

# MANATEE COUNTY GOVERNMENT

## INTENT TO NEGOTIATE

<b>SUBJECT</b>	Professional Arts/Culture Research and Reporting Services	<b>DATE POSTED</b>	MC <u>X SE 6/9/16</u> DS <u>X SE 6/9/16</u> CC <u>N/A</u>
<b>PURCHASING REPRESENTATIVE</b>	Frank Lambertson, Ext. 3042	<b>DATE CONTRACT SHALL BE AWARDED</b>	June 16, 2016
<b>DEPARTMENT</b>	Bradenton Area Convention and Visitors Bureau	<b>CONSEQUENCES IF DEFERRED</b>	These services are currently not available to the County
<b>SOLICITATION</b>	RFP 16-1653FL	<b>AUTHORIZED BY DATE</b>	Melissa Wendel, CPPO Purchasing Official, June 9, 2016

### NOTICE OF INTENT TO NEGOTIATE

Notice of Intent to Negotiate with Social Sector Solutions, LLC, St. Petersburg, FL, for professional arts/culture research and reporting services.

### ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.

Manatee County Code of Laws

### BACKGROUND/DISCUSSION

#### PROJECT BACKGROUND:

The Manatee County arts community is splintered throughout the county as there are over 20 non-profit arts, cultural, and historical organizations in our area. This initiative's objective is to form an overarching arts organization that would educate, support, and create marketplace awareness of the arts, cultural, and historical organizations in the Bradenton Area (Manatee County as a whole).

The Consultant will identify, research and synthesize data and information towards the constructing of an independent organization or structure to function within Manatee County. This arts organization should positively unite Manatee County's education and nonprofit institutions, businesses, and corporations in the support and collaboration with Manatee County's Arts, Culture and Heritage entities to enhance Tourism, Economic Development and Quality of Life for the residents and visitors of the County.

The Consultant will report on their findings, research and progress bi-weekly to members of the Manatee County Arts Working Group for feedback and recommendations.

#### SOLICITATIONS:

The RFP was advertised on the Manatee County website, DemandStar, and was also provided to the Manatee County Chamber of Commerce for release to its members. Two (2) proposals were received.

Blue Sky Thinking, Inc., Sarasota, FL  
Social Sector Solutions, LLC, St. Petersburg, FL

#### EVALUATION COMMITTEE (VOTING) MEMBERS:

##### Name, Title, Department

Jane Buckman, Longboat Key Center for the Arts  
Monica Luff, Executive Consultant, Bradenton Area Convention and Visitors Bureau  
Frank Lambertson, Contracts Negotiator, Financial Management Department (chairperson)

<b>ATTACHMENTS</b> (List in order of attached)	N/A	<b>FUNDING SOURCE</b> (Acct Number & Name)	<input checked="" type="checkbox"/> Funds Verified <input type="checkbox"/> Insufficient Funds
<b>COST</b>	\$17,350.00	<b>AMT/FREQ OF RECURRING COSTS</b> (Attach Fiscal Impact Statement)	None



**EVALUATION COMMITTEE (NON-VOTING) MEMBERS:**

**Name, Title, Department**

Johnetto Isham, Realize Bradenton

**EVALUATION RESULTS:**

The initial Evaluation Committee ("Committee") meeting was held May 12, 2016. The Committee members discussed procedures and responsibilities of evaluation committee members, the proposals received and subsequently oral presentations were made to the Committee.

Oral presentations were delivered to the Committee by the two (2) firms submitting proposals. The Committee continued the acquisition process with a recommendation to the County Administrator by selecting Social Sector Solutions, LLC, St. Petersburg, FL.

**Social Sector Solutions, LLC, St. Petersburg, FL.** – Social Sector Solutions (SSS) demonstrated their qualifications via their proposal and oral presentation. Of particular importance: the firm is familiar with the research and reporting components that the CVB is looking for with past experience in the surrounding counties; they can detail the positives and negatives of non-profit, government and business support for a cultural advocacy organizations. Additionally, SSS had a stronger client base from the region and had the necessary in-house expertise.

**Blue Sky Thinking Inc., Sarasota, FL** – Blue Sky Thinking presentation supported their experiences along with their satisfactory proposal. The Committee's comments included: the firm seemed to have a lesser working knowledge of the Bradenton/Manatee area; would likely require additional time to make the necessary connections with the various art organization, and proposed a higher cost than the selected firm.

**ESTIMATED COST OF SERVICES:**

\$17,350.00

**FUNDING:**

103 0002202 534000 CVB Promotions

*The above justifications are a generalized summary of major observations intended only to provide the County Administrator a sufficiently detailed overview of the main observations of a majority of Committee Members. Each Committee Member may have considered one or more facts or factors more or less important than the other Committee Members when voting, and this summary of the Evaluation Committee's decision is not an attempt to exhaustively describe each of the relevant factors which motivated each of the Committee Members to select the rankings described.*

The Committee voted 3-0 to proceed with the selected consultant Social Sector Solutions, LLC, St. Petersburg, FL.

The resulting agreements will be managed by the Bradenton Area Visitors and Convention Bureau.