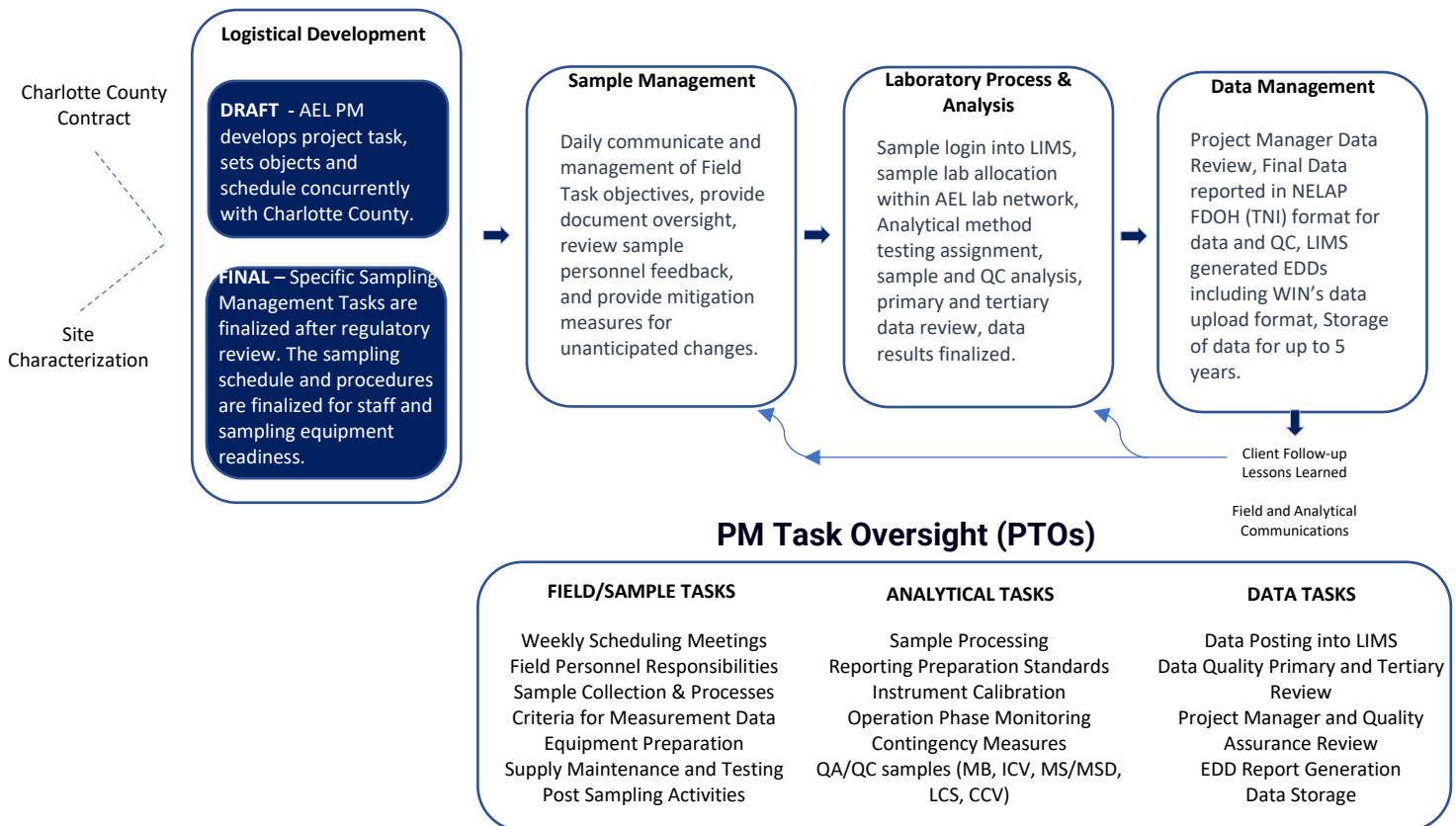
## Section II - Proposed Management Plan

### 1. Program Management / Scheduling / Logistics

#### Project Management

Our AEL Fort Myers facility is the primary laboratory and respondent to the Charlotte County Water Sampling and Annual Analysis – Annual Contract managing the sample collection processes, sample testing, quality control measures, project oversight, and reporting. Mr. Josh Snead, Laboratory Manager, and Sindi Gerbi, Project Manager II are the County's primary contacts for this work including correspondence on field sampling, kit preparation with prefilled COC's, courier scheduling, final reporting, and EDD submissions. Mr. Snead has the authority and ability to prioritize and expedite any project changes as conditions dictate. The Contract will have additional oversight by the Technical Program Manager, Ms. Visser, who will provide a kick-off meeting and correspond with the laboratory to implement and execute all deliverables required by the contract.

Upon award, Mr. Snead and Ms. Gerbi will manage the day-to-day coordination of field sampling events, collaboration on, and development of a project specific Quality Assurance Project Plan (QAPP) and perform final review and distribution of project deliverables (EDD's, uploads to FDEP WIN).



Initial project management tasks include conducting a mandatory kick-off meeting including the field technicians and Quality Assurance Officers. AEL will cover the Health and Safety measures, equipment inventory, methods, and the location and tasks required for the sampling

## Section II - Proposed Management Plan

locations and then develop an appropriate schedule for the Field Technicians. Prior to the site sampling event, Mr. Snead will meet with the Field Technicians to solidify the objectives and set the expectations.

### 2. Field Sample Collection / Measurement


Combined, our proposed Field Technicians have over 50 years sampling experience. AEL field technicians/field samplers will become familiar with the site-specific Health and Safety Plan (HASP), the respective Safe Work permits, and emergency response plan included in the HASP. As a benefit to the County, additional sampling crews from other AEL Florida laboratories are available and can be called upon if needed to manage the County's needs. All AEL sampling team members are FDEP SOP Sampling trained and internally annually audited. Mr. Soliman is the lead technician and will assist Mr. Snead in maintaining the sampling schedule. He has the experience to actively interpret and adapt guidelines found in DEP-SOP-001/01 and Rule 62-160 F.A.C., which specify regulations and work direction for application in the field. Together with Mr. Murray, this team will share responsibilities pre, on-site and post tasks for technical, equipment, transportation, and documentation.

### Scheduling & Logistics

AEL will continually collaborate with Charlotte County to confirm the exact number of locations to collect the surface water samples. Scheduling of sample collection will be based on multiple factors, including sampling crew workload and availability, tides, weather, and access. Taking these factors into the decision tree, the AEL Project Manager will make the final monthly schedule for all samplers on this project. Most sampling will be on a routine monthly schedule but will be flexible to adjust to unforeseen changes. Since the sampling team and laboratory are part of the same company, incorporating the laboratory analyses with the sampling team will be more convenient to the project, especially since both Fort Myers and Tampa labs have seven-day a week analysis capability. The AEL Project Manager is also the Fort Myers Laboratory Manager so he will be able to adjust the schedules of the laboratory staff to coincide with the sampling to ensure microbiological holding times are met if sampling is delayed in the field.

### Safety

Safety concerns are a top priority for our Field Sampling team. AEL is proud of our EMR of 0.86. Whether they are sampling open water sources or piped sources, there are some simple techniques that will be recommended to keep them safe from dangerous situations and protect the integrity of Charlotte County's sample. To ensure sample integrity and provide our Field Staff with accurate and safe sampling procedures AEL will, upon



Risk Name: ADVANCED ENVIRONMENTAL LABORATORIES INC

Risk ID: 914715148

Rating Effective Date: 01/26/2025

Production Date: 11/20/2024

State: INTERSTATE

State	Wt	Exp Excess Losses	Expected Losses	Exp Prim Losses	Act Exc Losses	Ballast	Act Inc Losses	Act Prim Losses	Split Point
FL	.13	23,602	39,946	16,344	0	45,080	9,965	9,965	18,500
GA	.13	0	0	0	0	52,440	0	0	21,500
MD	.13	68	108	40	0	48,300	0	0	18,000
NC	.13	44	71	27	0	48,760	0	0	25,000
(A) Wt	(B)	(C) Exp Excess Losses (D - E)	(D) Expected Losses	(E) Exp Prim Losses	(F) Act Exc Losses (H - I)	(G) Ballast	(H) Act Inc Losses	(I) Act Prim Losses	
.13		23,714	40,125	16,411	0	45,095	7,320	7,320	
		Primary Losses		Stabilizing Value		Ratable Excess		Totals	
Actual		(J)		C * (1 - A) + G		(A) * (F)		(J)	
		7,320		65,726		0		73,046	
Expected		(E)		C * (1 - A) + G		(A) * (C)		(K)	
		16,411		65,726		3,083		85,220	
		ARAP		FLARAP		SARAP		MAARAP	
Factors		1.00		1.00				(J) / (K)	
								.86	

## Section II - Proposed Management Plan

award, complete a site visit for each of the three Myakka River sampling areas to develop a site characterization. The site characterization results are critical data points that can assist in minimizing response time, understand where possible contaminants are located, assess safety issues, assist in streamlining communications, and will provide information for sampling preparation and resolving unanticipated changes.

Once AEL has consolidated the site characterization results we identify safety procedures, protocols, and resources to be used. After the Field Staff discuss the finding with the Client Service Manager and Laboratory Manager AEL will request to meet with Charlotte County and Charlotte County Health Department, if necessary to discuss a customized plan for approaching the site, a sample collection and preparation approach.

Sample concerns could include:

- Determining the easiest access point and potential hazards.
- Removal of obstacles that will hamper the ability to get a clean, representative sample.
- Discuss area to avoid areas that may be slated for maintenance.
- Specific wildlife concerns.

Once the site characterization is made, AEL staff and equipment resources can be efficiently managed, and sampling events are planned accordingly. Typical pre-sampling logistics include:

1. Acknowledging who is going to the sample site and confirm sampling location
2. Sampling kit and equipment preparation
3. Site log with safety acknowledgment entries is completed

Let someone know when you are heading out to take a sample. If you're sampling from canals or the river, avoid having to lean in too far by bringing a sampling pole. If you're sampling from piped water, bring a wrench or other tools along if there's a chance your valve will stick. Be sure to have something to write on, extra sample bottles (or bags), and a cooler with ice or ice packs (blue ice). Avoiding multiple trips for forgotten equipment will allow you to take your time and take a clean, representative sample.

