



AGENDA REPORT
May 30, 2019

Federal Lobbyist Services

SUBJECT:

Federal Lobbyist Services Selection Committee Final Recommendation

FISCAL IMPACT:

\$50,000 per year for 3 Year Term Contract to be billed at a monthly rate of \$4,166.67.

DEPT/OFFICE:

Central Services

REQUESTED ACTION:

Request the Board approve the final recommendation of the selection committee to award a 3 year term contract to Becker & Poliakoff, P.A., for \$50,000.00 per year to provide Federal Lobbyist Services to Brevard County Board of County Commissioners and authorize the Chair to execute the resulting contract upon review and approval by the County Attorney's Office and Risk Management and authorize the County Manager or designee to execute all contract renewals.

SUMMARY EXPLANATION and BACKGROUND:

On February 26, 2019 the Board approved releasing a Request for Proposal (RFP) for Federal Lobbying Services and approved a selection & negotiation committee for the County's Federal Lobbying Services. On March 21, 2019 Purchasing Services released the RFP with a due date of April 12, 2019. On April 12, 2019 Purchasing Services received 4 responsive proposals and 1 non-responsive proposal in response to the RFP.

On April 30, 2019 the selection committee, consisting of District 3 Commissioner John Tobia; Public Safety Director Matt Wallace; Housing and Human Services Director Ian Golden; and Transit Services Director Scott Nelson, conducted a review of the 4 responsive proposals received in response to the RFP for Federal Lobbyist Services. Upon completion of the review, the selection committee ranked the four firms. The consolidated ranking of the 4 firms is attached to this agenda item showing that Becker & Poliakoff, P.A., was the highest ranked firm of the 4.

Upon completion of the ranking, a motion was made by Mr. Ian Golden to enter into negotiations with the highest ranked firm, Becker & Poliakoff, P.A. The motion was seconded by Mr. Scott Nelson. A vote was then taken and the motion passed 3-1.

Per the direction of the Selection Committee, negotiations were conducted with Becker & Poliakoff, P.A., on Monday May 6, 2019. The negotiation committee members were District 3 Commissioner John Tobia; Public Safety Group Director Matt Wallace; and Housing and Human Services Director Ian Golden. Negotiations were successful and resulted in Becker & Poliakoff, P.A., agreeing to a yearly fee of \$50,000.00 to provide Federal Lobbyist Services to Brevard County. The initial term of the contract will be 3 years from date of award. The contract allows for 2 single year renewals as well. Upon completion of the negotiations, a motion was made by Mr. Ian Golden to make a final recommendation to the Board of County Commissioners to accept the negotiated rate of \$50,000.00 per year and enter into a 3 year contract with Becker & Poliakoff, P.A., for Federal Lobbyist Services. The motion was seconded by Mr. Matt Wallace and the motion passed unanimously 3-0.

ATTACHMENTS:

Description

- **Proposal Analysis Spreadsheet**
- **Selection Committee Consolidated Scoresheet**



Tammy Rowe, Clerk to the Board, 400 South Street • P.O. Box 999, Titusville, Florida 32781-0999

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May 31, 2019

M E M O R A N D U M

TO: Leslie Rothering, Interim Central Services Director

RE: Item I.1., Federal Lobbyist Services

The Board of County Commissioners, in regular session on May 30, 2019, approved the final recommendation of the selection committee to award a three-year term contract to Becker & Poliakoff, P.A., for \$50,000 per year to provide Federal Lobbyist Services to Brevard County Board of County Commissioners; authorized the Chair to execute the resulting contract upon review and approval by the County Attorney's Office and Risk Management; and authorized the County Manager or his designee to execute all contract renewals.

Your continued cooperation is greatly appreciated.

