



Pinellas County

Staff Report

File #: 17-767A, Version: 1

Subject:

Ranking of firms and agreement with The Forestry Company for Ecosystem Management pertaining to the Al-Bar and Cross Bar Ranches.

Recommended Action:

Approval of ranking of firms and execution of agreement with The Forestry Company (TFC) for the Ecosystem Management of the Al-Bar and Cross Bar Ranches.

Contract No. 167-0365-P (SS), in the annual amount of \$695,903.60 for a five (5) year term total of \$3,479,518.00 from the notice to proceed date. Chairman to sign and Clerk of Court to attest.

Strategic Plan:

Practice Superior Environmental Stewardship

3.3 Protect and improve the quality of our water, air, and other natural resources

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.2 Be responsible stewards of the public's resources

5.3 Ensure effective and efficient delivery of county services and support

Summary:

This Agreement provides services for a long-term contract for professional forestry, wildlife habitat maintenance, and land management services at the AL-Bar and Cross Bar Ranches, which are owned by Pinellas County Utilities.

The land management and maintenance of both ranches is required to be performed in a manner which will promote the growth and maintenance of the property including the preservation of the pine forest, protection and preservation of the wildlife habitat, protection and preservation of endangered wildlife and secure the investment of pine forest production.

Ancillary services provided include, but are not limited to: supervision of the site, on-site security, wild fire prevention, fence maintenance, road maintenance, control burning, hog control, operation of the on-site augmentation wells and ditch blocks, forest management planning, timber and pine straw harvesting sales, market analysis, development of a geographic information system database and associated maps, forest insect and disease monitoring, coordination of the reforestation of harvested areas, coordination with Tampa Bay Water, and other miscellaneous site management tasks as described in Exhibit A of the attached agreement.

Background Information:

A request for proposal (RFP) was released on June 30, 2017 resulting in two (2) responses. Staff negotiated the attached agreement with the number one ranked firm, TFC. The composition of the

evaluation committee members consisted of one (1) representative from the Pasco County Parks Department, two (2) representatives from the County Utilities Department, one (1) representative from the County Parks Department, and one (1) representative from Tampa Bay Water.

TFC is one of the largest forestry firms in Florida, and can provide the required level of expertise to manage the land, as well as provide insight to maximize revenue potential from future timber harvests. Negotiations centered on contract pricing and the combination of forestry, wildlife and land management tasks into one total ecosystem management contract.

Previous contract services were provided through separate contracts, one (1) for forestry and wildlife consulting services, and one (1) for the land management services. The two (2) firms maintained their respective contracts with the County for twenty-six (26) years. Combining these services into one contract will provide for greater efficiency in contract administration. This contract represents a savings of approximately \$35,200 annually compared to the existing contracts.

Project pricing is outlined in Exhibit C of the agreement, not to exceed \$3,179,518.00 for the initial five (5) year term. There is provision for four (4) five (5) year extensions beyond the primary contract term, pending approval of the County Administrator.

Contingency funds of \$300,000.00 (\$60,000.00 annually) is included in contract pricing due to typical unforeseen circumstances which may arise from time to time. Compensation for any contingency services assignments shall be negotiated between the County and TFC at the time the need for services becomes known.

The ranking spreadsheet is attached.

Fiscal Impact:

Estimated five (5) year contract not to exceed:	\$3,179,518.00
Contingency for five (5) year contract:	<u>\$ 300,000.00</u>
Total:	\$3,479,518.00

Estimated annual expenditure not to exceed: \$695,903.60

Funding is derived from the Utilities Department Operating Budget.

Staff Member Responsible:

Megan Ross, Interim Director, Utilities
Joe Lauro, Director, Purchasing

Partners:

Southwest Florida Water Management District
Tampa Bay Water
Pasco County

Attachments:

Services Agreement
Ranking Spreadsheet