In the event of an emergency such as, but not limited to, major equipment breakdown, severe weather conditions, power outages and traffic disruptions AEL will provide contingency plans to Charlotte County ensuring services during emergencies and continuity of services are addressed.

### Collection

Fundamental to water-quality sampling is the fact that the analytical results can be no better than the sample on which the analysis was performed. Thus, the sample collector must accept primary responsibility for the quality and integrity of the sample up to the time that it is delivered to the analyzing laboratory or office. AEL analytical operations rely on standard operating procedures, which may, at times, be varied or changed as required, dependent upon site conditions, equipment limitations or limitations imposed by the procedure. In all instances, the ultimate procedures employed will be documented and associated with the final report. AEL acknowledges the sampling parameters stated in Section RP-22 Sample Collection Procedure and RP-23 Parameters to be Measured/Analyzed.

## Section II - Proposed Management Plan

Per the County, specific requirements are outlined for the location, measurement/depth, and tidal conditions. AEL's Field Staff will also utilize the standards of the DEP SOP -001/01 for FS 2100 Surface Water Sampling. Once samples are collected, the following Field procedures for preservation and transport will be followed:

### **Sample Preservation, Containers, Handling, and Storage**

1. Transfer the sample(s) into suitable, labeled sample containers specific for the analyses to be performed.
2. Preserve the sample, if appropriate, or use pre-preserved sample bottles. Do not overfill bottles if they are pre-preserved.
3. Cap the container securely, place in a resealable plastic bag, and cool to 4 degrees C.
4. Record all pertinent data in the site logbook and/or on field data sheets.
5. Complete the Chain of Custody record.
6. Attach custody seals to cooler prior to shipment
7. Decontaminate all non-dedicated sampling equipment prior to the collection of additional samples.

### **Sample Handling and Transport**

Handling of all samples shall be in accordance with contractual obligations, Charlotte County and the FDEP SOPs.

1. Sample containers are labeled with a unique identifier, type of preservation and requested lab analyses.
2. Sample kits should be prepared in advance of sampling dates, with all appropriate sample containers labeled with the aforementioned unique identifier, preservation type and lab analysis.
3. Sample kits will include bottle tracking (lot numbers) on an included slip to be utilized by the meter/notes team member for COC purposes.
4. Upon return from the sampling event, it shall be the responsibility of the field team to ensure accuracy of data before relinquishing samples to the Pollution Control Laboratory.
5. The sample collector shall retrieve an appropriately- sized cart from the lab to ensure safe transport of the sample bottles from the field room to the lab.
6. The meter/notes team member shall begin the process of generating a chain of custody form for the samples collected and the sample collector team member shall review said chain of custody once it is completed in accordance to FS01.

### **Measurement**

Field measurements are taken at each location simultaneously with sample collection for laboratory analysis. At each sampling location, the water is field tested for temperature, pH, and DO, salinity and conductivity. Calibration of field instruments and equipment is performed according to the manufacturer's instruction manual for each instrument. The criteria for field instrument calibration (frequency, acceptance criteria, and corrective actions associated with exceeding the acceptance criteria) are provided in FDEP standard operating procedures (SOPs) (FT 1100 through FT 3000). Calibration information and sample measurement data is recorded on standardized AEL field sheets. Stream discharge measurements may be conducted at selected sampling locations.

## Section II - Proposed Management Plan

Methods of sample collection, preservation, and handling conducted under AEL's sampling and QA program plans are in accordance with methods described by the FDEP SOPs (including FDEP General Sampling SOP; FS 1000 and FDEP Surface Water Sampling FS 2100). -Field Measurement of Stage, Surface Water Velocity, and Discharge (Flow) and Computation of Streamflow. All sample residuals will be retained for 30 days after final reporting as specified in the solicitation.

### 3. Analytical Laboratory for Parameters Described in RP-23, Sections A and B

AEL is a Florida Laboratory Network covering all parts of the state. County requested sample collection will be performed locally by our field technicians in Fort Myers. All the field measurements requested are standard for AEL. Typically, a team of two will drive to the location with one technician performing collections and the other technician performing field testing.

Parameters for laboratory analysis are conducted using our lab network, specifically our Fort Myers, Tampa, and Gainesville locations. All short holding time analyses are conducted locally in our Fort Myers location. Required Section A Parameter testing performed in sister lab locations of Tampa and Gainesville are moved nightly by our own courier system using internal chains of custody under temperature control as needed. All movement of samples are visible and traceable in our LIMS system.

All lab parameters described in RP-23 are considered routine in-house analysis for AEL, with the exception of radiochemistry. The following table identifies which AEL will be performing the analytical tests:

RP-23 Parameters To Be Measured/Analyzed (Section A)		
Parameter	AEL Laboratory Location/ NELAP #	Proposed Method
Total Kjeldahl Nitrogen	Tampa (E84589)	EPA 351.2
Total Ammonia Nitrogen	Tampa (E84589)	EPA 350.1
Nitrite/Nitrate Nitrogen	Tampa (E84589)	SM 4500-NO3-F
Total Phosphorous	Gainesville (E82001)	EPA 365.3
Dissolved Orthophosphate	Fort Myers (E84492)	EPA 300.0
Total Nitrogen	Tampa (E84589)	Calculation – TKN & NOX
Total Organic Carbon	Gainesville (E82001)	SM 5310B
Chlorophyll a, corrected for Pheophytin	Gainesville (E82001)	SM 10200 H
Turbidity	Fort Myers (E84492)	EPA 180.1
Total Suspended Solids	Fort Myers (E84492)	SM 2540D
True Color	Fort Myers (E84492)	SM 2120C
Bacteria (either Fecal Coliform, E. coli, or Enterococci, specified on a per location basis by the County)	Fort Myers (E84492)	Colilert-18 (Fecal Coliforms), SM 9223B Quanti-Tray (E.Coli), Entrolert Quanti-Tray (Enterococci)



## Section II - Proposed Management Plan

RP-23 Parameters to Be Measured/Analyzed (Section B)		
Parameter	AEL Laboratory Location/ NELAP #	Proposed Method
Total Alkalinity	Tampa (E84589)	SM 2320 B
Total Hardness	Tampa (E84589)	SM 2340 B
Total Dissolved Solids	Fort Myers (E84492)	SM 2540 C
Total Organic Carbon	Gainesville (E82001)	EPA 5310 B
Nitrate Nitrogen	Tampa (E84589)	SM 4500-NO3-F
Nitrite Nitrogen	Tampa (E84589)	SM 4500-NO3-F
Karenia brevis (sample collection only)	NA - FWC	NA-FWC
Biochemical Oxygen Demand-five-day	Fort Myers (E84492)	SM 5210B
Carbonaceous Biochemical Oxygen Demand	Fort Myers (E84492)	SM 5210B
Chemical Oxygen Demand	Tampa (E84589)	EPA 410.4
Gross Alpha Particle Activity	KNL-Subbed (E84025)	EPA 900.0
Radium 226 + Radium 228	KNL-Subbed (E84025)	EPA 903.0 / EPA Ra-05
Oils and Greases	Miami (E82535)	EPA 1664 A
Chloride	Fort Myers (E84492)	EPA 300.0
Sulfate	Fort Myers (E84492)	EPA 300.0
Fluoride	Fort Myers (E84492)	EPA 300.0
Arsenic	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Iron	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Copper	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Aluminum	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Selenium	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Calcium	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Magnesium	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Chromium	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Lead	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Nickle	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8
Zinc	Tampa (E84589) Jacksonville (E82574)	EPA 200.7/ EPA 200.8

### FIELD MEASUREMENTS (Using Calibrated Meters):

- Field Measurements:
- Dissolved Oxygen, percent saturation
- Dissolved Oxygen, mg/L
- pH
- Specific Conductance,  $\mu\text{S}/\text{cm}$
- Salinity, ppt
- Water temperature, Celsius

### 4. Data/Documentation Review and Reporting

AEL uses a single, real-time, networked LIMS system for lab testing data entry and reporting in all our labs. Results from the bench and instrumentation are uploaded directly to the LIMS. All data is traceable to individuals performing the testing and entry. All data passes through a three-tiered quality review prior to final report (Primary Analyst – Department Manager – Project Manager). Our Quality Control Officer presides over all field and laboratory quality and assists in the planning of field sampling along with the Corporate Field Supervisor. Their involvement is integral to the initial success of all new contracts. The QA Officer works in conjunction with the Lab Manager and Project Manager(s) to maintain quality standards and meet all scope objectives.

AEL offers clients access to an electronic data portal using LabOnline where results can be reviewed and exported digitally. This platform is connected directly to LIMS and serves as a hub for all project documents including Final reports, COC's, Field Logs, and Invoices. Additionally, we provide customized data deliverables with flagging of regulatory exceedances (MCL/GCTL/SCTL), as well as FDEP compliant DQC's – Data qualifier Codes. Laboratory data is stored for 5 years as required by TNI and historical data can be requested at any time.

AEL is highly experienced with the FDEP-WIN system and routinely submits data in compliance with all formatting and electronic reporting requirements. Mr. Snead routinely performs the WIN data upload for City of Marco Island Surface Water Sampling Project, and Ms. Rickett is a dedicated EDD administrator for AEL. Ms. Visser also provides technical expertise as the former WIN administrator for Broward County Environmental Laboratory as Program Manager of the Ambient Surface Water Quality Monitoring Program for 250+ miles of flood control canals.



# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
ANALYSIS – ANNUAL CONTRACT

RFP NO. 20250526

## *Section III* **Project Experience**

## Section III – Previous Team Experience



### City of Marco Island

#### Surface Water Quality Sampling and Testing

AEL has provided monthly surface water sampling and analytical services for the City of Marco Island since October 2020, assuming responsibilities previously managed by Collier County. The initial 10-month contract, negotiated by Mr. Ged, was focused on routine surface water sampling, laboratory testing, and WIN database reporting. Field sampling has been performed by Mr. Soliman and Mr. Murray of the Fort Myers laboratory under the supervision of Project Manager Mr. Snead. Following the successful execution of the initial contract, AEL was awarded a three-year term through an open bidding process and again secured a subsequent renewal contract in 2025. AEL's continued success with the City of Marco Island is a result of competitive pricing, technical capabilities, efficient logistics, and a strong client service approach.

