


BAL HARBOUR

- V I L L A G E -

OFFICE OF THE VILLAGE MANAGER

LETTER TO COUNCIL

NO. 097-2019

To: Mayor Gabriel Groisman and Members of the Village Council
From: Jorge M. Gonzalez, Village Manager 
Date: June 7, 2019
Subject: **Recent Registration with the Purchasing Cooperative of America (PCA)**

The purpose of this Letter to Council (LTC) is to transmit to you information regarding the recent actions taken by the Village to join the Purchasing Cooperative of America (PCA), a cooperative purchasing program.

Since Bal Harbour Village is a small scaled municipality, obtaining prices for construction needs, specifically in the Utility infrastructure rehabilitation area, is limited due to our utility system size. Many of the larger firms performing this work locally do not respond to reduced dollars amount request for bids, thereby reducing the pool of available vendors. Additionally, the process to produce technical bid specifications in-house and complete the procurement process requires a minimum estimated timeframe of one hundred and eighty (180) working days.

During my tenure as Village Manager, we have worked to identify opportunities to access agreements originating in larger organizations that provide legally bid pricing for goods and services in order to expedite bidding timeframes and obtain cost savings. A notable success of this approach, is evidenced by the recently completed rehabilitative sanitary sewer lining of the sanitary sewer pipe along Collins Avenue, completed at a savings in excess of one million one hundred thousand dollars (\$1,100,000) and in less than thirty (30) working days.

This type of procurement activity as defined by the NIGP, Institute of Public Procurement, (NIGP), is a form of intergovernmental cooperative purchasing in which an entity will be extended the same pricing and terms of a contract entered into by another entity. NIGP, considers it a "best practice" to consider the use of cooperative contracts after proper due diligence is performed, in order for Government entities to save time and money, obtain higher quality products and services, and standardize products and services by using cooperative contracts.

In keeping with this approach, the Village recently became a member of the Purchasing Cooperative of America (PCA). PCA staff combines its experience in contracting, purchasing, and writing Requests for Proposals (RFP) and Requests for Qualifications (RFQ) to provide some of the most technically innovative contracts available for buildings and facilities for PCA Members. Membership is free for educational institutions, government agencies, Indian tribal governments, hospitals, law enforcement, and non-profit, non-taxed organizations in all 50 States and the U.S. territories. Cooperative members work directly with vendors who have been awarded PCA contracts through a rigorous solicitation response and evaluation process.

The first use of the Village membership in PCA will be presented at the June 18, 2019 Village Council meeting, with an item seeking approval of an agreement for the provision of trenchless technology to install replacement and new water mains. Village staff will continue to pursue cooperative procurement activities using the PCA membership along with all identified opportunities to obtain goods and services at competitively bid pricing when they are deemed to be in the best interest of the Village.

If you have any questions please feel free to contact John Oldenburg, Director of Parks and Public Spaces directly.

JO/JMG