



100 West Washington Street, Suite 1101 | Hagerstown, MD 21740-4735 | P: 240.313.2200 | F: 240.313.2201
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BOARD OF COUNTY COMMISSIONERS

November 5, 2024

OPEN SESSION AGENDA

- 9:00 AM INVOCATION AND PLEDGE OF ALLEGIANCE
CALL TO ORDER, *President John F. Barr*
APPROVAL OF MINUTES: *October 15, 2024*
- 9:05 AM COMMISSIONERS' REPORTS AND COMMENTS
- 9:15 AM STAFF COMMENTS
- 9:20 AM CITIZEN PARTICIPATION
- 9:30 AM END OF YEAR FY24 BUDGET ADJUSTMENTS TO THE WASHINGTON COUNTY BOARD OF EDUCATION'S GENERAL FUND BUDGET
Jeffrey Proulx, Chief Operating Officer, Washington County Public Schools; Eric Sisler, Executive Director of Finance, Washington County Public Schools
- 9:35 AM GOVERNOR'S OFFICE OF CRIME CONTROL AND PREVENTION – RESIDENTIAL SUBSTANCE ABUSE TREATMENT PROGRAM – APPROVAL TO SUBMIT APPLICATION AND ACCEPT FUNDING
Richard Lesh, Grant Manager, Grant Management; Meaghan Willis, Program Director, Washington County Sheriff's Office
- 9:40 AM CONTRACT AWARD (PUR-1709) – FINANCIAL ADVISOR SERVICES
Brandi Naugle, Buyer, Purchasing; Kelcee Mace, Chief Financial Officer
- BID AWARD (PUR-1703) – BULLET RESISTANT BARRIERS
Brandi Naugle, Buyer, Purchasing; Kristin Grossnickle, Court Administrator, Circuit Court for Washington County, Maryland
- 9:50 AM INTERGOVERNMENTAL COOPERATIVE PURCHASE (INTG-24-0165) ONE (1) MACK CHASSIS/CAB DUMP TRUCK
Rick Curry, Director, Purchasing; Scott Hose, Superintendent of Maintenance, Water Quality
- INTERGOVERNMENTAL COOPERATIVE PURCHASE (INTG-24-0164) – PERSONAL PROTECTIVE EQUIPMENT (PPE) FOR DIVISION OF EMERGENCY SERVICES
Rick Curry, Director, Purchasing; Eric Jacobs, Operations Manager, Emergency Services

9:55 AM REQUEST FOR PROPOSAL AWARD (PUR-1697) – LIGHTED DRONE SHOWE FOR THE SEMI QUINCENTENNIAL (250TH ANNIVERSARY) CELEBRATION
Rick Curry, Director, Purchasing; Danielle Weaver, Director, Public Relations and Marketing

QUOTATION AWARD (Q-24-793) RUBRIK ENTERPRISE DATA PROTECTION FOR INFORMATION TECHNOLOGY DEPARTMENT
Rick Curry, Director, Purchasing; Josh O’Neal, Chief Technical Officer; Information Technology

10:05 AM CLOSED SESSION - *(To discuss the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation, or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; or any other personnel matter that affects one or more specific individual. (1) These topics include the discussion of confidential personnel matters.*

- *Hiring recommendation for open position (2) in Department of Budget and Finance*
- *Hiring recommendation for open position in Division of Environmental Management*
- *Discussion of open position in Department of Public Works*
- *Hiring recommendation for open position in County Attorney’s Office*

To consult with counsel to obtain legal advice on a legal matter.

- *Discussion of offer and negotiation strategy that, if held in open session would negatively impact County’s bargaining positions and violate attorney/client privilege.*

To consider a matter that concerns the proposal for a business or industrial organization to locate, expand, or remain in Washington County.

- *Discussion of financial incentive support for business intending to locate in Washington County. Discussion in open may result in the disclosure of proprietary information of the business provided to County, as well as prematurely disclose proposed incentives, putting the County in a disadvantageous bargaining position.)*

10:55 AM RECONVENE IN OPEN SESSION

ADJOURNMENT



Open Session Item

SUBJECT: End of Year FY24 Budget Adjustments to the Washington County Board of Education's General Fund Budget

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Mr. Jeffrey Proulx, Chief Operating Officer, WCPS
Mr. Eric Sisler, Executive Director of Finance, WCPS

RECOMMENDED MOTION: Move to approve the requested adjustments to the Board of Education's FY2024 General Fund Budget.

