

OMB Granicus Review

Granicus Title	Third Amendment to the agreement with Smith Industries Inc. d/b/a Smith Fence Company for the requirements of fencing, gate operators, and handrails.				
Granicus ID#	25-1642A	Reference #	23-0054-ITB	Date	10/31/2025

Mark all Applicable Boxes:

Type of Review									
CIP		Grant		Other	X	Revenue		Project	

Fiscal Information:

New Contract (Y/N)	N	Original Amount	\$ 2,790,868.20
Fund(s)	Multiple Funds	Amount of Change (+/-)	\$ 1,000,000.00
Cost Center(s)	Multiple Centers	Total Amount	\$ 3,790,868.00
Program(s)	Multiple Programs	Amount Available (FY26 Operating)	\$ 787,990.00
Account(s)	Multiple Accounts	Included in Applicable Budget? (Y/N)	Y
Fiscal Year(s)	FY24 – FY27		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

Department of Administrative Services (DAS) is seeking the approval of the Third Amendment to the Agreement with Smith Industries Inc DBA Smith Fence Company (Smith Fence) for fencing, gate operators and handrails. The agreement includes Pinellas County Government within a Tampa Bay Purchasing Cooperative contract. The other Cooperative participants, also referred to as municipalities, include Cities of Dunedin, Pinellas Park, Clearwater, Tarpon Springs, and Pinellas County School Board. Cooperative participants are responsible for the issuance of their own awards and funds. Originally approved on February 14, 2023, the agreement had a three-year term and provided for a one-year extension beyond the primary contract period. Pinellas County's total Not-To-Exceed Threshold (NTET) was specified as \$2,540,868.20 with an annual NTET of \$846,956.07. Municipalities were limited to a cumulative total of \$7,539,823.00 such that the combined County and cooperative NTET was \$10,080,691.20 for the three-year term. The County can terminate for convenience, without cause, after notifying the vendor. In the event that future fiscal year funding is not available for this agreement, the County maintains the authority to terminate this agreement.

The First Amendment, approved December 9, 2024, added FEMA requirements and increased the County's total NTET to \$2,790,868.20. The County's annual NTET increased to \$930,289.40 but the NTET for municipalities was unchanged. On February 6, 2025, the Second Amendment was approved but had no fiscal impact as it only provided for temporary fencing requirements. Currently, the County's NTET is \$2,790,868.20 through February 13, 2026. The total combined County and cooperative NTET is \$10,330,691.20.

Approved Contract Summary						
Description	Pinellas County NTET	Municipalities NTET	Total Cooperative NTET	County Annual NTET	Percent Change	Term End Date
Total Approved to Date:	\$ 2,790,868.20	\$ 7,539,823.00	\$ 10,330,691.20	\$ 930,289.40	9.80%	2/13/2026
Original Contract	\$ 2,540,868.20	\$ 7,539,823.00	\$ 10,080,691.20	\$ 846,956.07	-	2/13/2026
First Amendment	\$ 250,000.00	\$ 0.00	\$ 250,000.00	\$ 930,289.40	9.8%	-
Second Amendment	\$ 0.00	\$ 0.00	\$ 0.00	\$ 930,289.40	0.0%	-

Table 1: Approved Contract Summary

If approved, the proposed Third Amendment extends the agreement by one year while also increasing the County's NTET by \$1,000,000.00 (35.8%) to \$3,790,868.20. The County's annual NTET is revised to \$947,717.05. The municipality portion of the contract remains unchanged therefore the total combined County and cooperative NTET is revised to \$11,330,691.20. The amendment also extends the agreement by one year (Table 2). Additionally, this amendment is needed because the agreement is currently 90.8% expensed, which does not leave enough NTET for the remainder of the term.

Proposed Agreement Changes						
Description	Pinellas County NTET	Municipalities NTE	Total Cooperative NTET	County Annual NTE	Percent Change	Term End Date
Total NTET to Date	\$ 2,790,868.20	\$ 7,539,823.00	\$ 10,330,691.20	\$ 930,289.40	-	2/13/2026
Third Amendment	\$ 1,000,000.00	\$ 0.00	\$ 1,000,000.00	\$ 947,717.05	35.8%	+12 Months
Revised NTET	\$3,790,868.20	\$7,539,823.00	\$11,330,691.20	\$947,717.05	35.80%	2/13/2027

Table 2: Proposed Contract Changes

Funding for this agreement is included in the FY26 Operating Budget for Construction and Property Management (\$110,490.00) and for Parks and Conservation Resources (\$58,500.00) in the General Fund. FY26 funding is also included for Public Works (\$259,000.00) in the County Transportation Trust, for Solid Waste (\$63,000.00) in the Solid Waste Revenue and Operating Fund, and for Airport (\$25,000) in the Airport Revenue and Operating Fund. Lastly, the Water and the Sewer Revenue and Operating Funds budgeted FY26 funds for Utilities (\$297,000). A total of \$812,990 was confirmed by the Office of Management and Budget (OMB) in the FY26 Budget for Smith Fence. Lapse from these sources may be requested to meet the ongoing needs of this contract in FY26. Funding for FY27 and future years will be dependent on the adoption of the annual County Operating Budget.

Analyst: Jasmine Prepetit

Ok to Sign: ☒