



# Pinellas County

## Staff Report

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**File #:** 21-476A, **Version:** 1

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### **Subject:**

Award of bid to FPG Florida, LLC d/b/a Alife Tribute for indigent and unclaimed burial and cremation services.

### **Recommended Action:**

Approval of the award of bid to FPG Florida, LLC d/b/a Alife Tribute (Alife) for indigent and unclaimed burial and cremation services.

- The services provided under this contract are for the disposition of indigent and unclaimed bodies as required of the County by Florida Statute Chapter 406.
- The contractor provides all aspects of removal/transport, storage, next of kin due diligence, cremation/burial and other defined services, with statutory requirements for next-of-kin discovery and facilitation of claims requiring body storage. Unclaimed veteran burials are coordinated with the National Cemetery for burial with honors.
- One responsive bid was received from Alife in the amount of \$4,056,325.00. Alife agreed to a lesser upset limit amount of \$2,475,000.00 based on past utilization of package pricing and budgetary constraints. The contract is effective January 1, 2022 through September 30, 2026

21-0248-B(SCB) Indigent Burial and Cremation Services for a total five-year expenditure of \$2,475,000.00 through September 30, 2026 based on the only responsive, responsible bid received meeting specifications.

### **Strategic Plan:**

Ensure Public Health, Safety, and Welfare

2.2 Be a facilitator, convener, and purchaser of services for those in need.

2.3 Provide comprehensive services to connect our veterans and dependents to the benefits they have earned.

### **Summary:**

The services provided under this contract are for the disposition of indigent and unclaimed bodies as required of the County by Florida Statute (F.S. Chapter 406). The contractor provides all aspects of removal/transport, storage, next of kin due diligence, cremation/burial and other defined services, with statutory requirements for next-of-kin discovery and facilitation of potential claims requiring body storage. Unclaimed veteran burials are coordinated with the National Cemetery for burial with honors.

Two (2) versions of pricing were requested in the bid process, 1) estimating per cost rate for each service, 2) combined funeral rites services (deemed packaging pricing) for a reduced rate. Packaged pricing will be used in the majority of instances which results in a discount to the County. However, individual service pricing is available when needed.

**Background Information:**

On June 9, 2021, the Purchasing and Risk Management Division, on behalf of Human Services Department, released an Invitation to Bid (ITB) for indigent burial and cremation services. One (1) response was received, reviewed by staff, and recommended for award as the responsive, responsible bidder meeting specifications.

ALife is the incumbent provider, formerly known as Anderson-McQueen Company.

**Fiscal Impact:**

Five (5) year upset limit not to exceed: \$2,475,000.00

The Human Services Department has determined, based upon past experience and budgetary determinations, that the annual amount will be an estimated \$495,000.00 per year from the contract start date. In the event the demand increases on this mandatory program, Human Services will seek to make internal budget adjustments.

Funding is derived from the Human Services Department's appropriated General Fund budget.

**Staff Member Responsible:**

Karen Yatchum, Director, Human Services

Merry Celeste, Division Director, Purchasing & Risk, Administrative Services

Joe Lauro, Director, Administrative Services

**Partners:**

Alife Tribute

**Attachments:**

Agreement

Bid Tabulation