



# Pinellas County

## Staff Report

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File #: 18-155A, Version: 1

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### **Subject:**

Award of bid to Smith Industries, Inc. d/b/a Smith Fence Company for a fencing materials and installation contract for the Tampa Bay Area Purchasing Cooperative.

### **Recommended Action:**

Approve award of bid to Smith Industries, Inc., d/b/a Smith Fence Company (Smith Fence) for a Fencing Materials and Installation Contract for the Tampa Bay Area Purchasing Cooperative (Cooperative).

Contract No. 178-0122-B(JA) in the annual amount of \$833,609.52 for a five (5) year term total of \$4,168,047.60 on the basis of being the only responsive, responsible bid meeting specifications.

### **Strategic Plan:**

Ensure Public Health, Safety, and Welfare

2.1 Provide planning, coordination, prevention, and protective services to ensure a safe and secure community

Deliver First Class Services to the Public and Our Customers

5.2 Be responsible stewards of the public's resources

### **Summary:**

This is a Cooperative contract providing labor and materials for installation of various types of fencing, administered by Pinellas County including requirements for the cities of Clearwater, Tarpon Springs, Dunedin, the Hillsborough County Aviation Authority and Pinellas County School Board. Cooperative participants are responsible for issuance of their own purchase authorizations.

This is a five (5) year contract with provision for price adjustments after the initial twelve (12) months and annually thereafter based upon Producer Price and Consumer Price indices as provided in the contract.

### **Background Information:**

Fencing firms, both local and national, were invited to provide submittals to the Invitation for Bid (ITB) released by the Purchasing Department on March 16, 2018; the ITB yielded only one (1) responsive bidder. A survey was taken after bid opening with three (3) local firms who responded with "no bid" submittals. The firms indicated that the County market is small enough to remain a "local" market rather than attracting a "national" interest; however, the required quantities and amount of work of the Cooperative ITB warrants larger quantity discounts and more manpower than most local firms can handle. Smith Fence is the only firm that is willing and able to provide these services.

### **Fiscal Impact:**

Estimated County expenditure not to exceed: \$1,477,358.22

Estimated Co-op expenditure not to exceed: \$2,690,689.38  
Contract total expenditure not to exceed: \$4,168,047.60

Estimated annual expenditure not to exceed: \$833,609.52

County funding is derived from departmental operating budgets.

**Staff Member Responsible:**

Paul Sacco, Assistant County Administrator  
Joe Lauro, Director, Purchasing Department

**Partners:**

City of Clearwater  
City of Tarpon Springs  
City of Dunedin  
Hillsborough County Aviation Authority  
Pinellas County School Board

**Attachments:**

Bid Tabulation