REPORT-IN-BRIEF: The Annotated Code of Maryland requires local school systems to periodically re-forecast their financial needs and make necessary changes to their budgets. To that end, the Washington County Board of Education approved the attached list of changes to its FY2024 General Fund Budget at its October 15, 2024, meeting.

DISCUSSION: The changes that the Board of Education approved on October 15, 2024, cross major categories. Therefore, these requested adjustments must also be approved by the Board of County Commissioners. The Board of Education has asked its Finance staff to review the requested budget changes with the Commissioners and answer any questions that they may have.

FISCAL IMPACT: None. These proposed modifications merely adjust various categories of the budget to reflect updated information on revenue and spending trends.

CONCURRENCES: Washington County Public Schools Finance staff recommended the adjustments for approval by the full Board based on accounting process changes made after consulting with the systems audit firm, Clifton Larson Allen LLP. The Board of Education approved these changes at their October 15, 2024, meeting.

ALTERNATIVES: None

ATTACHMENTS:

- FY2024 general fund budget adjustments

AUDIO/VISUAL NEEDS: None

**Washington County Public Schools
Requested FY2024 End of Year Budget Adjustments**

Category	Value	The primary reason for variance is:
Revenue	\$711,972	Miscellaneous income from the sale of old Apple computer devices
Administration	\$552,088	Higher indirect cost recovery from Federal grants. Savings from printer rentals and maintenance.
Mid-Level Administration	\$213,544	Savings in communications expense
Instructional Salaries	\$1,223,283	Turnover & Additional pay savings
Instructional Textbooks and Supplies	\$451,545	Savings in Printing Supplies & Computer devices (devices charged to ECF grant)
Other Instructional Costs	\$438,040	Savings from Transfers for Dual Enrollment costs with HCC & State Instuition costs
Special Education	\$9,613	Savings from Non-Public Placements
Student Services	\$91,436	Salary turnover savings from Social Workers
Student Health Services	281,588	Nursing vacancies - employees and contracted personnel
Student Transportation Services	439,796	Savings on fuel and salary turnover savings
Operation of Plant	116,072	Salary turnover savings
Maintenance of Plant	1,116,825	Savings in salary turnover savings, contracted maintenance, maintenance materials, and furniture & equipment
Food Services	61,407	Bad debt expense on student accounts was less than expected
Fixed Charges	1,152,189	Savings in health insurance and other fringe benefits due to vacancies
Total Expense Reductions/Additional Revenue	\$6,859,397	
Capital Outlay	452,278	Due to new auditing guidance, use of committed fund balance needs shown as a current expense - expense associated with Tech High Renovation
Total Expense Increases/Reduced Revenue	\$452,278	
Net Effect on Fund Balance from Current Year Activities	\$6,407,119	
Prior Year Committed Fund Balance Used to Cover Current Expenses (for Expenses Above)	\$499,929	
Net Effect on Fund Balance	\$6,907,048	



Open Session Item

SUBJECT: Governor's Office of Crime Control and Prevention - Residential Substance Abuse Treatment Program – Approval to Submit Application and Accept Funding

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Richard Lesh, Grant Manager and Meaghan Willis, Program Director, Washington County Sheriff's Office.

RECOMMENDED MOTION: Move to approve the submission of the grant application for the Residential Substance Abuse Treatment Program to the Governor's Office of Crime Control and Prevention in the amount of \$450,000 and accept the awarded funding.

REPORT-IN-BRIEF: The Washington County Sheriff's Office is requesting approval to submit a grant application which will provide \$450,000 in funding for Deputy Sheriffs and Drug/Re-entry Coordinators. The Residential Substance Abuse Treatment (RSAT) program enhances the capability of states and units of local government to provide residential substance use treatment for pre-trial defendants and incarcerated inmates and prepares offenders for their reintegration into the communities from which they came by incorporating reentry planning activities into treatment programs; and assists offenders and their communities through the reentry process through the delivery of community-based treatment and other broad-based aftercare services. Treatment practices/services will be, to the extent possible, evidence-based.

