



Sole Source Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.

It is anticipated that the BOS will continue their approval in the FY 2017-18 Adopted Budget at a funding level of \$38,000 (no change from FY 2016-17 Adopted Budget) for Economic Development Corporation serving Fresno County (EDC) to provide economic development services to promote and market the resources and economy of Fresno County. The agreement represents partial funding for EDC to provide businesses technical assistance to encourage the location of new industry, existing business retention and expansion with the cities and unincorporated communities of Fresno County. Additional services include maintenance, monitoring and drafting any required revisions to the County's Comprehensive Economic Development Strategy (CEDS) for County approval and help the County achieve its economic development objectives as set forth in the CEDS and administer the County Strategy Committee.

2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.

EDC contact is Esther Cuevas, Vice President, Business Development, ecuevas@fresnoedc.com, (559) 476-2507, 906 N. N Street, Suite 120, Fresno, CA 93721

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.

\$38,000 from July 1, 2017 through June 30, 2018.

4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a sole source acquisition.

The recommended agreement is consistent with the Board's August 26, 2014 assignment of the County's current economic development responsibilities to EDC as detailed in question No. 1 above, and consistent with the FY 2017-18 Adopted Budget to continue providing partial funding for EDC's continuing efforts to implement economic development and marketing programs, promote job creating in the County and is consistent with the economic development element in the County's General Plan. Appropriations are included in Org 2540, Account 7845-Support of Organizations-Economic Development. Based on the services required by the County, EDC has been determined to be the only vendor suited, equipped and authorized to perform economic development tasks and activities in Fresno County.

5. Explain why the unique qualities and/or capabilities described above are essential to your department.
Please see No. 4.

6. Provide a comprehensive explanation of the research done to verify that there is only a sole vendor that is capable of providing the required service(s) and/or product(s). Include a list of all other vendors contacted with regard to providing the requested product(s) and/or service(s) and indicate their response.
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Additional research not conducted beyond Board approval in the Adopted Budget as it is anticipated the Board will continue to approve funding specifically for EDC.

julopez 5/9/2017 3:10:57 PM

Requested By:

Sr Administrative
Analyst

Title

[ Sign] Double click!

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

DPaolinelli 5/9/2017 4:45:35 PM

Department Head Signature

[ Sign] Double click!

gcornuelle 5/17/2017 8:22:19 AM

Purchasing Manager Signature

[ Sign] Double click!