Sincerely yours,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK

Tammy Rowe

Tammy Rowe, Deputy Clerk

/cmw

cc: Contracts Administration
Budget
Finance

**REP P-1-19-11 Federal Lobbyist Services
Proposal Analysis**

RFP Requirements		Responses			
Item	Description	Becker & Pollakoff, P. A.	Van Scoyoc Associates	Thorn Run Partners	Prime Policy Group
Compliance with RFP Requirements (Mandatory Elements (Not scored, but required) Tab 6	Required Forms - Tabs 6 Signed/Notarized RFP; Completed Reference Form; Completed Compliance Sheet; Fully Executed E-Verify (MOU); E-Verify Participation Form; Contractor Affidavit Regarding Scrutinized Company List	All required proposals forms were submitted; Contractor listed no exceptions on Compliance Sheet	All required proposals forms were submitted; Contractor listed no exceptions on Compliance Sheet	All required proposals forms were submitted; Contractor listed no exceptions on Compliance Sheet	All required proposals forms were submitted; Contractor listed no exceptions on Compliance Sheet
Contract Proposed Price - Tab 5 (15 Possible Points)	Indicate Total Proposed Contract Price for 3 Year Base Term of Contract	\$72,000.00 per year \$216,000.00 TOTAL FOR 3 YEAR TERM CONTRACT	\$72,000.00 per year \$216,000.00 TOTAL FOR 3 YEAR TERM CONTRACT	\$84,000.00 per year \$252,000.00 TOTAL FOR 3 YEAR TERM CONTRACT	\$120,000.00 per year \$360,000.00 TOTAL FOR 3 YEAR TERM CONTRACT
Quality of Similar Work - Tab 4 (35 Possible Points)	Experience and Qualifications - Consider previous experience and references listed in proposal. Does response exhibit the Contractor's experience in providing similar services? Contractors must provide a minimum of 3 separate and verifiable references on reference sheet. References listed must be for completed work most closely related to the County's requirements. Each reference provided should contain project title, contact name/information, and location of services provided and brief description of services provided.	Contractor provided a response to this requirement. Contractor provided project briefs that clearly show the contractor has past experiences in providing similar services as required in the Scope of Services included in the RFP. Contractor provided a chart in Tab 4 that lists six specific goals for the Contractor and Brevard County and the timeline in which they would address each goal. Contractor also provided a review of the County's priorities and their suggested ideas to begin addressing issues specific to Brevard County. Contractor demonstrated that they have experience working with FEMA, EPA, Army Corp of Engineers, as well Florida Senators and Representatives. Of the five references included; 3 are Florida Counties (Palm Beach County; Collier County; and Sarasota County) and 2 are Florida Cities (City of Cape Coral; City of North Miami). - Contractor provided a project brief for each reference listed located under tab 6.C. - Contractor's longest reference is 8 years (Palm Beach County has contracted with Contractor since 2011) and Contractor's newest reference is 2 years (City of North Miami has contracted with Contractor since 2017).	Contractor provided a response to this requirement. Contractor addressed their approach some of the Federal areas that they believe are of the greatest interest to the County Commissioners. Contractor listed examples of achievements in similar areas for their current clients, including: Beach Construction and Indian River Lagoon; Transportation; Space and Defense Infrastructure; and Emergency Response. Contractor will serve as a link between the County and Congress members of our Congressional delegation are apprised of the County's goals and priorities. Of the five references included; 2 are Florida Counties (Pinellas County; Pasco County); 1 is Pinellas Suncoast Transit Authority; 1 is the Port of Tampa Bay; and 1 is a California Agency (West Basin Municipal Water District). - Contractor's proposal did not include project briefs as requested for each of the 5 projects listed on the reference sheet. - Contractor's longest references is 5 years (Pinellas County has contracted with Contractor since 2014) and Contractor's newest reference is 2 years (West Basin Municipal Water District has contracted with Contractor since 2017).	Contractor provided a response to this requirement. Contractor exhibited experience in providing similar services. Contractor provided an approach to working on behalf of Brevard County in this section. Contractor's approach is to review County's 2019 Federal Legislative Agenda and then provide Contractor's insight and suggestions on how to enhance the Agenda. Contractor addressed their reporting mechanisms in meeting the needs of the County. The experiences shown in the project briefs shows that the Contractor has the experience in providing similar services. Of the five references included; 4 are Florida Counties (Palm Beach County; St. Lucie County; Monroe County; and Martin County). - Contractor's longest reference is 17 years (St. Lucie County has contracted with Contractor since 2002) and Contractor's newest reference is 6 years (Monroe County has contracted with Contractor since 2013).	Contractor provided a response to this requirement. The Contractor's proposal did not specifically address the County's priorities or goals as outlined in the RFP document. The experiences shown in the project briefs shows that the Contractor has experience providing similar services to what the County requires. Of the three references included; none are based in Florida. 2 are counties (New Hanover County, NC; County of Santa Clara, CA); the third listed reference is City of Memphis, TN. - Contractor did provide project briefs for each of the three references listed located in tab 4. Contractor also included 44 additional project briefs that were not listed on the reference form. - Contractor's longest reference is 21 years (County of Santa Clara, CA has contracted with Contractor since 1998) and Contractor's newest reference is 3 years (New Hanover County, NC has contracted with Contractor since 2016).