DISCUSSION: The Washington County Office of Grant Management has reviewed the application and program guidelines. There is no match requirement associated with the grant and the period of performance is from November 1, 2024 to September 30, 2025.

FISCAL IMPACT: Provides \$450,000 to the Washington County Sheriff's Office to fund the RSAT program described above for the period stated above.

CONCURRENCES: Kelcee Mace, CFO, Office of Budget & Finance, Office of Grant Management.

ALTERNATIVES: Deny approval for submission of this request

ATTACHMENTS: N/A

AUDIO/VISUAL NEEDS: N/A



Open Session Item

PUBLIC PACKET

SUBJECT: Contract Award (PUR-1709) Financial Advisor Services

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Brandi Naugle, CPPO, Buyer, Purchasing Department; Kelcee Mace, Chief Financial Officer

RECOMMENDATION: Move to award the contract for financial advisor services to the responsive, responsible firm with the lowest total 5-year proposal value, plus out-of-pocket expenses related to bond issues; and the hourly rates for each employee classification to be used for any required Extra Work.

REPORT-IN-BRIEF: The following persons served as members of the selection committee: Chief Financial Officer, Director of Budget and Finance, Deputy Director of Budget and Finance, Senior Accountant, and County Buyer. Three (3) proposals were received for the subject services. All three (3) three firms' Qualifications & Experience/Technical Proposals were considered to be responsive by the Committee and all three (3) Price Proposals were opened. Notice of the Request for Proposal (RFP) was published on the County's website, the State's e-Maryland Marketplace eMMA website, the new online bidding site, and in the local newspaper. Thirty-six (36) persons/firms accessed the RFP document from the County website. It should be noted that the RFP incorporated financial advisory services that may be required during the term of the contract that are in addition to the bond issue financial advisor services. For your easy reference, attached is a copy of Section III of the RFP outlining the Scope of Services. The initial term of this contract is for a one-year period tentatively to commence December 1, 2024, and ending November 30, 2025, with an option by the Board to renew for up to four (4) consecutive one (1) year periods thereafter based on the annual lump sum fees proposed by the successful firm.

DISCUSSION: N/A

FISCAL IMPACT: Funds are budgeted in CIP Project ADM001 for bond issuance costs

CONCURRENCES: As recommended by the Coordinating Committee

ALTERNATIVES: N/A

ATTACHMENTS: (1) RFP Section III – Scope of Services

AUDIO/VISUAL NEEDS: N/A

III. SCOPE OF SERVICES:

- A. Financial Advisory Services for an estimated \$89 million in financing over a five (5) year period to include:
1. Preparation of bond issues, including recommendations on the size and timing of bond sales; refunding opportunities; structuring of sales on competitive vs. negotiated bonds; bond maturity schedules; provisions for issuance of additional bonds and redemption prior to maturity; call premiums; registration; provision for handling and investment of bond funds; covenants as to the establishment of funded interest or reserve funds; investment procedures; closing instructions; and other matters which may assist in obtaining the lowest practical interest cost and the widest competition for their purchase.
 2. Assistance with preparation and distribution of Preliminary Official Statement, Notice of Sale, Official Statement and other documents and materials required to facilitate all bond sales.
 3. Verification of bond bids on competitive bond issues and review of underwriting proposals for negotiation transactions.
 4. Assistance in the preparation of legal and financing documents in coordination with bond counsel, underwriters counsel, county staff, and others.
 5. Development of rating agency strategy, assist with preparation of rating agency presentation material, schedule meetings with rating agencies, organize and coordinate County and staff rehearsals and presentations, coordinate itinerary for rating agency visits as required with the objective of maintaining and improving, when applicable, the rating assigned to the County. (Out-of-pocket expenses related to these services are not to be included in the annual lump sum fees.)
- B. All firms responding to this proposal shall demonstrate the capabilities and experience to conduct the following scope of services if requested:
1. Formulation of financing plans, including presentations of alternative financial programs and strategies taking into consideration: construction schedules; appropriate debt structures; timing; impact on tax rates and taxpayers; credit ratings; coordination with other issues; new tax laws; assessment of current climate of the capital markets.
 2. Develop and take primary responsibility for quantitative analysis of structuring alternatives for debt issues including sizing, structure, and term of issue, provide computer modeling, comparison of alternatives.
 3. Assist and advise in the development of debt limits, debt service coverage ratios, reserve funds, compliance with debt affordability policies or other debt policies as requested.
 4. Assist the County in updating its financial strategies and policies when requested. This includes analyzing short, intermediate and long-term financing options.
 5. Be available for consultation to render advice and recommendations regarding all financial aspects of the County as may be requested by the County.