The scope of AEL's ongoing surface water project with the City of Marco Island closely aligns with the requirements outlined in the Charlotte County RFP. This includes all key project components such as analytical testing lists, field sampling documentation and quality control, laboratory chain of custody procedures, testing and reporting requirements, final data deliverables, and comprehensive WIN-compatible formatting and uploading. AEL's team has a proven track record of successfully executing all aspects of water quality sampling and analysis projects, making us well positioned to meet the technical and reporting expectations of Charlotte County.

AEL Project Team for City of Marco Island:

1. Principal
  - a. Mr. Charles Ged, Owner
2. Program Management/Scheduling/Logistics
  - a. Mr. Josh Snead, Laboratory Manager
  - b. Ms. Cindi Gerbi, Project Manager II
  - c. Mr. Frankie Allen Field Services Manager
3. Field Sample Collection/Measurement
  - a. Mr. Nathan Soliman, Lead Field Technician
  - b. Mr. Tyrone Murray, Field Technician
  - c. Mr. Steven Helms Alternate Field Technician
  - d. Mr. Shannon Beaman Alternate Field Technician
4. Analytical Laboratory for parameters described in RP-23, Sections A and B
  - a. Advanced Environmental Laboratories, Inc. (Mr. Josh Snead Project Manager)
  - b. Sub lab: KNL Environmental Services (Radiochemistry as needed)
5. Data/Documentation Review and Reporting
  - a. Mr. Josh Snead, Laboratory Manager
  - b. Ms. Cindi Gerbi, Project manager II
  - c. Ms. Amy Ashley, Quality Assurance Officer

## Section III – Previous Team Experience



### City of Naples/WSP

#### Surface Water Quality Sampling and Testing

AEL has been working with the City of Naples as a subcontracted laboratory For WSP's Contract with the City since October 2024; performing Kit assembly, courier service, and analytical testing for: TKN, NO2/NO3, Ammonia, Total Phosphorus, Hardness, Turbidity, OP, TSS, Cu, Color, pH, E.coli, Enterococci, Fecal Coliform, COD, TOC, DOC. The project has been overseen by Mr. Snead and Ms. Gerbi of AEL with field sampling completed by WSP.

The scope of the City of Naples Stormwater project is similar in many areas to the Charlotte County RFP. Analytical lists, field sampling records and QC, lab chain of custody, testing requirements and documentation, final reporting, and customizable electronic deliverables. The AEL team has a proven track record of success for the items necessary to complete the requested Charlotte County Water Quality Sampling and Analysis.

AEL Project Team for City of Naples:

1. Principal
  - a. Mr. Charles Ged, Owner
2. Program Management/Scheduling/Logistics
  - a. Mr. Josh Snead, Laboratory Manager
  - b. Ms. Cindi Gerbi, Project Manager II
3. Analytical Laboratory for parameters described in RP-23, Sections A and B
  - a. Advanced Environmental Laboratories, Inc.
4. Data/Documentation Review and Reporting
  - a. Mr. Josh Snead, Laboratory Manager
  - b. Ms. Cindi Gerbi, Project manager II
  - c. Ms. Amy Ashley, Quality Assurance Officer

## Section III – Previous Team Experience



### City of Sarasota

#### Groundwater, Wastewater, drinking water sampling and testing

AEL has served as the primary consultant to the City of Sarasota's Advanced Wastewater Treatment Facility (AWWTF) since 2021, providing groundwater, wastewater, and drinking water monitoring services in support of their FDEP permit requirements. The scope includes quarterly groundwater sampling of five monitoring wells and monthly sampling of treated effluent and potable water. Field services, analytical testing, and regulatory reporting are coordinated through AEL's Project Management team.

Field sampling is conducted by field technicians using peristaltic pumps, water level meters, and calibrated YSI multiparameter instrumentation. AEL provides all required sample containers, preservatives, and documentation, including pre-labeled Chain-of-Custody forms and return shipping logistics. Analytical testing is performed for a range of regulated parameters including nutrients, trace metals, radiologicals, and microbiologicals. AEL maintains a multi-tier data review process and provides comprehensive reports with full QC documentation. All results are submitted in the appropriate format to FDEP for regulatory compliance. The City of Sarasota continues to rely on AEL due to consistent performance, reliable turnaround, and a responsive client service approach.

#### AEL Team for City of Sarasota

1. Principal
  - a. Mr. Charles Ged, Owner
2. Program Management/Scheduling/Logistics
  - a. Mr. Josh Snead, Laboratory Manager
  - b. Ms. Cindi Gerbi, Project Manager II
3. Analytical Laboratory for parameters described in RP-23, Sections A and B
  - a. Advanced Environmental Laboratories, Inc.
  - b. Sub lab: KNL Environmental Services (Radiochemistry as needed)
4. Field Sample Collection/Measurement
  - a. Mr. Nathan Soliman, Lead Field Technician
  - b. Mr. Tyrone Murray, Field Technician
  - c. Mr. Steven Helms Alternate Field Technician
  - d. Mr. Shannon Beaman Alternate Field Technician
5. Data/Documentation Review and Reporting
  - a. Mr. Josh Snead, Laboratory Manager
  - b. Ms. Cindi Gerbi, Project manager II
  - c. Ms. Amy Ashley, Quality Assurance Officer

# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
ANALYSIS – ANNUAL CONTRACT

RFP NO. 20250526

## *Section IV* **Project Control**

**PART IV - SUBMITTAL FORMS**  
**PROPOSAL SUBMITTAL SIGNATURE FORM**

1.	Project Team Name and Title	Years experience	City of office individual will work out of for this project	City individual's office is normally located	City of individual's residence						
	Charles Ged, Principal	40	Jacksonville, FL	Jacksonville, FL	Jacksonville, FL						
	Josh Snead, Laboratory Manager	16	Fort Myers, FL	Fort Myers, FL	Fort Myers, FL						
	Sindi Gerbi, Project Manager	3	Fort Myers, FL	Fort Myers, FL	Fort Myers, FL						
	Amy Ashley, QA Officer	10	Fort Myers, FL	Fort Myers, FL	Fort Myers, FL						
	Dalton (Frankie) Allen, Field Services Manager	37	Gainesville, FL	Gainesville, FL	Branford, FL						
	Nathan Soliman, Lead Field Technician	2	Fort Myers, FL	Fort Myers, FL	Fort Myers, FL						
	Tyrone Murray, Field Technician	7	Fort Myers, FL	Lake Placid, FL	Lake Placid, FL						
	Shannon Beaman, Back-up Field Technician	22	Tampa, FL	Tampa, FL	Brandon, FL						
	Steven Helms, Back-up Field Technician	16	Tampa, FL	Tampa, FL	Lakeland, FL						
<b>2.</b>	<b>Magnitude of Company Operations</b>										
	A) Total professional services fees received within last 24 months:			\$ \$23,536,869.00							
	B) Number of similar projects started within last 24 months:			>250							
	C) Largest single project to date: US Water Serices Corp.			\$ 2,729,799.00							
<b>3.</b>	<b>Magnitude of Charlotte County Projects</b>										
	A) Number of current or scheduled County Projects			0							
	B) Payments received from the County over the past 24 months (based upon executed contracts with the County).			\$ \$2708.00							
<b>4.</b>	<b>Sub-Consultant(s)</b> (if applicable)	<b>Location</b>	<b>% of Work to be Provided</b>	<b>Services to be Provided</b>							
	KNL Environmental Services	Tampa, FL	TBD	Gros Alpha Particle Activity, Radium 226 + 228							
<b>5.</b>	<b>Disclosure of interest or involvement:</b> List below all private sector clients with whom you have an active pending contract and who have an interest within the areas affected by this project. Also, include any properties or interests held by your firm, or officers of your firm, within the areas affected by this project.										
	Firm N/A	Address									
	Phone #	Contact Name									
	Start Date	Ending Date									
	Project Name/Description										

**NAME OF FIRM** Advanced Environmental Laboratories Inc.

(This form must be completed and returned)



**6. Minority Business:**Yes \_\_\_\_\_ No X

The County will consider the firm's status as an MBE or a certified MBE, and also the status of any sub-contractors or sub-consultants proposed to be utilized by the firm, within the evaluation process.

**Comments or Additional Information:**

The undersigned attests to his/her authority to submit this proposal and to bind the firm herein named to perform as per contract, if the firm is awarded the Contract by the County. The undersigned further certifies that he/she has read the Request for Proposal, Terms and Conditions, Insurance Requirements and any other documentation relating to this request and this proposal is submitted with full knowledge and understanding of the requirements and time constraints noted herein.

By signing this form, the proposer hereby declares that this proposal is made without collusion with any other person or entity submitting a proposal pursuant to this RFP.

In accordance with section 287.135, Florida Statutes, the undersigned certifies that the company is not on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and does not have business operations in Cuba or Syria (if applicable) or the Scrutinized Companies that Boycott Israel List, or is not participating in a boycott of Israel.

As Addenda are considered binding as if contained in the original specifications, it is critical that the Consultant acknowledge receipt of same. The submittal may be considered void if receipt of an addendum is not acknowledged.

Addendum No. 1 Dated 7/9/25 Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_ Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Addendum No. 2 Dated 7/11/25 Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_ Addendum No. \_\_\_\_\_ Dated \_\_\_\_\_

Type of Organization (please check one):

INDIVIDUAL  
CORPORATION

(☐) PARTNERSHIP  
(☒) JOINT VENTURE

(☐)  
(☐)

Advanced Environmental Laboratories Inc.

Firm Name

904-363-9350

Telephone

59-3274470

Federal Employer Identification Number (FEIN)

Fictitious or d/b/a Name

6881 Southpoint Pkwy

Home Office Address

Jacksonville, FL 32216

City, State, Zip

30

Number of Years in Business

13100 Westlinks Terrace Suite 10, Fort Myers, FL 33913

Address: Office Servicing Charlotte County, other than above

Josh Snead

Name/Title of your Charlotte County Rep.

813-630-9616

Telephone

Charles M. Ged, President

Name/Title of Individual Binding Firm (Please Print)

*Charles Ged*

Signature of Individual Binding Firm

07/09/2025

Date

cged@aellab.com

Email Address

(This form must be completed & returned)

## DRUG FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that Advanced Environmental Laboratories Inc.  
\_\_\_\_\_ does: (name of business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Charles Ged  
Proposer's Signature

07/09/2025  
Date

NAME OF FIRM Advanced Environmental Laboratories Inc.