**RFP P-1-19-11 Federal Lobbyist Services
Proposal Analysis**

Item	Description	Responses	Thorn Run Partners	Prime Policy Group
<p>Contractor Personnel - Tab 3 (25 Possible Points)</p>	<p>Contractors are to provide professional resumes for all personnel that are to be assigned to the County Contract. Resumes should exhibit all comparable experience and background of the specific personnel that shall be assigned to the County contract. Also list for each person assigned, there specific involvement in the County contract.</p>	<p>Becker & Pollakoff, P.A.</p> <p>Contractor listed four personnel as the Brevard County Project Team; Clarence Williams, Lead Lobbyist; Omar Franco; Amanda Wood; Steven Blattner.</p> <p>Contractor provided professional resumes for each of the four personnel listed.</p> <p>Contractor provided a brief summary of the team members roles:</p> <ul style="list-style-type: none"> - Clarence Williams will be team quarterback with primary responsibility for client communication, overall strategic direction and execution. Clarence will focus on House Democrats and issues relating to science, military, space related issues and appropriations. - Omar Franco will serve as co-lead with primary responsibility for Senate and House Republicans. Omar will focus primarily on transportation, environmental and disaster related issues and appropriations. - Amanda Wood will serve as primary Senate liaison and coalition builder with natural allies such as other Florida counties, organizations and a primary focus on FEMA, Army Corps and beach renourishment issues and appropriations. - Steven Blattner will assist all team members by attending hearings, preparing summaries, reports and coordinating visits. 	<p>Van Sycor Associates</p> <p>Contractor listed six personnel as the Brevard County Project Team; Harry Glenn, main point of contact; Geoff Bowman, firm lead on Army Corps of Engineers and EPA projects; Dr. Leslie Gilbert, firm lead on NASA related issues; George Bernier, Laurie Katz, and Van Carver.</p> <p>Contractor did not provide professional resumes as requested, but instead provided biographies for each of the 6 personnel listed.</p> <p>The Contractor did not specifically address what the team members roles or involvement with the County Contract would be.</p>	<p>Prime Policy Group</p> <p>Contractor listed nine personnel as the core group assigned to representing Brevard County: Keith Smith, Project Manager; Gail Daugherty; Erin Gracie Dortson; Stefan Bailey; Becky Webber; Gabe Ross; Ed Cox; Pam Turner; Owen Taylor.</p> <p>The Contractor provided professional resume/biography for each of the nine personnel listed as team members. The Contractor also provided a brief summary of each members expertise and experience.</p> <p>The contractor did address the Brevard County areas of interest each team member would be responsible for.</p>
<p>Applicable Resources - Tab 4 (5 Possible Points)</p>	<p>Evaluate the extent of applicable resources available to the Contractor to complete the County's contract.</p>	<p>Contractor did not specifically address the applicable resources available. Instead the contractor addressed how personnel in the firm are involved in the specific areas listed in the Quality of Work. The Contractor discussed how they would be a link between the County and Congress, as well as the County's voice in Washington D.C.</p> <p>The Contractor provided sample letters, reports, and a chart completed by the Contractor for past clients as an example of their work products.</p>	<p>Contractor specifically addressed Applicable Resources. Contractor states that they are located less than one mile from Capitol Hill and that they offer a fully integrated team approach. Members of the firm work collaboratively, and they take pride in sharing relationships and strategic advice in a cooperative framework internally. Even though the County would have an assigned project/contract team, the County would also have the resources of the entire firm at the County's disposal. The firm, while having a robust local government practice, also represents some of the largest organizations in the County, including NLE, AARP, eBay, PayPal, GlaxoSmithKline, and Comcast.</p>	<p>Contractor did not specifically address applicable resources. Contractor did include under the project approach in that they have the capabilities necessary to assist the County in developing and executing a comprehensive strategy that will advance the County's priorities in Washington, D.C. The Contractor instead outlined major goals they the Contractor will pursue on behalf of the County.</p>