6. Identify policy issues and direction(s) related to effective administration of the Capital Program.
7. Provide general advice on tax issues, particularly compliance with respect to arbitrage rebate, but not including any arbitrage rebate calculations.
8. Develop financial analysis programs and computer models to be used in conjunction with the County's financing programs.
9. Assist with long-term forecasting regarding debt and related issues.
10. Provide pricing analysis and comparisons following bond sale, document pricing results, and provide written report to County with respect to final pricing.
11. Upon request, assist in reviewing and analyzing legislation that may have a financial impact on the County.
12. Assist when conducting surveys of the financial activities of other major government operations and utilities.
13. Review the existing Long Range Financial Plan, provide an analysis of the proposed funding methods and potential options including analysis of the structure of the finance plan, discuss issues or difficulties which may be foreseen and the strategies to deal with such issues.
14. Assist with obtaining required debt authorizations from the legislative body.
15. Attend various meetings, including meetings of the Board of County Commissioners.



Open Session Item

SUBJECT: Bid Award (PUR-1703) – Bullet Resistant Barriers

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Brandi Naugle, CPPO, Buyer, Purchasing Department; Kristin Grossnickle, Court Administrator

RECOMMENDED MOTION: Move to award the contract for Bullet Resistant Barriers at the Circuit Court of Washington County, MD to the responsible, responsive vendor GCCM Corp of Lorton, VA for the lump sum amount of \$57,959.99.

REPORT-IN-BRIEF: The County accepted bids on September 11, 2024. The Invitation to Bid (ITB) was advertised on the State of Maryland's (eMMA) "*eMaryland Marketplace Advantage*" website, on the County's website, in the local newspaper, and on the County's new online bidding site, Ionwave. Twenty-six (26) persons/companies registered/downloaded the bid document online. Three (3) bids were received.

DISCUSSION: The purchase and installation of the bullet-resistant barriers at the Washington County Circuit Court House shall include all labor and materials to install one (1) level three bullet-resistant storefront wall and two (2) level three bullet-resistant doors.

FISCAL IMPACT: Funds are available for this purchase in account 600200-10-12800 (GRT521) in the amount of \$57,959.99.

CONCURRENCES: Public Works Director

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

Event Number PUR-1703
Event Title Bullet Resistant Barriers
Event Description
Event Type ITB
Issue Date 8/14/2024 06:00:02 AM (ET)
Close Date 9/11/2024 02:00:00 PM (ET)

Organization Washington County, MD
Workgroup Purchasing

Purchase and Installation of all labor and materials to install Bullet Resistant Walls and Doors.

Supplier	QTY	UOM	Price	Extended	Supplier Notes
GCCM Corp Lorton, VA	1	Total Lump Sum	\$57,959.99	\$57,959.99	
Mistral Inc Bethesda, MD	1	Total Lump Sum	\$101,059.00	\$101,059.00	
Quality Walls & Windows LLC Westminster, MD	1	Total Lump Sum	\$124,680.00	\$124,680.00	



Agenda Report Form

Open Session Item

SUBJECT: Intergovernmental Cooperative Purchase (INGT-24-0165) One (1) Mack Chassis/Cab Dump Trucks

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Rick Curry, CPPO, Director, Purchasing Department; Scott Hose, Superintendent of Maintenance, Department of Water Quality

RECOMMENDED MOTION: Move to authorize by Resolution, the Department of Water Quality to purchase one (1) 4x2 Mack dump trucks from Baltimore Truck Center, Inc. of Hagerstown, MD in the amount of \$166,858.30 and to utilize another jurisdiction's contract (RFP #032824MAK) that was awarded by Soucrewell to Mack Trucks, Inc.