(This form must be completed & returned)



## Section IV – Project Control

### A. Schedule

AEL is a full-service environmental analytical testing and sampling company which handles hundreds of different daily projects and thousands of samples. Because of the sheer volume of samples and projects requiring different analyses and sampling requirements, AEL is adapted to being very flexible with scheduling. A very good portion of daily samples submitted to our labs are not planned and AEL must quickly adapt to changes and new unknown projects.

As described in Section II, AEL anticipates the Water Quality Sampling and Analysis Project to be scheduled monthly and pre-planned with a 30-day window to have sampling crews regularly onsite to meet the project timelines. In the event of unanticipated changes to the schedule, possibly because of weather, unplanned events affecting sampling locations, or illnesses to team members the AEL Project Manager and assigned Charlotte County Point of Contact will communicate via phone calls along with a back-up email explaining the sudden change in plans.

If the unanticipated changes are because of AEL personnel or field equipment issues, AEL will be able to utilize resources from our other seven labs in the state to provide personnel or replace equipment. This resource pool will allow field sampling activities to continue in a manner with only minimal effect to keep the project on a consistent monthly timeline. Because AEL has eight laboratories around Florida, arrangements can easily be made by the AEL Project Manager to provide redundancy and back-up support to the Fort Myers or Tampa labs.

If the unanticipated changes are requested by the County, as explained above, AEL is continually adjusting to new and unplanned project changes based on the nature of our business. We also will expect the County Point of Contact to call and email the AEL Project Manager as soon as possible to be able to quickly alter the planned schedule. AEL's sampling workload is consistent but compliance sampling for other projects can be altered to be able to make sampling teams flexible to unannounced schedule changes in Charlotte County's Project.

### B. Cost

#### Communicating Potential Cost Savings and Unanticipated Events

AEL's integrated approach, providing both sampling and analytical services in-house, offers significant cost savings for Charlotte County. As a privately owned Florida laboratory company, AEL maintains flexibility in addressing scope or rate modifications. Any changes to negotiated rates can be discussed directly with the Laboratory Manager, Project Manager, or AEL President and Owner, Chuck Ged, who personally oversees all pricing and contract approvals for municipal projects and RFPs.

Once pricing is established, AEL rarely requests rate adjustments, enabling clients to plan and budget confidently for the duration of the project. In the rare event that AEL requests a rate change due to unforeseen circumstances, a written request with supporting documentation

## Section IV – Project Control

will be submitted via email and followed by a phone call. Likewise, if the County requires changes due to funding constraints or other unanticipated factors, AEL requests written notification and a phone discussion to ensure transparency and collaboration.

All contract work for this project will be billed directly from AEL's Fort Myers laboratory, where both the Project Manager and the primary sampling team are based. Ms. Gerbi, the Project Manager, is local and involved in all aspects of sampling and analysis. She will oversee project execution and approve all invoices submitted to Charlotte County. Mr. Snead, the Laboratory Manager for Fort Myers, is responsible for reviewing project billing and managing monthly laboratory expenses to ensure cost control throughout the contract.

The proposed AEL Fort Myers laboratory is centrally located near all Charlotte County sampling sites, with additional support available from AEL's full-service laboratory in Tampa, which is staffed with experienced field sampling personnel. This strategic positioning allows AEL to provide consistent, redundant service coverage throughout the County. Operationally, no other environmental testing firm offers this level of efficiency and responsiveness.

By basing sampling operations out of the Fort Myers lab, AEL's field teams can maximize time in the field while ensuring timely return for microbiological analyses—meeting the critical 8-hour holding time from sample collection. This approach also minimizes the need for multiple mobilizations, resulting in lower project costs for the County.

Following final contract negotiations, Ms. Gerbi and Mr. Snead will serve as the County's primary contacts. They will be responsible for managing the project scope and monitoring fees to ensure effective cost control throughout the contract term.

AEL has developed an efficient sampling and analysis program that delivers measurable cost savings to our clients. Supplies are purchased in bulk to reduce material expenses, and field technicians prepare in advance of each sampling event. Sampling is conducted in pairs to streamline fieldwork, improving efficiency and helping ensure critical holding times, such as for microbiological samples, are met.

During project meetings, Project Manager Ms. Gerbi collaborates with Field Technicians, Mr. Soliman and Mr. Murray to refine procedures and implement cost-saving strategies. These practices are currently being employed by our Fort Myers-based field team under the surface water quality monitoring contract with the City of Marco Island. A description of this project is provided in the References section.

Based on our experience, unanticipated environmental and logistical factors can occasionally impact the sample collection process and subsequent analysis. AEL would like to proactively engage with Charlotte County to discuss the following considerations:

- **Environmental Sampling Conditions**
  - Potential for algae blooms and their impact on sampling procedures and data integrity.
- **Analyte-Specific Concerns**
  - Anticipated nutrient runoff and related impacts on analytical requirements.

## Section IV – Project Control



- Fecal indicator bacteria sampling protocols and data usability.
- **Sampling Site Prioritization**
  - According to the County's *Water Quality Monitoring Initial Implementation Draft* (revised 03/01/2022), AEL recognizes that sample locations are prioritized. We would like to review the County's specific requirements for the Myakka River sites to ensure alignment with project goals and expectations.

In the event Charlotte County communicates a priority change or AEL presents a potential sampling event concern, Mr. Snead and Ms. Gerbi will meet with the County to discuss a resolution. Mr. Snead will then provide direction to the Field Technicians and the QA Officer and update the project management plan implementing the best cost- effective measures for scheduling and reporting.

AEL welcomes the opportunity to partner with Charlotte County in identifying and implementing alternative methods and best practices to improve efficiency throughout the duration of the contract. We are continually evaluating ways to streamline operations—including sample preparation, supplies, and logistics—to help reduce costs. We would be glad to collaborate with the County to explore whether any of our internal processes, vendors, or consumables could also benefit your operations.



### C. Workload

The AEL Fort Myers laboratory currently manages over 150 projects annually, processing 7500+ samples across approximately 2,700 work orders (2024 data). Statewide, AEL's eight Florida laboratories collectively perform testing on over 110,000 samples, with magnitudes of tests per sample, each year. While most of the revenue is generated through analytical services, a portion comes from sampling and project management fees. To ensure efficiency and meet turnaround times, samples are often couriered nightly to other AEL laboratories based on workload and analytical capacity. This statewide network enables AEL to balance sample volumes across facilities and consistently maintain project schedules.

Since AEL's sampling approach involves collecting from a few locations each week—totaling approximately 100 samples per month, the sample volume submitted to the Fort Myers laboratory and AEL's statewide network will not disrupt routine operations. As outlined in Section II, multiple AEL laboratories are available to support this project, enabling the company to efficiently distribute workloads and ensure consistent turnaround times.

To demonstrate the workload of AEL, the following is a partial list of AEL's local government agency clients:

- Citrus County Utilities
- City of Alachua
- City of Atlantic Beach
- City of Branford
- City of Brooksville
- City of Cooper City
- City of Dade City
- City of Deltona
- City of Dunnellon
- City of Marco Island
- City of Miramar
- Florida Army National Guard
- Hernando County Utilities
- Jacksonville Zoo
- Seminole Tribe
- Town of Booker
- Town of Glen St. Mary
- Town of Orange Park
- City of Gainesville
- City of Green Cove Springs
- City of Groveland
- City of Hialeah
- City of Inverness
- City of Jacksonville Beach
- City of Lake Butler
- City of Lake City
- City of Lake Worth Beach
- City of Leesburg
- City of New Port Richey
- Florida DEP
- Hillsborough County
- Marion County
- St. Johns County Engineering Div.
- Town of Callahan
- Town of Hastings
- City of Palm Coast Utility
- City of Palatka
- City of Planation
- City of Port Richey
- City of Punta Gorda
- City of St. Petersburg
- City of Starke
- City of Temple Terrace
- City of Zephyrhills
- Clay County School Board
- Clay County Utility Authority
- Florida Department of Corrections
- Hillsborough School Board
- Sarasota County
- St. Johns County Utility Lab
- Town of Davie
- Town of Hilliard
- Volusia County Solid Waste Dept.
- Volusia County Utility Dept

# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
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## *Section V* **Proposed Approach**

## Section V – Proposed Approach

### A. Scheduling, Coordinating and Executing Sample Collection

- Following direction from Charlotte County of approved sites and parameters to be collected 30-days prior to actual event the AEL Project Manager will coordinate with County Staff to sample locations at best time and following any historical data and County knowledge of the locations to ensure project success.
  - Based on the 92 site locations, AEL will implement a consistent three-week sampling schedule each month, reserving the fourth week as a buffer to accommodate any unforeseen delays or scheduling adjustments.
  - 2 Sampling days Week One for the 22 locations at West County (Charlotte County west of the Myakka River).
  - 2 Sampling days Week Two for the 20 locations South County (Charlotte County east of the Peace River).
  - 3 to 4 Sampling days Week Three for the 50 locations Mid County (Charlotte County east of the Myakka River and west of the Peace River).

Based on ongoing dialogue with the County and site-specific conditions, the weekly sampling groups may be adjusted as needed to optimize sampling opportunities.
- Sampling schedules will be developed with consideration of tidal influences, where applicable.
- The AEL Sampling Team will consist of two field technicians operating from a 4x4 vehicle, assigned to a designated “quadrant” based on geographic location and estuarine conditions (e.g., working with the outgoing tide, moving upstream toward the source). One technician will focus on sample collection, while the other will handle in-field testing and data entry.
- As per Section II, each sampling team will be outfitted with proper sample sterile laboratory bottles, collection equipment, calibrated field measurement equipment, required quality control samples (e.g., equipment blanks and field duplicates), safety equip, COCs, and Field/Calibration Logs.
- Having one field technician dedicated to data entry allows the other to focus on equipment calibration and maintaining data quality. All physical site conditions will be thoroughly documented, including staff gauge readings where available.
- While onsite, if a sampling location is identified that cannot be completed as scheduled, the county will be notified by the project Manager immediately to determine potential alternative location.
- The Sampling Team follows FDEP SOP 001/01 protocols and is already proficient with WIN due to Marco Island experience
- Sampling events must be 5 to 6 hours maximum to allow time to return to lab to meet microbiological testing holding times and other short holds that may be needed to be transported to another AEL lab overnight.
- Field observations and field quality concerns will be communicated to the County upon return to the laboratory by the AEL Project Manager.

