

II. FISCAL IMPACT ANALYSIS

A. Five-Year Summary of Fiscal Impact:

Fiscal Years	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>
Capital	_____	_____	_____	_____	_____
Expenditures - Operating Costs	_____	_____	_____	_____	_____
External Revenues	_____	_____	_____	_____	_____
Program Income (County)	_____	_____	_____	_____	_____
In-Kind Match (County)	_____	_____	_____	_____	_____
NET FISCAL IMPACT	_____	_____	_____	_____	_____
Number of additional FTE positions (Cumulative)	_____	_____	_____	_____	_____
Is Item Included In Current Budget?	Yes _____			No _____	
Budget Account Number: Fund _____	Department _____		Unit _____		
	Object _____		Reporting Category _____		

B. Recommended Sources of Funds/Summary of Fiscal Impact:

C. Departmental Fiscal Review:

III. REVIEW COMMENTS

A. OFMB Fiscal and/or Contract Development and Control Comments:

_____	_____
OFMB	Contract Dev. and Control

B. Legal Sufficiency:

Assistant County Attorney

C. Other Department Review:

Department Director

ROUTING INFORMATION – Tourist Development Council

BOARD SERVICES – MINUTES DIVISION

ROUTED TO: Susan C. Brown or Tracy Ramsey

ROUTED FROM: Tim Montiglio, Board Services - Minutes (3-2958)

ITEM DESCRIPTION: Tourist Development Council (TDC) Grant Agreements

MEETING DATE: January 29, 2019

MEETING TYPE: BCC Workshop

DEADLINE TO COUNTY ADMINISTRATION: Friday, January 25, before 9:00 AM

TDC Memo Dated	Number of Agreements	Date Routed	Reviewed By	Date Signed
01/10/2019	1	01/14/2019	<i>S.C. Brown</i>	01/15/19

**DO NOT PROCESS
TO THE AGENDA
COORDINATOR
WITHOUT A
SIGNATURE:**

Susan C. Brown *S.C. Brown*
or
Tracy Ramsey _____

January 29, 2019

REGULAR AGENDA

3.A.2. – CONTINUED

A)

Renewal of term contract with CSI Private Duty Services Inc. d/b/a Friends Assisting Seniors and Families; Caring for Seniors Inc. d/b/a CSI Caring for Seniors; Firstlantic Healthcare Inc.; Home Health Care Resources Corp.; Home Health Services of the Palm Beaches; JN Nursing Registry Inc.; Mega Nursing Services Inc. d/b/a Mega Medical Supply; Southern Home Care Services Inc. d/b/a ResCare HomeCare; Trinity Health Care Services LLC for \$4,600,000 for in-home services from March 1, 2019 through February 29, 2020.

B)

Renewal of term contract with Xylem Water Solutions USA Inc. for \$500,000 for Flygt products, OEM parts and service repair from March 9, 2019 thorough March 8, 2020.

C)

Increase of term contract of \$90,000 with Mega Nursing Services Inc. d/b/a Mega Medical Supply; Mar-J Medical Supply Inc. for a total of \$290,000 for incontinence supplies, personal hygiene, and nutritional supplements (direct delivery to client homes) from June 1, 2018 through May 31, 2019.

D)

New term contract with Miller Heiman Holdings LLC d/b/a Green Thumb Palm Beach; EFE Inc. d/b/a Everglades Equipment Group for \$376,000 for parts, lawn and turf equipment from February 18, 2019 through February 17, 2024.

E)

New term contract with CDW Government LLC for \$2,040,352 for information technology solutions and services from February 1, 2019 through February 28, 2023.

F)

New term contract with Ferguson Enterprises Inc. for \$220,000 for the purchase and delivery of valve boxes, lids and risers from February 1, 2019 through January 31, 2020.

G)

Retroactive Emergency Extension and Increase of Emergency Contract of \$41,250 with Thorn Run Partners for a total of \$66,000 for Federal Lobbyist Services from July 1, 2018 through October 31, 2019.

H)

Retroactive Emergency Extension and Increase of Emergency Contract of \$35,000 with Converge Government Affairs of Florida Inc. for a total of \$52,500.02 for State Lobbyist Services from July 12, 2018 through January 12, 2020.