**RFP P-1-19-11 Federal Lobbyist Services
Proposal Analysis**

Item	RFP Requirements	Description	Becker & Pollakoff, P.A.	Van Scoyoc Associates	Thorn Run Partners	Prime Policy Group
<p>Understanding of Services Required by County - Tab 1 (10 Possible Points)</p>	<p>Contractors shall include a cover letter that clearly shows the Contractor understands the County's requirements and the Cover Letter should also thoroughly explain the Contractor's project approach and how the Contractor plans to execute the Contract requirements and deliverables.</p>	<p>Contractor provided a cover letter that shows the Contractor has a thorough understanding of Brevard County's requirements as outlined in the Scope of Services. Contractor has been representing local Florida Governments for over 20 years and has previously worked for Florida Members of Congress. This experience provides the Contractor's team with in-depth knowledge of the processes for navigating legislative changes, accessing programs and funding opportunities through grants and other federal sources in various issues that are priorities to Brevard County, such as beach re-nourishment, shore protection, Indian River Lagoon Estuaries protection, Transportation Funding, Space Transportation Infrastructure, Aerospace and Military economic development opportunities, storm mitigation and FEMA issues.</p> <p>The Contractor outlined their Team approach with working with Brevard County to establish priorities, identifying opportunities and implementation of a plan of action. Contractor listed 15 bullet points of that specifically outline the Contractors plan to execute all the County's contract requirements and deliverables.</p>	<p>Contractor provided a cover letter that shows the Contractor understands the services required by the County. Contractor states they are one of Washington's leading full service Federal affairs firms that represents municipal and public entities. Contractor works with 43 local government, transit-related, and other public bodies in the nation, including 7 in Florida. Contractor states that they not only focus on municipal governments but reach into the national defense and aerospace community. They represent defense contractors as well as a client who has a project to replace the aging Indian River Bridge. Contractor stated that their existing relationships in this area will yield significant potential benefits to the County.</p> <p>The Contractor did not specifically outline their approach to execute the County's contract requirements, however, the Contractor did state that they know the County's focus is on "Nature, Beaches, and Space" and they have put together a team with experience in all three of these areas that can step off smartly and deliver results to County residents.</p>	<p>Contractor provided a cover letter that gives a brief background description of the firm, and briefly addresses their experience. The Cover letter did not specifically show a thorough understanding of the County's requirements, however, it clearly shows the Contractor has experience as a Federal Lobbyist.</p> <p>The cover letter does not address the Contractor's approach and how the Contractor plans to execute the requirements of the County. The Contractor's approach is addressed in Tab 4 in the opening paragraphs of Quality of Similar Work.</p>	<p>Contractor provided a cover letter that shows the Contractor has experience as a Federal Lobbyist, but does not specifically address their understanding of the County's requirements. The Cover Letter provided an executive summary that discusses the firm and their team of professionals.</p> <p>The cover letter did not specifically outline the Contractor's approach on how they would execute the County's contract requirements. The Contractor's approach is addressed in Tab 4 and states: Contractor address their approach and plan to execute the County's requirements and deliverables in this section. Contractor's approach states that Contractor's overarching goal will be to advance the County's federal policy agenda effectively and successfully in Washington. Contractor states they will utilize their network of relationships, intimate knowledge, and real-time understanding of the political dynamism to deliver positive policy outcomes.</p>	<p>Contractor provided 3 references on completed reference form. Those 3 references were sent a County Reference Check to complete and return. To date, the County has received 3 completed reference forms with answers as follows:</p> <ol style="list-style-type: none"> 1. Shore Protection Coordinator, providing services related to policy, legislation, funding & coordination; services related to coastal storm damage reduction projects; Consulting and lobbying services to Federal gov't. Firm provides information about legislation, connections to legislators and administration personnel and help client determine specific courses of action. 2. Absolutely, client was successful in advancing policy and legislation within WRDA 16 and WRDA 18. More than satisfactory, reference has received excellent service and attention to detail. Team assigned to reference has been more than satisfactory and reference has had access to other members of the firm when needed. 3. Yes 4. Yes, Reference has had access to other members of the firm when needed. 5. Yes, very satisfied with assigned staffing 6. None 7. None 8. No disputes noted. Reference noted no disputes but stated firm was very responsive. 9. Good firm to work with, very knowledgeable. 10. Yes