## Section V – Proposed Approach



- Samplers will return to the lab and submit all samples to AEL Fort Myers Sample Receiving Department to be logged into the AEL LIMs. Samples will be classified into three groups: (1) Samples analyzed in house at Fort Myers lab (Micro and WQ analyses); (2) Samples to be couriered overnight to other AEL Florida Labs for analysis; and (3), if ever requested, Samples needing radiological analysis will be couriered to our subcontracted lab, KNL Environmental Laboratories.

Please note, we have presented additional detail on the sampling collection and measurement aspects of our proposed comprehensive approach to this project in Section II.

### B. Reviewing and Submitting Data and Documentation

AEL utilizes a centralized, real-time Laboratory Information Management System (LIMS) for all laboratory data entry and reporting. Bench and instrument results are uploaded directly into the LIMS, ensuring complete data traceability to the individuals responsible for testing and entry. All data undergoes a rigorous three-tiered quality review process—by the Primary Analyst, Department Manager, and Project Manager—prior to report finalization.

Oversight of both field and laboratory quality is led by AEL’s Quality Control Officer, who plays a critical role in the planning and implementation of sampling activities alongside the Corporate Field Supervisor. Their early involvement is essential to the successful launch of new contracts. The QA Officer also works closely with the Laboratory Manager and Project Manager(s) to ensure quality standards are upheld and all project scope objectives are met.

Clients have access to data through LabOnline, a secure client data portal where results can be monitored, electronic data is exported, and documents such as COC’s, Field Logs, Invoices, and Final reports are compiled and stored.

Any anomalies with data results will be reported to the County using AEL Case Narrative procedures. AEL follows the use of FDEP approved Data Qualifiers for all data results. Following NELAP Certification guidelines, all non-conformance items will be followed up with a quality assurance root cause action plan to improve systems and process.

Following data review and NELAP reporting, data will be generated through our LIMS system into a FDEP formatted WIN file. Data results and WIN files will be delivered via email to the County to be uploaded WIN database.

### C. Data Quality Objectives/Indicators for this project

In addition to our standard internal quality control, AEL establishes project-specific data quality objectives at the pricing proposal stage of all projects and confirms those client DQO’s at initial project setup. That process relays analyte lists and limits, as well as any special protocols, to the departmental laboratories. Internally, our LIMS system tracks and flags

## Section V – Proposed Approach



ongoing conformance to these specifications. Additionally, our LIMS is designed to report outliers by sample and analyte for simplified client review including quality control samples.

Our Project Management team oversees several processes related to receipt of samples, subcontracting of analyses not performed at our laboratory and establishment of and conformance to, client data quality objectives. These processes are described in detail in our Quality Assurance Plan, which has been attached separately due to file size limitations. Please refer to section 6 for specific elements of our proposed approach to management of samples received at our laboratory.

As previously implemented for AEL's Marco Island Stormwater Project, AEL can design customized deliverable reports that compare analytical results to project-specific limits, providing an easy-to-review spreadsheet format for efficient data interpretation.

AEL follows all NELAP Data Quality guidelines as referenced in our submitted Quality Manual with proposal.

# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
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## *Section VI* **Recently Accomplished Projects**



## Section VI – Similar Projects



### A. Similar Project Description

#### **CITY OF MARCO ISLAND – SURFACE WATER QUALITY TESTING SERVICES**

Marco Island, FL - Collier County, 2020 - present

AEL is the primary consultant for the City of Marco Island's Surface Water Quality project. Project Manager responsibilities include overseeing and managing field sampling plan and implementation, analytical testing and reporting, program monitoring of target analytes and limits, field supplies and equipment, transportation, training, and materials required to provide analytical laboratory services for compliance testing within the waterways of the Marco Island City limits. LIMS quality control programming and customizable EDDs assist in identifying anomalies within data trends and project limit exceedances.

- Scheduling and field management of monthly sampling for 14 locations
- Provided back-up on-site sampling
- Analytical testing is completed for the following: Chlorophyll-a, Enterococcus, Nitrate, Nitrite, Total Kjeldahl Nitrogen, Total Nitrogen, Turbidity, Total Phosphorus, Field Parameters include Dissolved Oxygen, pH, Salinity, Specific Conductance, Temperature, and Secchi Depth.
- Shoreline and Bridge sampling completed using Van Dorn depth sampler, calibrated YSI multi meter, Secchi Disk, and certified pre-cleaned sampling bottles
- Field Quality control samples (Equipment Blanks, Duplicates) collected to ensure field data integrity and to prevent equipment and/or sampling procedure contamination.
- Watershed Services Program's WIN database.
- Multi-tier data review from sample receipt through final reporting.
- Comprehensive reporting with required QC included.
- All data is uploaded to the proper .txt format and entered into FDEP.

#### **CITY OF SARASOTA – QUARTERLY GROUNDWATER MONITORING TESTING SERVICES**

Sarasota, FL - Sarasota County, 2021- present

AEL is the primary consultant to the City of Sarasota's AWWTF, providing field sampling and analytical services for quarterly groundwater, monthly wastewater and drinking water samples in accordance with their FDEP permit. Project Management responsibilities include field management and supervision of field staff, maintaining supplies inventory, equipment and maintenance of equipment, transportation, training, and materials required to provide analytical laboratory services for compliance testing of industrial wastewater, drinking water, reagent water, ground water, municipal wastewater, treated effluent discharged to surface water (Nutrients, Enterococcus, E. Coli) and reclaimed water. Scheduling and field management of monthly sampling for 5 monitoring wells.

- Providing back-up on-site sampling.

## Section VI – Similar Projects



- Providing timely transportation/shipping to the City of required sample containers with all needed supplies (including preservative needed for the specific analysis) in appropriate containers for the return shipping.
- Analytical Scope: Total Nitrogen, Total Dissolved Solids, Chloride, Sodium, Arsenic, Cadmium, Chromium, Lead, Fecal Coliform, Sulfate, pH, Radium 226, Radium 228, Gross Alpha, Field testing and documentation: pH, Turbidity, Conductivity, Temperature, Dissolved Oxygen.
- Groundwater purge sampling completed using peristaltic pump, calibrated YSI multi meter, water level meter, and certified pre-cleaned sampling bottles.
- Multi-tier data review from sample receipt through final reporting.
- Comprehensive reporting with required QC included.
- Analytes are tested in accordance with FDEP/FDOH and EPA regulations.
- All data is submitted to FDEP for permit compliance.

### **CITY OF NAPLES / WSP – GROUNDWATER & SURFACE WATER MONITORING SERVICES Naples, FL – Collier County, 2022–present, Project Manager**

AEL serves as the primary laboratory for WSP in support of the City of Naples' water quality monitoring programs, including both groundwater and surface water projects conducted under FDEP regulatory oversight. Project responsibilities include the provision of sample containers, field collection, analytical testing, documentation, and data reporting to meet quarterly and semi-annual monitoring requirements. AEL supports WSP and the City with laboratory services for stormwater runoff and groundwater assessments at multiple monitoring locations. Project deliverables include pre-labeled containers, Chain-of-Custody forms, sample preservation, and transport logistics. Analytical results are reviewed through a multi-tier process and compiled into client-specific data packages that meet FDEP submission requirements.

- Quarterly and semi-annual groundwater and surface water sampling.
- Analytical scope includes: Total Nitrogen, Total Phosphorus, Nitrate/Nitrite, Chloride, Sodium, Arsenic, Lead, Cadmium, Chromium, and other regulated constituents.
- Field parameters documented include pH, Temperature, Conductivity, Turbidity, and Dissolved Oxygen.
- Field services include calibrated instrumentation, certified sampling bottles, and proper sample preservation techniques.
- Pre-labeled sample containers and complete documentation shipped in advance for each event.
- Comprehensive final reports with full QA/QC review.
- Data submitted in compliance with all applicable FDEP/EPA requirements.

### **CITY OF JACKSONVILLE – LANDFILL WATER QUALITY MONITORING SERVICES Jacksonville, FL - Duval County, 2008 - present**

AEL has been the primary laboratory and field services provider for the City of Jacksonville's landfill water quality monitoring program since 2008, supporting both surface water and

## Section VI – Similar Projects



groundwater compliance testing. The project includes routine surface water sampling at 17 designated monitoring stations located around five municipal landfill sites, conducted semi-annually in accordance with regulatory monitoring plans. AEL's scope includes full field sampling services, chain-of-custody management, sample transport logistics, and analytical testing for a wide range of inorganic, organic, and microbiological parameters.

- Semi-annual surface water sampling at 17 monitoring stations across five landfill sites.
- Additional semi-annual groundwater sampling at 86 wells.
- Quarterly leachate sampling, including hazardous waste characterization (TCLP).
- Field services include surface water sample collection using certified sampling protocols, calibrated instrumentation, and pre-cleaned bottles.
- All sample containers and chain-of-custody forms are pre-labeled and delivered to site by AEL's field and courier team.
- Analytical scope includes nutrients, metals, organics, and microbiological parameters relevant to landfill runoff and surface water discharge.
- Reporting includes NELAP-certified results, detailed field logs, and customized electronic deliverables (e.g., ADaPT format).
- Client relationship managed by current Project Manager since 2018, with continuity from previous team leadership.
- AEL has maintained a strong, collaborative relationship with the City for over 15 years.

# CHARLOTTE COUNTY

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## *Section VII* **Experience and Capabilities**

## Section VII – Experience and Capabilities



### A. Current DOH Performance Evaluation Rating and NELAP certifications and

AEL's NELAP FDOH Certificates, current DOH Audits and the AEL Quality Assurance Manual is provided in the electronic folder, Part IV Experience and Capabilities, submitted with this response. Our submission also includes our subconsultants' documentation.

Advanced Environmental Laboratories (AEL) has maintained NELAC certification for 30 years and is currently in compliance with the State of Florida Department of Health NELAC Standards and FAC Rule 64E-1 regulations under the Florida Administrative Code 64E-1 for Wastewater, Sludge, Stormwater and Drinking Water analyses.

As an accredited laboratory AEL also undergoes the bi-annual NELAC Audit. The audit process is a mandatory requirement of ISO9001 (TNI V1:M2 – Section 4.14). AEL's current audit is provided in the above-mentioned electronic folder, furthering our commitment to meet, uphold and implement the quality management system as outlined by NELAC.

The County may request the responses to the Statement of Deficiencies and Plan of Correction. For further inquiry you may reach out to Vanessa Soto Contreras at the Department of Health, Bureau of Public Health Laboratories, Florida.