I)

New term contract with Intueor Consulting Inc. for \$438,918.62 for a fare technology consultant from February 1, 2019 through May 31, 2020.

J)

First Two-Year Renewal for Miles Media Group LLLP Inc., (R2016-0222) from October 1, 2019 - September 30, 2020 not to exceed \$474,240. This is a subcontract for digital marketing services. There will be no changes in the scope of services.

PALM BEACH COUNTY/CONTRACTS AND AWARDS FOR APPROVAL
BOARD OF COUNTY COMMISSIONERS MEETING DATE OF
01/29/2019

Contractor(s)	Project	Contract Amount SBE Dollar Amount/Percentage of Participation	Department(s) or Division(s) Accounting Line(s)	Executor	Minutes #
<u>EXHIBIT A</u> CSI Private Duty Services, Inc. d/b/a Friends Assisting Seniors and Families; Caring for Seniors, Inc. d/b/a CSI Caring for Seniors; Firstlantic Healthcare, Inc.; Home Health Care Resources Corp.; Home Health Services of the Palm Beaches; JN Nursing Registry, Inc.; Mega Nursing Services, Inc. d/b/a Mega Medical Supply; Southern Home Care Services, Inc. d/b/a ResCare HomeCare; Trinity Health Care Services, LLC	Renewal of term contract for in-home services for the period 03/01/2019 through 02/29/2020 per Master Agreement #18005A.	\$4,600,000.00 SBE: \$0	Community Services/DOSS 1006-144-1443-3401 1006-144-1457-3401 1006-144-1461-3401 1006-144-1472-3401 1006-144-1481-3401	Scarlett	

The County has expended or encumbered \$3,316,182 (\$323,530/month) during the previous ten and one quarter (10.25) months of the current twelve (12) month term contract. Due to additional grant funding resulting in an increase in client enrollment, \$4,600,000 is needed to meet the County's requirements through the expiration of this new twelve (12) month renewal term contract. This term contract has three (3) twelve (12) month renewal options remaining. Awardees are located in Palm Beach County. The original bid was established by a competitive selection process. No SBE vendor submitted a bid on this project. There are no S/M/WBES currently certified for this commodity or service.

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BOARD OF COUNTY COMMISSIONERS MEETING DATE OF
01/29/2019

Contractor(s)	Project	Contract Amount SBE Dollar Amount/Percentage of Participation	Department(s) or Division(s) Accounting Line(s)	Executor	Minutes #
EXHIBIT B					
Xylem Water Solutions USA, Inc.	Renewal of term contract for Flygt products, OEM parts and service repair for the period 03/09/2019 through 03/08/2020 per Master Agreement #SS555418B.	\$500,000.00 SBE: \$0	Water Utilities Department 4001-720-2554-4615 4001-720-2460-4615 4001-720-2470-4615 4001-720-2521-4615 4001-720-6GUA-4615	Scarlett	

The County has expended or encumbered \$206,075 (\$20,608/month) during the previous ten (10) months of the current twelve (12) month term contract. Due to an increase in usage of pumps causing additional replacement, repairs, maintenance and the purchase of an additional large pump for backup, \$500,000 is needed to meet the County's requirements through the expiration of this new twelve (12) month renewal term contract. This term contract has two (2) twelve (12) month renewal options remaining. Awardee is located in Palm Beach County. This is a sole source provider who is not a certified SBE.

EXHIBIT C					
Mega Nursing Services, Inc. d/b/a Mega Medical Supply; Mar-J Medical Supply, Inc.	Increase of term contract for incontinence supplies, personal hygiene, and nutritional supplements (direct delivery to client homes) for the period 06/01/2018 through 05/31/2019 per Master Agreement #18007R.	Increased Amount: \$ 90,000.00 Total with increase: \$290,000.00 SBE: \$0	Community Services/DOSS 1006-144-1443-3401 1006-144-1461-3401 1006-144-1472-3401 1006-144-1481-3401	Scarlett	

The County has expended or encumbered \$146,565 (\$20,216/month) during the previous seven and one quarter (7.25) months of the current twelve (12) month term contract. Community Services/DOSS is requesting an increase of \$90,000 over the previous authorized amount of \$200,000 during the remaining four and three quarter (4.75) months of the current term contract. This increase is necessary due to additional grant funding resulting in an increase in client enrollment. The original amount of the contract was \$200,000. This term contract has four (4) twelve (12) month renewal options remaining. Awardees are located in Palm Beach County. No SBE vendor submitted a bid on this project.