<p>Audited Financial Statement (10 Possible Points)</p>	<p>Include Audited Financial Statement including Balance Sheet for most recent fiscal year and/or sufficient information to indicate financial stability of the Contractor</p>	<p>Financial Analysis information will be provided upon completion of analysis.</p>	<p>Financial Analysis information will be provided upon completion of analysis.</p>	<p>Financial Analysis information will be provided upon completion of analysis.</p>	<p>Financial Analysis information will be provided upon completion of analysis.</p>	<p>Financial Analysis information will be provided upon completion of analysis.</p>
<p>Reference Checks</p>	<p>Purchasing sent out a questionnaire to each of the references listed for each Contractor asking the following questions:</p> <ol style="list-style-type: none"> 1. What Services offered? 2. Was Performance Satisfactory? 3. Keep to Set-Schedule? 4. Sufficient Resources? 5. Satisfaction/Quality of project team? 6. Any Invoicing Issues? 7. Any Employee payment Issues? 8. Any Contract Disputes? 9. Additional comments 10. Use company again 	<p>Contractor provided 5 references on completed reference form. Those 5 references were sent a County Reference Check to complete and return. To date, the County has received 3 completed reference forms with answers as follows:</p> <ol style="list-style-type: none"> 1. Federal Executive and Legislative lobbying, consulting and support; Advocacy with Congress and Federal Executive Regulatory Agency. 2. Yes; Team assigned have proven to be knowledgeable in federal process and have routinely used their extensive contacts to efficiently and effectively address clients policy needs. 3. All projects assigned were timely executed. 4. Yes, all necessary resources are provided to service contract; Well staffed organization. 5. Yes, Clarence and Omar are among the best in the industry. The knowledge, relationships and access they both provide is exceptional. 6. No, Nothing other than a random clerical error; Yes, but stated the project team was great. 7. No. 8. No issues experienced. 9. Reference stated that they were very happy with team lead, Amanda Wood, as well as the owner. They have been great lobbyists; and they were just approved for a new 3 year contract. 10. Yes. 	<p>Contractor provided 5 references on completed reference form. Those 5 references were sent a County Reference Check to complete and return. To date, the County has received 3 completed reference forms with answers consolidated as follows:</p> <ol style="list-style-type: none"> 1. Federal Gov't Relations; Design & implement Federal Legislative Program; Provide reports on issues affecting client; Coordinate all federal related trips and activities. Lobbyist consulting services to client. Team oriented effort, performance is above satisfactory. 2. Yes, Firm has been extremely helpful and a true asset to client. 3. Yes; Always timely. 4. Yes; Firm utilizes team approach. Reference stated they always have access to several staff members and team is always responsive. 5. Yes; Client was very satisfied with the team they were assigned. Team was led by Harry Glenn who brought a wealth of historical knowledge of Federal gov't, appropriations, and priority issues for county, including beach nourishment, transportation, and flood insurance. 6. No invoice problems. 7. No issues. 8. No disputes. 9. Highly satisfied with work by contractor and Harry Glenn. Team is extremely responsive to client requests and continually communicates progress on clients efforts. Client highly recommends contractor to anyone looking for a contract federal gov't relations firm; Reference stated they have had an excellent working relationship with firm and highly recommend the firm. 10. Yes 	<p>Contractor provided 5 references on completed reference form. Those 5 references were sent a County Reference Check to complete and return. To date, the County has received 4 completed reference forms with answers consolidated as follows:</p> <ol style="list-style-type: none"> 1. Federal Lobbying; Transportation related issues lobbying; water control issues; Secure funding for coastal programs; environmental issues. 2. Yes 3. Yes; However, one client responded that contractor did not keep to schedule and that numerous reasons can contribute to delays. 4. Yes 5. Yes; Jim Davenport and Greg Burns were both highly regarded and recommended. 6. 3 clients replied with No issues; 1 client reported invoicing issues with no specifics listed. 7. No 8. 3 clients reported no disputes; 1 client stated minimal disputes, but offered no specifics regarding the disputes, and recommended by references. 9. Company and team members assigned were highly regarded and recommended by references. 10. Yes 	<p>Contractor provided 3 references on completed reference form. Those 3 references were sent a County Reference Check to complete and return. To date, the County has received 3 completed reference forms with answers as follows:</p> <ol style="list-style-type: none"> 1. Shore Protection Coordinator, providing services related to policy, legislation, funding & coordination; services related to coastal storm damage reduction projects; Consulting and lobbying services to Federal gov't. Firm provides information about legislation, connections to legislators and administration personnel and help client determine specific courses of action. 2. Absolutely, client was successful in advancing policy and legislation within WRDA 16 and WRDA 18. More than satisfactory, reference has received excellent service and attention to detail. Team assigned to reference has been more than satisfactory and reference has had access to other members of the firm when needed. 3. Yes 4. Yes, Reference has had access to other members of the firm when needed. 5. Yes, very satisfied with assigned staffing 6. None 7. None 8. No disputes noted. Reference noted no disputes but stated firm was very responsive. 9. Good firm to work with, very knowledgeable. 10. Yes 	