Vanessa Soto Contreras, Program Administrator  
Florida DOH Environmental Laboratory Certification Program  
Bureau of Public Health Laboratories  
Division of Disease Control and Health Protection  
1217 Pearl Street, Jacksonville, FL 32202  
904-791-1582

## Section VII – Experience and Capabilities



### B. Brochure/Catalog of all Analyses

The following is a comprehensive list of non-potable water analytical methods for which AEL holds certification across our laboratory network.

<b>Fort Myers TNI00552</b>	<b>Jacksonville TNI00252</b>	<b>Miami TNI00254</b>	<b>Gainesville TNI00253</b>
Colilert-18 (Fecal Coliforms)	AEL SOP WC-022	Colilert-18 (Fecal Coliforms)	Colilert-18 (Fecal Coliforms)
Enterolert	AEL SVOC-040	Enterolert	EPA 160.1
EPA 150.1	AEL VOC-013/GC-FID/TCD/RSK-175	EPA 150.1	EPA 160.2
EPA 180.1	Colilert-18 (Fecal Coliforms)	EPA 160.1	EPA 160.3
EPA 300.0	Enterolert	EPA 160.2	EPA 160.4
SimPlate	EPA 1020	EPA 160.3	EPA 180.1
SM 2120 C	EPA 1020B	EPA 1664A	EPA 300.0
SM 2510 B-2011	EPA 110.2	EPA 180.1	EPA 350.1
SM 2540 C-2015	EPA 120.1	EPA 200.7	EPA 351.2
SM 2540 D-2015	EPA 1311	EPA 245.1	EPA 365.3
SM 4500-H+ B-2011	EPA 1312	EPA 300.0	EPA 365.4
SM 5210 B-2016	EPA 150.1	EPA 310.1	EPA 410.4
SM 9222 B-2015	EPA 160.1	EPA 350.1	EPA 9014
SM 9222 D-2015	EPA 160.2	EPA 351.2	EPA 9040C
SM 9223 B (Colilert Quanti-Tray)-2016	EPA 160.3	EPA 365.4	FLDEP SOP 10/03/83
<b>Tampa TNI00256</b>	EPA 160.5	EPA 405.1	SimPlate
	EPA 1631E	EPA 410.4	SM 10200 H
AEL MICRO-024	EPA 1633	EPA 6010D	SM 2120 B-2011
ASTM D7511-12 (17)	EPA 1633A	EPA 608.3 GC-ECD	SM 2120 C
Colilert-18 (Fecal Coliforms)	EPA 1650C	EPA 624.1	SM 2510 B-2021
Enterolert	EPA 1664A	EPA 625.1	SM 2540 B-2015
EPA 180.1	EPA 1664B	EPA 7470A	SM 2540 C-2015
EPA 200.7	EPA 180.1	EPA 8011	SM 2540 D-2015
EPA 200.9	EPA 200.7	EPA 8081B	SM 2540 E-2015
EPA 245.1	EPA 200.8	EPA 8082A	SM 4500-CN <sup>-</sup> E-2016
EPA 300.0	EPA 245.1	EPA 8260D	SM 4500-H+ B-2011
EPA 300.1	EPA 300.0	EPA 8270E	SM 4500-NO <sub>3</sub> <sup>-</sup> F-2016
EPA 350.1	EPA 3005A	EPA 9040C	SM 4500-P E-2011
EPA 351.2	EPA 3010A	EPA 9056A	SM 5210 B-2016
EPA 351.2 minus EPA 350.1	EPA 3020A	FLDEP PRO	SM 5310 B-2014
EPA 365.1	EPA 310.1	FLDEP SOP 10/03/83	SM 5540 C-2011
EPA 365.3	EPA 3500C	SM 2120 B-2011	SM 9221 E-2014 (EC)
EPA 365.4	EPA 3510C	SM 2120 C	SM 9223 B-2016



## Section VII – Experience and Capabilities



EPA 410.4	EPA 3620B	SM 2130 B-2011	TKN minus Ammonia
EPA 420.4	EPA 3630C	SM 2320 B-2011	TKN plus Nitrate-Nitrite
EPA 6010D	EPA 3660B	SM 2330 B	
EPA 608.3 GC-ECD	EPA 3665A	SM 2340 B-2011	<b>Orlando TNI00255</b>
EPA 624.1	EPA 410.4	SM 2510 B-2011	Colilert-18 (Fecal Coliforms)
EPA 625.1	EPA 415.1	SM 2540 B-2015	EPA 180.1
EPA 7470A	EPA 5030B	SM 2540 C-2015	EPA 300.0
EPA 8011	EPA 6010C	SM 2540 D-2015	SM 2510 B-2011
EPA 8015C	EPA 6010D	SM 2540 E-2015	SM 2540 C-2015
EPA 8081B	EPA 6020A	SM 2540 F-2015	SM 2540 D-2015
EPA 8082A	EPA 6020B	SM 3500-Cr D	SM 4500-H+ B-2011
EPA 8260D	EPA 608.3 GC-ECD	SM 4500-H+ B-2011	SM 5210 B-2016
EPA 8270E	EPA 624.1	SM 5210 B-2016	SM 9223 B (Colilert Quanti-Tray)-2016
FLDEP PRO	EPA 625.1	SM 9215 B	Tallahassee TNI02195
FLDEP SOP 10/03/83	EPA 7196A	SM 9221 E-2014 (EC)	EPA 180.1
SimPlate	EPA 7470A	SM 9222 B-2015	EPA 300.0
SM 2120 B-2011	EPA 8011	SM 9222 D-2015	EPA 9040
SM 2120 C	EPA 8015C	SM 9223 B (Colilert Quanti-Tray)-1997	SM 2120 B-2011
SM 2150 B-1997	EPA 8081B	SM 9223 B (Colilert-18 Quanti-Tray)-2016	SM 2540 C-2015
SM 2320 B-2011	EPA 8082A	SM 9230 D-2013	SM 2540 D-2015
SM 2340 B-2011	EPA 8141B	TKN minus Ammonia	SM 4500-H+ B-2011
SM 2340 C-2011	EPA 8151A		SM 5210 B-2016
SM 2510 B-2011	EPA 8260C		SM 9222 D-2015
SM 2520 B	EPA 8260C SIM		
SM 2540 B-2015	EPA 8260D		
SM 2540 C-2015	EPA 8270D		
SM 2540 D-2015	EPA 8270D SIM		
SM 2540 E-2015	EPA 8270E		
SM 2540 F-2015	EPA 8330A		
SM 2540 G	EPA 8330B		
SM 3500-Cr D	EPA 9020B		
SM 4500-Cl <sup>-</sup> E-2011	EPA 9040C		
SM 4500-CN <sup>-</sup> E-2016	EPA 9050A		
SM 4500-CN <sup>-</sup> G-2016	EPA 9056A		
SM 4500-F <sup>-</sup> C-2011	EPA RSK-175 (GC/FID)		
SM 4500-H+ B-2011	FLDEP PRO		
SM 4500-NO <sub>3</sub> <sup>-</sup> F-2016	SM 2120 B-2011		
SM 4500-S <sub>2</sub> <sup>-</sup> D-2011	SM 2130 B-2011		
SM 5210 B-2016	SM 2320 B-2011		
SM 5310 B-2000	SM 2330 B		
SM 5310 B-2014	SM 2340 B-2011		

## Section VII – Experience and Capabilities



SM 5910 B-2000	SM 2510 B-2011	
SM 9222 B-2015	SM 2540 B-2015	
SM 9222 D-2015	SM 2540 C-2015	
SM 9223 B-2016	SM 2540 D-2015	
TKN plus Nitrate-Nitrite	SM 2540 F-2015	
	SM 3500-Cr D	
	SM 3500-Fe D	
	SM 4500-Cl G-2011	
	SM 4500-H+ B-2011	
	SM 4500-S2 <sup>-</sup> D-2011	
	SM 5210 B-2016	
	SM 5310 C	
	SM 5310 C-2014	
	SM 9223 B (Colilert Quanti-Tray)-2016	
	TKN minus Ammonia	
	TKN plus Nitrate-Nitrite	

### C. Data Quality Manual and Quality System Information

#### Personnel Training

At AEL, we believe quality begins with well-trained personnel. Our training program starts with a structured onboarding process, during which each new employee receives AEL's Employee Handbook and formally acknowledges understanding of company policies by signing both a Confidentiality Statement and Code of Ethics form.

New hires follow a structured 30/60/90-day onboarding schedule that includes orientation to our Safety and Health Program Manual, which always remains accessible via the AEL Intranet. Employees are introduced to company policies, safety protocols, and quality expectations starting on day one, empowering them to perform their roles confidently and compliantly. Employees are trained on AEL's Quality Manual and Administrative Standard Operating Procedures (SOPs), with detailed review of job-specific SOPs. Ongoing training is delivered through a combination of:

- On-the-job instruction and mentoring
- Internal meetings and tutorials
- Manufacturer-led instrument training
- External seminars and workshops
- Participation in proficiency testing programs

Before any employee is authorized to independently perform analyses or report results, they must complete Demonstrations of Capability (DOCs) in accordance with NELAP and AEL requirements. For parameters not amenable to spiking (e.g., TSS, TDS, TVS, pH, color, DO, turbidity, TCLP, ignitability, microbiology), DOCs are verified using quality control samples. This comprehensive training approach ensures all AEL personnel are qualified, confident, and committed to producing high-quality, defensible data.

## Section VII – Experience and Capabilities

### Project and Data Quality

An organizational approach to quality is taken throughout operations to ensure the best product possible is delivered to clients.

**Policy Statement.** As the foremost portion of our Quality Manual, our policy statement is based on the regulatory agencies requirements and our internal operating procedures. The twelve- page statement is the foundation of our business and outlines a high standard ethics for our project and data quality.

**Our techniques and principles for managing our organization and management approach involve mobilizing staff and material resources to achieve our objectives.**

**Project Quality.** Starts with AEL Project Managers (PMs) working closely with clients and technical staff in a laboratory to develop analytical plans and testing schedules that meet both project requirements and laboratory capabilities. The PMs help monitor the entire project for Quality as it moves through the required and documented processes, from initial inquiry, to quote, kit delivery and return, through login, the analysis final reporting and invoicing.

