

**From:** [City of Ocala - Contracting Officer](#)  
**To:** [Christina M. Guy](#); [Shayatta J. Roberts](#); [Daphne Robinson](#); [Megan Dugan](#); [Contracts](#); [Eileen M. Marquez](#); [Louis Joseph](#); [Ashley Presley](#); [David C. Williams](#); [Patricia Lewis](#)  
**Subject:** Your policy exception has been approved.  
**Date:** Thursday, January 15, 2026 1:42:33 PM

Your policy exception has been **approved**.

**Approval Comments: drobinson@ocalafl.org**

This procurement exception is approved as best value. Pursuant to Procurement Policy PRO-060, goods or services with an aggregate contract value of \$50,001 to be procured by a publicly advertised competitive solicitation process unless waived by the Procurement and Contracting Officer in response to the using Department's exception request. Here, the Recreation and Parks has an ongoing need for efficient and reliable sandbag production for emergency events. Market research conducted by the Facilities Department has revealed that proceeding with the lowest-cost option may not be in the City's best interests. Facilities has informally solicited quotes for sand bag machines from three responsible and viable vendors, namely: (1) The Sandbag Store (\$93,400); (2) The Sandbagger, LLC (\$59,172); and (3) The Bag Lady, Inc. (\$57,050). Facilities has provided a memorandum in support of proceeding with the highest priced vendor, The Sandbag Store, which reveals that Proceeding with the lower priced options would not afford the City best value. After considering same, the Procurement and Contracting Officer agrees with this assessment. Neither option have automated conveyor belts and at least one lacks a built in generator. These omissions will result in a decrease in productivity and utility because not only will employees have to manually remove bags, but the machines will not be functional should the City experience a power outage during the emergency event for which the commodity is eing purchased. One option also requires five employees to utilize compared to the automated functionality of the option offered by the Sandbag Store. Accordingly, the product offered by The Sandbag Store provides the City with the best overall outcome when considering quality, functionality, and long-term value. Please submit a requisition so that a Purchase Order can be generated which contains the City of Ocala's terms and conditions. Please also schedule for a Council agenda. Please ensure that this exception approval is attached in Munis, to the Requisition, and the Agenda Item.



### Procurement/Contract/P-Card Exception

Select exception type:

Procurement

Reason for procurement exception:

Policy Exception for Best Value/Approach

**Enter a brief description of your exception request:**

Fleet is requesting an exception to purchase an Ultimate Bagger for Recreation & Parks. Currently, the department has a Sandbagger unit and has identified several operational concerns. The equipment requires multiple personnel to operate, is labor intensive, and presents safety concerns due to the physical demands associated with lifting and handling filled sandbags.

In contrast, the department attended a live demonstration of the Ultimate Bagger and received direct user feedback. Staff reported that the unit exceeded expectations, significantly reduced labor demands, incorporated multiple upgrades not available on other brands, and required fewer personnel to operate the system. Please see the attached memo.

**Attach all documents related to the exception that can assist the Contracting Officer's decision.**

[Megga Bagger MB-1A with spec.pdf](#)  
[The Sandbagger.pdf](#)  
[Ultimate Bagger.pdf](#)  
[Policy Exception - Ultimate Bagger .pdf](#)

**Department**

(FLT) FLEET

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**Who authorized requesting this exception?**

John King