**RFP P-1-19-11 Federal Lobbyist Services
Proposal Analysis**

Item	RFP Requirements	Description	Becker & Poliakoff, P.A.	Van Source Associates	Responses	Thorn Run Partners	Prime Policy Group
Contractor Concurrence with Proposal Analysis Spreadsheet		<p>I sent a copy of the above analysis of each evaluation item to the respective firm to ensure there was not misinterpretation of the information submitted by the firm in response to this RFP. Each firm's response to my email inquiry are as follows:</p>	<p>Analysis sent via email to Clarence Williams on Sunday April 14, 2019. Read receipt received from Clarence Williams email was received by me on Monday April 15, 2019.</p> <p>To date, I have not received any response from Clarence Williams to my initial email inquiry.</p>	<p>Analysis sent via email to Harry Glenn on Sunday April 14, 2019. Response from Harry Glenn received on Wednesday April 17, 2019 with the following comments:</p> <p>Thanks for sharing your initial evaluation of our proposal. Below are a couple of thoughts from our team. Please let us know if we can provide you with any additional information. Thank you for the opportunity to compete for the County's business.</p> <p>Contractor Personnel: The proposal on page 9 specifically identifies Mr. Harry Glenn as the team leader and principal point of contact of the Federal Relations team proposal by VSA. It further states that Harry will be joined by Geoff Bowman, who will oversee Army Corp of Engineers issues and Dr. Leslee Gilbert, who will oversee NASA related issues.</p> <p>Applicable Resources: Our proposal discusses our principal resources for this project which are the quality and experience of our people, along with a permanent Washington presence. Specifically, this is the experience of the proposed team that will be called upon to address the County's specific areas of interest. VSA as noted in the proposal, has experience dealing with Florida clients, which makes us uniquely aware of their issues and familiar with Congressional leaders and their staffs and with agency personnel in a position to address their issues in Washington.</p> <p>Understanding of Services: In the proposal, VSA discusses how our past work in areas related to Brevard County's special areas of interest will be of benefit to the County. In our proposal we cited specific examples with both the Pinellas Suncoast Transit Authority and Pinellas County of projects that we were able to obtain federal funding for each of their projects (Transit and Army Corps of Engineers). We also referenced direct work with Lockheed and Leslee Gilbert's experience with the committee of jurisdiction that will have oversight of NASA issues and therefore an impact on Brevard's federal agenda.</p>	<p>Analysis sent via email to Jim Davenport on Sunday April 14, 2019. Response from Jim Davenport received on Monday April 15, 2019 with the following comment:</p> <p>I have read your analysis and concur.</p>	<p>Analysis sent via email to Abbi Stuaan on Sunday April 14, 2019. Response from Abbi Stuaan received on Monday April 15, 2019 with the following comment:</p> <p>We have reviewed the initial evaluation of our proposal and concur with your assessment, but would like to offer additional comments. Regarding Tab 4, all of the resources available through Prime Policy Group will be available to Brevard County. Thank you for this opportunity, we look forward to hearing from you.</p>	



SELECTION COMMITTEE CONSOLIDATED EVALUATION SCORESHEET

Any questions regarding the content of this notice should be directed to the Purchasing Services Manager at (321) 617-7390

MEETING DATE: April 30, 2019 @ 9:30 am

POSTING DATE: April 30, 2019 @ 12:00 pm THROUGH: May 7, 2019 @ 5:00 pm
 POSTED BY: Steven A. Darling, Jr., Purchasing Services and Contracts Manager

▼ Committee Member ▼	Becker & Poliakoff, P.A.	Van Scoyoc Associates	Thorn Run Partners	Prime Policy Group
Commissioner John Tobia	76	42	69	39
Matt Wallace	99	95	89	82
Ian Golden	85	66	66	51
Scott Nelson	87	88	77	63
TOTAL POINTS	347	291	301	235
RANKING	1	3	2	4

*** Motion by Committee Member Ian Golden, Second by Committee Member Scott Nelson to Enter Into Negotiations with the highest ranked firm, Becker & Poliakoff, P.A.; Motion Passed 3-1. Negotiations will be scheduled at a later date followed by a final recommendation to the Board of County Commissioners.

Brevard County encourages prompt and fair handling of all complaints and disputes with the business community. Filing of any disputes and appeals shall be in accordance with procedures specified in bid documents.

Approved 