



# Pinellas County

## Staff Report

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File #: 20-2006A, Version: 1

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### **Subject:**

Award of bid to Smith Industries, Inc. d/b/a Smith Fence Company for fencing, gate operators, and handrails - a Tampa Bay Area Purchasing Cooperative contract.

### **Recommended Action:**

Approval of the award of bid with Smith Industries, Inc. d/b/a Smith Fence Company (Smith Fence) for fencing, gate operators, and handrails - a Tampa Bay Area Purchasing Cooperative (Cooperative) contract.

- This cooperative contract is for countywide requirements of fencing, gate operators, and handrails.
- Award of bid to Smith Fence in the amount of \$2,252,315.00 (60-month term) for County requirements.
- Following a solicitation process reaching over 1,200 vendors one bid was received from Smith Fence. This contract has historically been difficult to competitively source due to the breadth of fencing the Cooperative specifies and the size and scope of many of the installations.
- This contract is facilitated and administered by the Department of Administrative Services; Cooperative participants include: City of Dunedin, the Hillsborough County Aviation Authority and Pinellas County School Board. However, just about every local jurisdiction utilizes this contract.
- Cooperative participants are responsible for issuance of their own awards and funding; Cooperative expenditures for the sixty-month term, less County requirements, total \$2,656,040.50, for a total County and Cooperative expenditure in the amount of \$4,908,355.50.

Contract No. 21-0031-B(BW) in the not-to-exceed amount of \$2,252,315.00 for a sixty-month term total, based on the only responsive and responsible bid received meeting specifications. Authorize the Chairman to sign and Clerk of the Circuit Court to attest.

### **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 the Department of Administrative Services, including requirements for the

City of Dunedin, the Hillsborough County Aviation Authority, and the Pinellas County School Board. Cooperative participants are responsible for issuance of their own purchase authorizations.

This is a five-year contract with a provision for price adjustments after the initial thirty-six months and annually thereafter based upon Producer Price and Consumer Price indices as provided in the contract.

**Background Information:**

On March 1, 2021, the Purchasing Division developed and released an Invitation to Bid with the intent to establish an agreement for Contract No. 21-0031-B-BW - Fencing, Gate Operators and Handrails. On April 20, 2021 the Invitation to Bid closed, and after reaching more than 1,200 vendors, one bid was received from Smith Fence.

This contract replaces the current Contract which was awarded on June 19, 2018 to Smith Fence.

Cooperative participants are responsible for issuance of their own awards and funding in the amount of \$2,656,040.50.

**Fiscal Impact:**

Estimated County sixty-month expenditure not-to-exceed:      \$2,252,315.00

Estimated County average annual expenditure is:                      \$450,463.00

Funding is derived from department operating budgets. Cooperative participants are responsible for their own funding.

**Staff Member Responsible:**

Merry Celeste, Division Director, Purchasing and Risk Management  
Joe Lauro, Director of Administrative Services

**Partners:**

City of Dunedin  
Hillsborough County Aviation Authority  
Pinellas County School Board

**Attachments:**

Service Agreement  
Tabulation