REPORT-IN-BRIEF: The Department of Water Quality is requesting to purchase one (1) dump truck to replace a dump truck that is twenty-six (26) years old and exceed the County's Vehicle and Equipment Types and Usage Guidelines. The County's replacement guidelines for vehicles greater than 33,000 lbs. GVWR is recommended at a ten (10) year economic life cycle. The replaced vehicles will be advertised on GovDeals.com for auctioning.

The Code of Public Laws of Washington County, Maryland (the Public Local Laws) §1-106.3 provides that the Board of County Commissioners may procure goods and services through a contract entered into by another governmental entity, in accordance with the terms of the contract, regardless of whether the County was a party to the original contract. Sourcewell took the lead in soliciting the resulting agreement. If the Board of County Commissioners determines that participation by Washington County would result in cost benefits or administrative efficiencies, it could approve the purchase of this service in accordance with the Public Local Laws referenced above by resolving that participation would result in cost benefits or in administrative efficiencies.

The County will benefit with direct cost savings in the purchase of these trucks because of the economies of scale this buying group leveraged. I am confident that any bid received as a result of an independent County solicitation would exceed the spend savings that Sourcewell contract provides through this agreement. Additionally, the County will realize savings through administrative efficiencies as a result of not preparing, soliciting and evaluating a bid. This savings/cost avoidance would, I believe, be significant.

DISCUSSION: N/A

FISCAL IMPACT: Funds are budgeted in the Department of Water Highway Department's Capital Improvement Plan (CIP) account (VEH010) in the amount of \$200,000.

CONCURRENCES: N/A

ALTERNATIVES:

1. Process a formal bid and the County could possibly incur a higher cost for the purchase, or
2. Do not award the purchase of the dump trucks.

ATTACHMENTS: Baltimore Truck Center, Inc. quote.

AUDIO/VISUAL NEEDS: N/A



October 7, 2024

CUSTOMER QUOTATION

Washington County Maryland – Sourcewell Member # 18599

100 West Washington Street

Hagerstown MD 21740

Baltimore Truck Center provides the following vehicle(s) for your consideration:

(1) New 2026 Model Year Mack MD7

- Cummins 6.7L 300 HP Engine
- Allison 3000 RDS Automatic Transmission
- 12,000 pound Meritor Front Axle
- 21,000 Pound Meritor Rear Axle on Spring Suspension
- 151" Wheelbase
- Bridgestone Tires on Accuride Aluminum Wheels
- 10 foot J&J Dump Body Package with trailer connections.
- Complete Chassis and body specifications provided in accompanying pages.

	One Unit (1)
<u>Chassis List Price</u>	\$ 114,568
Total Discount from List	\$ <u>(17,873)</u>
Sourcewell Customer Chassis Price	\$ 96,695.00
 <u>Sourced Goods</u>	
Prep	\$ 2,757.50
Body	\$ 56,411.25
Wheel Covers and Floor Mats	\$ 682.50
Fontaine Installed Trailer Connections	\$ 4,042.50
Added Protection Plans	\$ <u>6,269.55</u>
Subtotal for Sourced Goods	\$ 70,163.30
<u>Total – Chassis plus Sourced Goods</u>	\$ 166,858.30

This vehicle(s) is available under the Sourcewell Contract Number 032824-MAK . Please reference this Contract Number on all Purchase Orders. Washington County Maryland and Sourcewell Member ID # 18599 . (member # must match name and billing address)

Thank you for the opportunity to offer this Mack MD7 Single Axle Municipal Dump Truck Proposal to Washington County Maryland.

Should you have any questions, please do not hesitate to call.

Sincerely,

Bill Gross

Baltimore Truck Center – Hagerstown Division

bgross@baltimoretruckcenter.com Cell – 443-591-0031

RESOLUTION NO. RS-2024-

***(Intergovernmental Cooperative Purchase [INTG-24-0165] One [1] Mack Chassis/Cab
Dump Trucks)***

RECITALS

The Code of Public Local Laws of Washington County, Maryland (the "Public Local Laws"), § 1-106.3, provides that the Board of County Commissioners of Washington County, Maryland (the "Board"), "may procure goods and services through a contract entered into by another governmental entity in accordance with the terms of the contract, regardless of whether the county was a party to the original contract."