PALM BEACH COUNTY/CONTRACTS AND AWARDS FOR APPROVAL
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Contractor(s)	Project	Contract Amount SBE Dollar Amount/Percentage of Participation	Department(s) or Division(s) Accounting Line(s)	Executor	Minutes #
<u>EXHIBIT D</u>					
Miller Heiman Holdings, LLC d/b/a Green Thumb Palm Beach; EFE, Inc. d/b/a Everglades Equipment Group	New term contract for parts, lawn and turf equipment for the period 02/18/2019 through 02/17/2024 per Master Agreement #19012.	\$376,000.00 SBE: \$0	Countywide	Scarlett	

The County has expended or encumbered \$182,026 (\$3,125/month) during the previous fifty-eight and one quarter (58.25) months of the current sixty (60) month term contract. Due to aging equipment and unanticipated repairs, \$376,000 is needed to meet the County's requirements through the expiration of this new sixty (60) month term contract. Awardees are located in Palm Beach County. No SBE vendor submitted a bid on this project. This bid was solicited on November 8, 2018, prior to the effective date of the EBO Ordinance and pursuant to the SBE Ordinance requirements.

<u>EXHIBIT E</u>					
CDW Government LLC	New term contract for information technology solutions and services for the period 02/01/2019 through 02/28/2023 per Master Agreement #750793.	\$2,040,352.00 SBE: \$0	Countywide	Scarlett	

The County has expended or encumbered \$2,171,677 (\$62,048/month) during the previous thirty-five (35) months of the current thirty-five and one half (35.5) month term contract. \$2,040,352 is needed to meet the County's requirements for license maintenance and services through the expiration of this new forty-nine (49) month term contract. A decrease in the need for Microsoft licensing products due to purchases made off the prior contract to satisfy an audit has caused the decreased amount for this new term contract. Approval is also requested to add products/groups, as necessary, during the term of the contract as approved by the Department of Information Systems Services, Resource Manager. This piggyback contract allows for the addition of products/groups as approved by the originating entity. This purchase is off the City of Mesa, AZ, (National IPA) Contract #2018011-01 and has two (2) twelve (12) month renewal options. Awardee is located out of State. There are no S/M/WBES currently certified for this commodity or service.

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Contractor(s)	Project	Contract Amount SBE Dollar Amount/Percentage of Participation	Department(s) or Division(s) Accounting Line(s)	Executor	Minutes #
EXHIBIT F					
Ferguson Enterprises, Inc.	New term contract for the purchase and delivery of valve boxes, lids and risers for the period 02/01/2019 through 01/31/2020 per Master Agreement #19018.	\$220,000.00 SBE: \$0	Water Utilities Department 4001-720-2460-4615 4001-720-2521-4615	Scarlett	

Water Utilities Department is requesting a new twelve (12) month term contract for the purchase and delivery of valve boxes, lids and risers. \$220,000 is needed to meet the County's requirements through the expiration of this new twelve (12) month term contract. This term contract has four (4) twelve (12) month renewal options. Awardee is located in Palm Beach County. No SBE vendor submitted a bid on this project. This bid was solicited on December 4, 2018, prior to the effective date of the EBO Ordinance and pursuant to the SBE Ordinance requirements.

EXHIBIT G					
Thorn Run Partners	Retroactive Emergency Extension and Increase of Emergency Contract for Federal Lobbyist Services for the period 07/01/2018 through 10/31/2019 per Master Agreement #200395.	Increased Amount: \$41,250.00 Total with increase: \$66,000.00 SBE: \$0	Legislative Affairs 0001-645-6450-3101 1340-540-5160-3101 4001-720-1110-3101 4100-120-1110-3101	Scarlett	

The County has expended or encumbered \$24,750 (\$4,125/month) during the previous six (6) month emergency contract. Legislative Affairs requests an emergency extension of this contract for a period of ten (10) months with a retroactive start date of 01/01/2019. An additional ten (10) month extension to the current emergency contract is necessary so that its expiration coincides with the expiration of Federal Lobbyist Contract No. 200388/SC, which will be re-solicited in 2019. This emergency contract was originally needed for Thorn Run Partners to replace Alcalde & Fay in order to continue Palm Beach County's representation by James Davenport, partner and lead lobbyist who left Alcalde & Fay to join Thorn Run Partners. Together with a time extension, an increase of \$41,250 over the previously authorized amount of \$24,750 is required during the extension. The original amount of the contract was \$24,750.00. Awardee is located out of State. This is an emergency term contract provider who is not a certified SBE.