It is AEL's firm belief that most project problems are the result of poor communications. Therefore, AEL has a proactive policy regarding project management. AEL's PMs serve as the client/laboratory liaison and keep in routine contact with both concerning progress or any issues that may arise. The inherent nature of our business can create unexpected delays. Such as testing for unknowns, we often find unexpected results that may be of critical concern to our client's operations. In either case, our PMs standard procedure is to notify clients at the earliest possible time and with as much information as possible.

**Data Quality.** Management for a specific project begins once samples are logged into the Laboratory Information Management System (LIMS). The LIMS data management system has built-in quality controls that alert analysts to any problems and drastically help reduce the possibility of human error. Data is also peer reviewed and reviewed by department supervisors before initial reporting.

 <p>Advanced Environmental Laboratories, Inc.</p>	AEL QM Section 1.0 Revision #12.0 Effective Date: 04/04/2025 Revised By: L. Mangrum Page: 1 of 14
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#### 1. AEL Corporate Policy

##### 1.1. Quality Policy Statement

- 1.1.1. The Quality System of AEL is designed to accomplish the following goals: generate quality data by providing sampling and analyses that comply with The NELAC Institute (TNI) standards as well as all state and federal regulations, provide timely reporting of sampling and analysis results in compliance with the methods, standard operating procedures, and this Quality Manual, and maintain all documentation pertaining to sampling and analysis according to defined protocols in this Quality Manual.

In addition, the Quality System of AEL is designed with procedures to ascertain and meet the customer's requirements while operating within AEL's documented ethics policy. AEL management is committed to ethical laboratory practices while complying with and upholding the requirements of the TNI 2016 Standards and for the Jacksonville Laboratory also the Department of Defense (DoD) Quality Systems Manual (QSM), the most current revision.

Finally, Management's commitment is to not only comply with but also to continually improve upon AEL's Quality System.

- 1.1.2. AEL Management is defined as the Company President, Vice President of Operations, Corporate Technical Director, Director of Client Services., IT Director, QA Director, QA Officers, and the Lab Managers of the individual laboratories within the AEL network.

## Section VII – Experience and Capabilities



Reporting personnel perform an additional quality check as final deliverables are prepared. Lastly, PMs (who have been involved throughout the entire process) perform a final review of the project before signing the report so it can be issued to the client.

In addition to these processes, the Quality Assurance Officer performs routine spot checks. Representative projects are randomly selected from each department and checked for compliance to Florida, EPA, and AEL standards, protocol, and SOPs.

Because of the nature of the environmental business, these efforts of individual industry professionals can affect not just themselves, their firms, and their clients, but potentially those efforts can have much greater impact or even negative ramifications. Therefore, there is an ethical standard, which must be upheld by all involved.

**Code of Ethics.** Scientific study is based in truthfulness and confident results. The AEL Quality Assurance Program includes these two critical standards. Beginning with our Policy Statement and throughout our Quality Manual and SOPs we keep data and project integrity top of mind. Every New Hire begins their AEL career by signing the acknowledgements.

As approved in Amendment #2 the AEL Data Quality Manual is provided in the electron file titled Part IV Experience.

A form titled 'CONFIDENTIALITY STATEMENT' from Advanced Environmental Laboratories, Inc. It includes a signature line and a date line, both with redacted text boxes.

Advanced Environmental Laboratories, Inc.

**CONFIDENTIALITY STATEMENT**

I, \_\_\_\_\_, state that I will not discuss any information pertaining to or contained in clients' files with non-laboratory personnel. I understand that failure to adhere to this policy will result in disciplinary action.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

A form titled 'CODE OF ETHICS' from Advanced Environmental Laboratories, Inc. It includes a list of three ethical standards and a signature line with a date line, both with redacted text boxes.

Advanced Environmental Laboratories, Inc.

**CODE OF ETHICS**

I, \_\_\_\_\_, state that I understand the high standards of integrity required of me with regard to the duties I perform and the data I report in connection with my employment at Advanced Environmental Laboratories, Inc.

I agree to:

- 1) Provide accountability for the quality and integrity of the laboratory services I provide.
- 2) Strive to maintain and improve my technical knowledge and professional competence.
- 3) Maintain cooperative, professional working relationships with colleagues and laboratory clients.

Furthermore, I will notify management of any unethical or fraudulent conduct, whether accidental or intentional, by any employee. I also understand that any employee intentionally committing fraud will be terminated and subject to legal action.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

### D. Data Quality Objectives/Indicators for laboratory and field measurement data

AEL is committed to generating high-quality, legally defensible data through clearly defined Data Quality Objectives (DQOs) and adherence to strict quality control indicators. Our laboratory and field operations are designed to meet or exceed project-specific DQOs for precision, accuracy, representativeness, comparability, completeness, and sensitivity. Field measurements follow standardized protocols with calibrated instrumentation, while laboratory data undergo a rigorous three-tiered quality review process. Method-specific QC elements such as blanks, spikes, duplicates, and calibration verification are routinely employed to ensure reliability and compliance with NELAP and project requirements.

Advanced Environmental Laboratories, Inc. has made significant investments in a state-of-the-art LIMS system, which is the comprehensive support platform across our laboratory network. The LIMS has been strategically designed to identify any anomalies in our data quality with



## Section VII – Experience and Capabilities

appropriate system flagging. This on-the-spot quality control is in effect at both the front end and back end of our analyses to assure that all data quality objectives (DQO's) are realized (MDL's, MCL's, specific QAPP limits determined at project setup).

Additionally, the LIMS allows for per sample/per analyte flagging of non-compliance against established regulatory criteria, as defined at project setup. This value-added feature allows for at-a-glance identification of sample event outliers and facilitates quick attention to any resampling requirements.


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- 6.17.3 The purpose of the DQO is to ascertain as much information before accepting the work. This allows AEL to prepare for any special requirements that may be required to accomplish the goals of the client before receiving the samples.
- 6.17.4 The goals of the DQO are essentially the following but may encompass more details for large scope projects or clients with many extra requirements.
  - 6.17.4.1 Detection Limits
  - 6.17.4.2 Methods to be used.
  - 6.17.4.3 To ensure the lab has the capability and resources to meet the requirements of the project(s).
  - 6.17.4.4 The test and/or calibration method is appropriate to the client's and project's needs.
  - 6.17.4.5 Format of Report (Level of Report – as explained in Section 12.0 of this Manual).
  - 6.17.4.6 Any electronic deliverable requirements
  - 6.17.4.7 Invoice requirements, i.e., special mailing addresses
  - 6.17.4.8 Delivery of report; fax, mail, or email.
  - 6.17.4.9 Chain of command for difficulties arising during the analysis that require client consultation.
  - 6.17.4.10 Person(s) to contact if a drinking water test is performed and an MCL exceedance is seen.
    - 6.17.4.10.1 Any lab developed method will be through planned development assigned to a qualified person equipped with the resources to perform the method.
    - 6.17.4.10.2 The plan is to be updated and communicated to all personnel involved.
    - 6.17.4.10.3 An SOP must be written as part of the method development and method validation.
    - 6.17.4.10.4 Method validation shall be on any lab-developed or non-standard methods, along with any use outside the original intended use of the method to confirm the fitness for use.
    - 6.17.4.10.5 The range and accuracy of the developed or modified method meet the range and accuracy relevant to the client's needs.
    - 6.17.4.10.6 The use of a developed or modified method must be communicated and approved in writing from the client.

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Figure 6.7

 <b>Advanced Environmental Laboratories, Inc.</b>	<b>Data Quality Objectives Form</b> <b>(For setting up all new clients / unique projects)</b>  <i>All new clients are CC Pre-Pay or CASH (no checks) in advance unless approved for credit by Corporate.</i>	<b>Check One:</b> <input type="checkbox"/> CC or Cash Prepayment Required (MUST Note in LIMS using the PO Field in Profile) <input type="checkbox"/> Requesting Credit. Email confirmation from Client to Prepay Needed until Credit Approved by Corporate
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Client Name: \_\_\_\_\_ Federal Client: Yes ☐ No ☐

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

Client Contact: \_\_\_\_\_ Contact Email: \_\_\_\_\_

Project Name: \_\_\_\_\_ Start Date: \_\_\_\_\_

Sampling Required? ☐ Yes ☐ No (Attach Sampling Form if Yes) Required TAT: \_\_\_\_\_

AEL Primary Lab: Select One \_\_\_\_\_ AEL PM: \_\_\_\_\_

LIMS ID (Assigned by Corp only): \_\_\_\_\_ AEL Sales Rep: \_\_\_\_\_

**MUST** have complete contact info for client Accounting Dept: POC Name, address, email, and phone. **No Exceptions.**

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1. What target levels are required? (Get list of MCLs or old lab report if analysis not tied to a rule)

☐ 62-550 Drinking Water   
 ☐ 62-780 Petroleum   
 ☐ TCLP, SPLP   
 ☐ NPDES Permit Levels  
☐ 62-777 Contaminant CTLs (GWFSWMSWGWI-VI) (Soil-DE Commercial Residential)   
 ☐ Client Will Provide Specific Target Levels

2. What will the data be used for-compliance, monitoring, non-regulatory, etc.? \_\_\_\_\_

3. How would the client like the report delivered? Emailed ☐ Faxed ☐ Hard Copy ☐

4. Is specific or custom EDD required (name it)? \_\_\_\_\_

5. Do We Provide Pre-labeled Bottles or Printed COC \_\_\_\_\_

6. Do we send invoice to someone other than the PM? Yes ☐ No ☐

7. If Yes to #6, to whom and how are invoices sent to others? Include name, address, email, phone of other recipients.

\_\_\_\_\_

8. Are there any special project requirements or report deliverable level? (warnings/sample history such as "hot" samples, always been clean, expected clean, etc.; special analyte lists). (Note: Test groups are specific analytes [RCRA / TCLP / Priority Pollutants], but most organic methods have no specific list (i.e. 8260, 8270, 8141, 8151). If client asks for a method – you **MUST** ask for an analyte list or provide the client with AEL's official list. Add sheets if needed.