Subsection (c) of § 1-106.3 provides that "A determination to allow or participate in an intergovernmental cooperative purchasing arrangement under subsection (b) of this section shall be by resolution and shall either indicate that the participation will provide cost benefits to the county or result in administrative efficiencies and savings or provide other justifications for the arrangement."

The Department of Water Quality is requesting to purchase one (1) 4x2 Mack dump truck from Baltimore Truck Center, Inc., of Hagerstown, Maryland, in the amount of \$166,858.30, and to utilize another jurisdiction's contract (RFP #032824MAK) that was awarded by Sourcewell to Mack Trucks, Inc.

Eliminating the County's bid process will result in administrative and cost savings for the County. The County will benefit with direct cost savings because of the economy of scale the aforementioned contract has leveraged. Additionally, the County will realize administrative efficiencies and savings as a result of not preparing, soliciting, and evaluating bids.

NOW, THEREFORE, BE IT RESOLVED by the Board, pursuant to § 1-106.3 of the Public Local Laws, that the Department of Water Quality is authorized to purchase one (1) 4x2 Mack dump truck from Baltimore Truck Center, Inc., of Hagerstown, Maryland, in the amount of \$166,858.30, and to utilize another jurisdiction's contract (RFP #032824MAK) that was awarded by Sourcewell to Mack Trucks, Inc.

Adopted and effective this ____ day of _____, 2024.

ATTEST:

BOARD OF COUNTY COMMISSIONERS
OF WASHINGTON COUNTY, MARYLAND

Dawn L. Marcus, County Clerk

BY: _____
John F. Barr, President

Approved as to form
and legal sufficiency:

Zachary J. Kieffer
County Attorney

Mail to:
Office of the County Attorney
100 W. Washington Street, Suite 1101
Hagerstown, MD 21740



Agenda Report Form

Open Session Item

SUBJECT: Intergovernmental Cooperative Purchase (INTG-24-0164) – Personal Protective Equipment (PPE) for Division of Emergency Services

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Rick F. Curry, CPPO, Director of Purchasing; Eric Jacobs, Operations Manager, Division of Emergency Services.

RECOMMENDED MOTION: Move to authorize by Resolution, for the approval of the purchase of 50 sets of Personal Protective Equipment (PPE) (coats and pants) for the Division of Emergency Services from Municipal Emergency Services of Rockville, MD at the contracted unit prices totaling \$204,417.50 based on the contract awarded by the Fairfax County, VA contract (#4400010661)

REPORT-IN-BRIEF: Section 106.3 of the Public Local Laws of Washington County grants authorization for the County to procure goods or services under contracts entered into by other government entities. On items over \$50,000, a determination to allow or participate in an intergovernmental cooperative purchasing arrangement shall be by Resolution and shall indicate that the participation will provide cost benefits to the county or result in administrative efficiencies and savings or provide other justification for the arrangement.

The County will benefit with the direct cost savings in the purchase of PPE (pants and coat) because of economies of scale this contract has leveraged. Additionally, the County will realize savings through administrative efficiencies as a result of not preparing, soliciting and evaluating a bid. Acquisition of the equipment by utilizing the Fairfax County, VA contract and eliminating our County's bid process would result in an administrative and cost savings for the Division of Emergency Services in preparing specifications and the Purchasing Department.

DISCUSSION: This structural-firefighting, turn-out gear will be purchased to assist in outfitting our first responders throughout the County. This is an annual program that has been supported through general budget funding. Fairfax County award the initial contract with multiple renewal periods. The contract offers a 30.5% discount, PPE coats are \$2,462.71 each (retail \$3,543.57) and PPE pants are \$1,625.64 (retail \$2,339.05).

FISCAL IMPACT: Funding is in the department's FY'24 operating budget 599999-10-10500.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: N/A

AUDIO/VISUAL NEEDS: N/A



(877) 637-3473

Quote

Quote # QT1858430
Date 09/18/2024
Expires 10/31/2024
Sales Rep Dunn, William
Shipping Method FedEx Ground
Customer WASHINGTON COUNTY DES (MD)
Customer # C242423

Bill To

Eric Jacobs
 WASHINGTON COUNTY (MD) DES
 16232 ELLIOTT PKWY
 WILLIAMSPORT MD 21795-4083
 United States