PALM BEACH COUNTY/CONTRACTS AND AWARDS FOR APPROVAL
BOARD OF COUNTY COMMISSIONERS MEETING DATE OF
01/29/2019

Contractor(s)	Project	Contract Amount SBE Dollar Amount/Percentage of Participation	Department(s) or Division(s) Accounting Line(s)	Executor	Minutes #
EXHIBIT H					
Converge Government Affairs of Florida, Inc.	Retroactive Emergency Extension and Increase of Emergency Contract for State Lobbyist Services for the period 07/12/2018 through 01/12/2020 per Master Agreement #200396.	Increased Amount: \$35,000.00 Total with increase: \$52,500.02 SBE: \$0	Legislative Affairs 0001-645-6450-3101 1340-540-5160-3101 4001-720-1110-3101 4100-120-1110-3101	Scarlett	

The County has expended or encumbered \$17,500 (\$2,917/month) during the previous six (6) month emergency contract. Legislative Affairs requests an emergency extension of this contract for a period of twelve (12) months with a retroactive start date of 01/12/2019. An additional twelve (12) month extension to the current emergency contract is necessary so that its expiration coincides with the expiration of three (3) other existing State Lobbyist Contracts, which will be re-solicited in 2019. This emergency contract was originally needed with Converge Government Affairs of Florida, Inc. to replace Foley and Lardner in order to continue Palm Beach County's representation by Jonathan Kilman, partner and lead lobbyist who left Foley and Lardner to join Converge Government Affairs of Florida, Inc. Together with a time extension, an increase of \$35,000 over the previously authorized amount of \$17,500.02 is required during the extension. The original amount of the contract was \$17,500.02. Awardee is located outside Palm Beach County in the City of Miami, Florida. This is an emergency term contract provider who is not a certified SBE.

EXHIBIT I					
Intueor Consulting, Inc.	New term contract for a fare technology consultant for the period 02/01/2019 through 05/31/2020 per Master Agreement #F19008.	\$438,918.62 SBE: \$0	Palm Tran 1341-542-5337-A711-GY11	Scarlett	

Palm Tran is requesting a new fifteen (15) month term contract for a fare technology consultant to assist Palm Tran with the procurement and implementation of the Next Generation Fare Collection System. \$438,918.62 is needed to meet the County's requirements through the expiration of this new fifteen (15) month term contract. Awardee is located out of State. Because of Federal funding, this project must adhere to the Federal DBE program rather than the County's SBE program.

TOTAL AMOUNT OF ALL AWARDS \$8,341,520.62



**DISCOVER
THE PALM BEACHES
FLORIDA**
Tourist Development Council

INTEROFFICE MEMORANDUM

DATE: January 10, 2019

TO: Janel Larvin
Minutes

FROM: Carol Meneely
TDC

RE: **SUBCONTRACT RENEWAL BETWEEN DISCOVER PALM BEACH COUNTY, INC. (R2016-0222) and MILES MEDIA GROUP, LLLP, INC.**

I have attached four (4) originals of the following subcontract agreement between Discover Palm Beach County, Inc. and:

- First Two-Year Renewal for Miles Media Group, LLLP, Inc., (R2016-0222) from October 1, 2019-September 30, 2020 not to exceed \$474,240. This is a subcontract for digital marketing services. There will be no changes in the scope of services.

Will you please add this to the next "contract list" for BCC approval? Following approval, I am requesting 3 original copies of renewal be returned to this office. If you have any questions, please call me at 233-3131.

CM

Enclosures

cc: Jorge Pesquera, Discover
Evan Lomrantz, Discover
Rich Basen, Discover
Glenn Jergensen, TDC

Tdc/grantagr2019/minutes.Subcontracts2019.Discover.first two-year renewalMilesMedia

Tourist Development Council of Palm Beach County

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