



Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The Fresno County Department of Public Health is proposing consultation services from Hatching LLC, a recognized consultant group specializing in animal sheltering and control operations, to comprehensively assess the County's animal control program and identify potential areas for improvement.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
Hatching LLC
633 Ocean Avenue Apt 26, Santa Monica, CA 90402
Contact: Jose Ocano, Founder & CEO at Jose@Hatching.me, Phone: (520) 247-2171
or
Angel Guzman, Co-Founder & COO at Angel@Hatching.me, Phone: (520) 331-4521
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
One year term with total cost not to exceed \$40,000.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
The City of Fresno Animal Shelter utilized Hatching LLC (Hatching) to provide consultation services for their animal shelter and control operations while still under contract with Fresno Humane Animal Services (FHAS). During their evaluation, Hatching became very familiar with FHAS' operations, the community and its needs. Since FHAS is also the animal shelter and control services vendor for the County, Hatching has a unique advantage of understanding how FHAS operates as well as their organizational strengths and areas of improvement. Hatching's experience providing consultation services for the City of Fresno included assessing the surrounding communities, which also equipped them with knowledge of the Central Valley's challenges when it comes to animal welfare services.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - When the contract is with a federal, state, or local governmental agency.
 - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
 - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
Hatching has extensive experience addressing animal welfare needs in communities similar to Fresno County with different organizational structures and management philosophies, which demonstrates the vendor's understanding of relevant demographics, community needs and challenges. The vendor's expertise in this area is essential to ensuring the County is operating an effective and efficient animal control program, placing the appropriate level of responsibility on the animal shelter and control vendor, and ensuring the compensation provided for such services is sufficient to carry out their responsibilities.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
The Department did not contact other vendors, due to Hatching's recent experience working with the City of Fresno and providing consultation services for a program that is operated by the same vendor as the County's animal shelter. Hatching has extensive experience addressing animal welfare needs in communities similar to Fresno County with different organizational structures and management philosophies, which demonstrates the vendor's understanding of relevant demographics, community needs and challenges. Additionally, the Department has made a commitment to the CAO's office to return to the Board no later than January 2025 with a new agreement for animal shelter and control services, leaving a short window of time to execute an agreement and undergo the consultation process.

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Requested By:

Sr. Staff Analyst

Title

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I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

dluchini 6/26/2024 10:52:29 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

mvilanova 6/26/2024 3:27:43 PM

Purchasing Manager Signature

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