Ship To

Eric Jacobs
 WASHINGTON COUNTY (MD) DES
 16232 ELLIOTT PKWY
 WILLIAMSPORT MD 21795-4083
 United States

Item	Alt. Item #	Units	Description	QTY	Unit Price	Amount
HFRP Tail Coat	MDWASH00033		MDWASH00033 HFRP Tail Coat Morning Pride coat (ZIPPER CLOSURE), as per Washington County spec ID# MDWASH00033. List price is \$3543.57.	50	\$2,462.71	\$123,135.50
HFRP Tail Pant	MDWASH00032		MDWASH00032 HFRP Tail Pant Morning Pride pant, as per Washington County spec ID# MDWASH00032. List price is \$2339.05.	50	\$1,625.64	\$81,282.00

Pricing is per Fairfax County contract # 4400010661.
 Honeywell- 30.5%

Subtotal \$204,417.50
Shipping Cost \$0.00
Tax Total \$0.00
Total \$204,417.50

This Quotation is subject to any applicable sales tax and shipping and handling charges that may apply. Tax and shipping charges are considered estimated and will be recalculated at the time of shipment to ensure they take into account the most current information.

All returns must be processed within 30 days of receipt and require a return authorization number and are subject to a restocking fee.

Custom orders are not returnable. Effective tax rate will be applicable at the time of invoice.



QT1858430

RESOLUTION NO. RS-2024-

(Intergovernmental Cooperative Purchase [INTG-24-0164] Personal Protective Equipment [PPE] for Division of Emergency Services

RECITALS

The Code of Public Local Laws of Washington County, Maryland (the "Public Local Laws"), § 1-106.3, provides that the Board of County Commissioners of Washington County, Maryland (the "Board"), "may procure goods and services through a contract entered into by another governmental entity in accordance with the terms of the contract, regardless of whether the county was a party to the original contract."

Subsection (c) of § 1-106.3 provides that "A determination to allow or participate in an intergovernmental cooperative purchasing arrangement under subsection (b) of this section shall be by resolution and shall either indicate that the participation will provide cost benefits to the county or result in administrative efficiencies and savings or provide other justifications for the arrangement."

The Division of Emergency Services is requesting to purchase fifty (50) sets (coats and pants) of Personal Protective Equipment (PPE) from Municipal Emergency Services, Inc. dba MES, Inc., of Rockville, Maryland, at the contracted unit prices totaling \$204,417.50, based on the contract awarded to Fairfax County, Virginia, contract #4400010661.

Eliminating the County's bid process will result in administrative and cost savings for the County. The County will benefit with direct cost savings because of the economy of scale the aforementioned contract has leveraged. Additionally, the County will realize administrative efficiencies and savings as a result of not preparing, soliciting, and evaluating bids.

NOW, THEREFORE, BE IT RESOLVED by the Board, pursuant to § 1-106.3 of the Public Local Laws, that the Division of Emergency Services is authorized to purchase fifty (50) sets of PPE from Municipal Emergency Services, Inc., dba MES, Inc., of Rockville, Maryland, at the contracted unit prices totaling \$204,417.50, based on the contract awarded to Fairfax County, Virginia, contract #4400010661.

Adopted and effective this ____ day of _____, 2024.

ATTEST:

BOARD OF COUNTY COMMISSIONERS
OF WASHINGTON COUNTY, MARYLAND

Dawn L. Marcus, County Clerk

BY: _____
John F. Barr, President

Approved as to form
and legal sufficiency:

Zachary J. Kieffer
County Attorney

Mail to:
Office of the County Attorney
100 W. Washington Street, Suite 1101
Hagerstown, MD 21740



Open Session Item

SUBJECT: Request for Proposal Award (PUR-1697) – Lighted Drone Show for the Semi-quincentennial (250th Anniversary) Celebration

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Rick F. Curry, CPPO, Director of Purchasing; Danielle Weaver, Director of Public Relations and Marketing

RECOMMENDED MOTION: Move to award the contract for the Lighted Drone Show to the responsible, responsive vendor Firefly Drone Shows, LLC of Waterford, MI for the lump sum amount of \$107,950 and contingent upon the company being in good standing and authorized and registered to do business in the State of Maryland with the Maryland Department of Assessments and Taxation and remaining so throughout the term of the contract.