\_\_\_\_\_

Person Filling Out Form: \_\_\_\_\_ Date DQO Completed: \_\_\_\_\_

---

**Form Checklist - Corporate Use Only Below: (Prepaid Clients only Require DQO and CC Form)**

DQO - <input type="checkbox"/>	Credit Reference 1 - <input type="checkbox"/>	Banking Form - <input type="checkbox"/>
CC Form - <input type="checkbox"/>	Credit Reference 2 - <input type="checkbox"/>	
	Credit Reference 3 - <input type="checkbox"/>	

DCN: AD-DQ64 v11E 5/18/10,  
last rev 01/16/2024



# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
ANALYSIS – ANNUAL CONTRACT

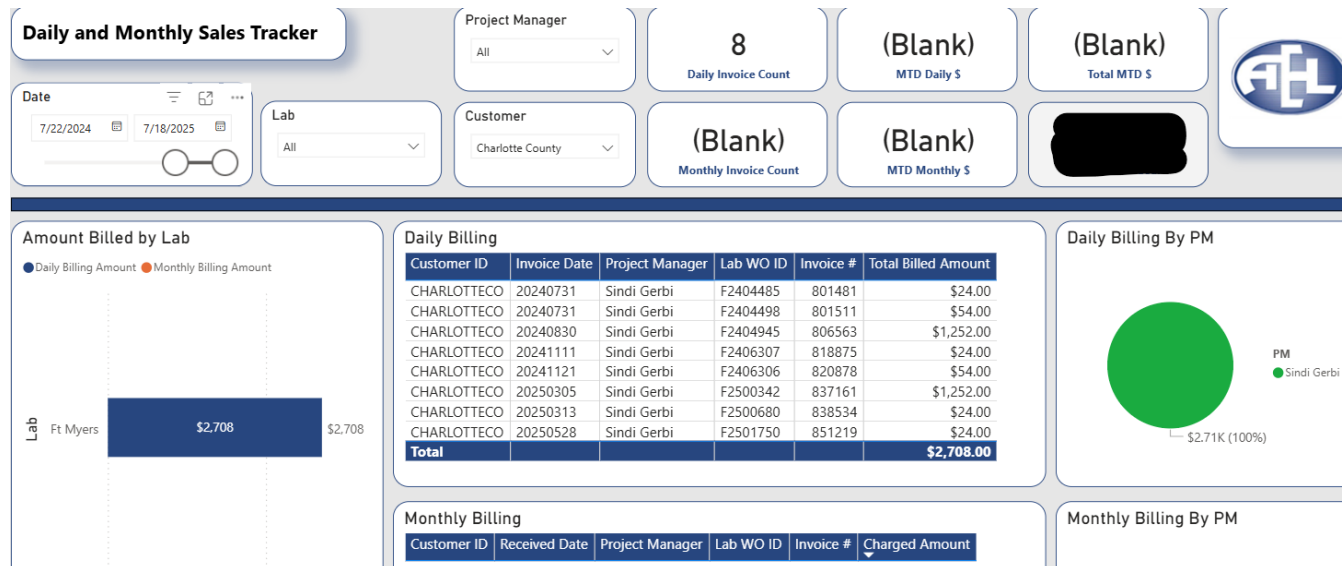
RFP NO. 2022000258

## *Section* **VIII** **Volume of Work**

## Section VIII – Volume of Work

### Total Payments within 24 Months

AEL has received \$2708 Payments from Charlotte County within the past 24 months for Utilities Water/Wastewater Services.



# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
ANALYSIS – ANNUAL CONTRACT

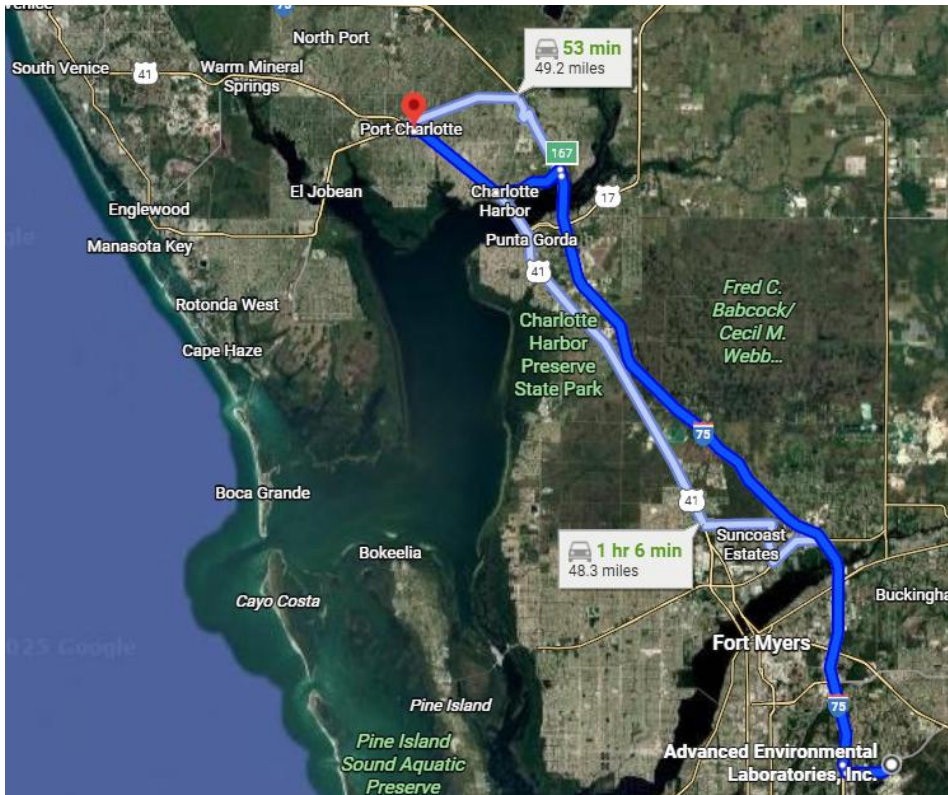
RFP NO. 20250526

## Section IX Location

## Section IX – Location

### Proposed Prime and Subconsultant Location

AEL's Fort Myers laboratory has been proposed as the primary laboratory for this submittal. It is located at **13100 Westlinks Terrace, Suite 10, Fort Myers, FL**, and is in close proximity to Charlotte County Myakka River sampling sites. KNL Environmental Testing, our proposed lower tier laboratory for radionuclides, is located at 2742 N Florida Ave, Tampa, FL and is also near Charlotte County Myakka River sampling sites. AEL offers logistical advantage to Charlotte County's program requirements, with the ability to address short-hold parameters identified in your analytical suites. Our geographic advantages also optimize our responsiveness to unforeseen circumstances in the field.

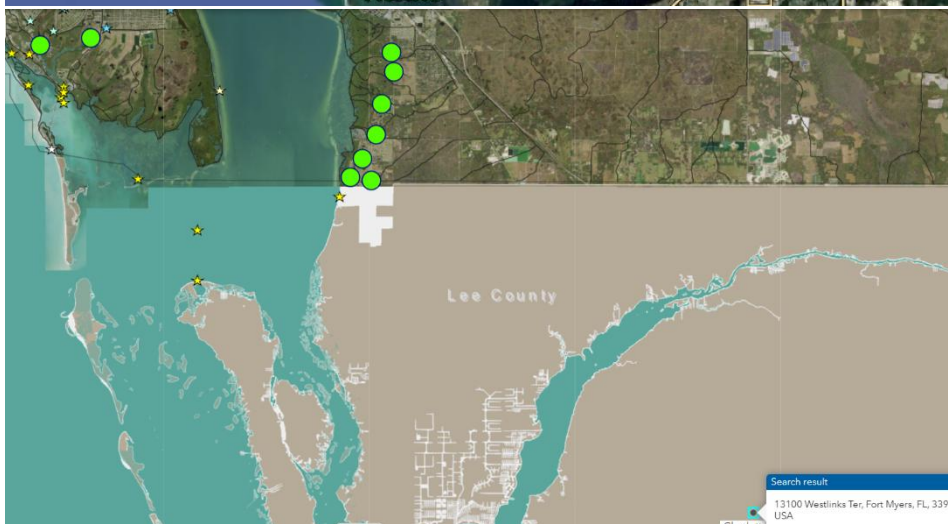


### AEL - Fort Myers Laboratory

13100 Westlinks Ter.  
Suite 110  
Fort Myers, FL 33913

Ft. Myers AEL Laboratory will be the County's lead laboratory with Laboratory Manager, Josh Snead as the primary contact.

- 99% of Samples are run in-network.
- Laboratory operations are available 365 days a year.
- Operation hours are 7:00 a.m. – 6:00 p.m. and are adjustable per client and project.



# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
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*Section* **X**  
**Litigation**

### Frequency of Litigation

#### **Have You Been Named as a Defendant or Co-Defendant in A Lawsuit in The Last Five Years?**

Advanced Environmental Laboratories, Inc. (AEL) has not litigated nor filed a claim or proposed a dispute within the last five (5) years. Additionally, there have been no claims filed by or against AEL in the past five (5) years that are related to the services AEL provides in the regular course of business.

# CHARLOTTE COUNTY

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## *Section* **XI** **Minority Business**



## Section XI – Minority Business



### Certified MBE Sub-Consultant

Advanced Environmental Laboratories, Inc. is a certified small business without MBE distinction. We propose to subcontract FDEP 62-550.310(6) (Gross Alpha, Gross Beta, Radium 226 and 228) to KNL Environmental Testing, which is a certified Minority/Woman-owned Business Enterprise by the City of Tampa. Their certification is provided herein on the electronic folder titled Part IV Experience and Capabilities for your review.

# CHARLOTTE COUNTY

WATER QUALITY SAMPLING AND  
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## *Section* **XII** **Appendix**

## Laboratory Locations

**Jacksonville**

6681 Southpoint Parkway  
Jacksonville, FL 32216  
904-363-9350 (P)

**Tampa**

9610 Princess Palm Avenue  
Tampa, FL 33619  
813-630-9616 (P)

**Tallahassee**

2639 North Monroe St. Suite D  
Tallahassee, FL 32303  
850-219-6274 (P)

**Gainesville**

4965 SW 41st Blvd.  
Gainesville, FL 32608  
352-377-2349 (P)

**Orlando**

380 North Lake Blvd., Suite 1048  
Altamonte Springs, FL 32701  
407-937-1594 (P)

**Miami**

10200 USA Today Way  
Miramar, FL 33025  
Phone: 954-889-2288 (P)

**Fort Myers**

13100 Westlinks Ter, Ste 10  
Fort Myers, FL 33913  
239-674-8130 (P)

**Lake Placid**

125 Tower Street  
Lake Placid, FL 33852  
863-655-4022 (P)