The lighted drone show will be performed by illuminated, synchronized, and choreographed groups of drones that arrange themselves into various aerial formations. The services to be performed will be in compliance with all FFA rules and restrictions, including licenses of drone operators. The contractor is responsible for creative programming, custom design formations, including local elements, sponsor logo, storyboard, groundwork set-ups and all other necessary materials needed to perform a synchronized drone light show.

REPORT-IN-BRIEF: The County accepted proposals on July 18, 2024. The Request for Proposals (RFP) was advertised on the State of Maryland’s (eMMA) “*eMaryland Marketplace Advantage*” website, on the County’s website, in the local newspaper, and on the County’s new online bidding site (IonWave). Twenty-one (21) persons/companies registered/downloaded the bid document online. One (1) proposal was received.

DISCUSSION: To help offset or potentially cover the full cost of the drone show, the County plans to secure a sponsorship. Given the high visibility and historical significance of the 250th anniversary, we anticipate strong interest from potential sponsors seeking to align their brand with this landmark event. Our Public Relations and Marketing team will lead the sponsorship initiative, targeting both local and regional businesses, leveraging the draw of the drone show to attract a high-profile sponsor or multiple sponsors who would gain exposure through logo displays on promotional materials, and across event marketing channels. We anticipate that with successful sponsorship efforts, we can mitigate the cost to the County and elevate the overall experience for

attendees, ensuring a memorable celebration of Washington County's semi-quincentennial anniversary.

FISCAL IMPACT: Funds will be provided through the Hotel/Motel tax account.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

**PUR-1697
LIGHTED DRONE SHOW CONSULTANT**

Price Proposal Tabulation

	Firefly Drone Shows, LLC Waterford, MI
	Total Price
	\$107,950
TOTAL PROPOSAL AMOUNT	\$107,950

Remarks/Exceptions:



Agenda Report Form

Open Session Item

SUBJECT: Quotation Award (Q-24-793) Rubrik Enterprise Data Protection for Information Technology Department

PRESENTATION DATE: November 5, 2024

PRESENTATION BY: Rick F. Curry, CPPO, Director of Purchasing; Josh O'Neal, Chief Technical Officer, Information Technology

RECOMMENDED MOTION: Move to award the Quotation for the Rubrik Enterprise Data Protection to the responsible, responsive bidder, GHA Technologies Inc. of Scottsdale, AZ who submitted the responsive Total Lump Sum of \$349,284.39 for these services.

REPORT-IN-BRIEF: Rubrik is an enterprise data backup and ransomware protection product, consisting of hardware, software and cloud services to replace the County's current backup solution, which depends on hardware that has reached its end of life.

DISCUSSION: The Code of the Public Local Laws states that a contract over \$50,000 for the purchase or other expenditure shall be awarded by the Board to the lowest responsible bidder who submits a responsive bid. Request for Quotations are processed for purchases of commodities and services not exceeding \$50,000 and are normally awarded at the departmental level in concurrence with the Purchasing Department. Due to the recommendation of award the cost for the cameras/installation exceeded \$50,000, the Quotation is before the Board for an award. It was anticipated that these services would not exceed \$50,000.

It was anticipated these services would be quoted below the \$50,000 threshold which would not have required using the Invitation to Bid (ITB) advertisement process. As such, the Request for Quotation process was followed and not the formal bid process. As noted previously, a significant number of vendors reviewed the document; as such we do not believe publicly advertising the project in the newspaper or through the State's web site would have yielded any difference in the final outcome. Given the value of the quotations, the Board of County Commissioners' approval is necessary to award the purchase of the equipment.

FISCAL IMPACT: Funds in the amount of \$1,095,592 are available in the department's operating budget 10-11000.

CONCURRENCES: N/A

ALTERNATIVES: N/A

ATTACHMENTS: Quote Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

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Rubrik Enterprise Data Protection

TOTAL SUM (Item No.'s 1 through 10)	
Axelliant LLC Torrance	\$145,207,889.47
En-Net Services Frederick, MD	\$587,833.64
GHA Technologies Inc Scottsdale, AZ	\$349,284.39
Phaeton Solutions, LLC Reston, VA	\$571,144.51
vPrime Tech Inc Houston, TX	\$570,284.11